



City Council Report

Date: January 26, 2026
To: City Council
Through: Michael Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Kristy Garcia, Procurement Administrator
Subject: Four-Year Term Contract with Six-One Year Renewal Options for an Enterprise Automatic Vehicle Locator (AVL) Telematics Solution for City-Owned Vehicles for Fleet Services and the Department of Innovation and Technology and Various City Departments **(Citywide)**

Recommendation

Council is requested to approve the award as recommended.

A committee representing Fleet Services, the Department of Innovation and Technology and Procurement Services evaluated responses and recommend awarding the contract to the highest scored proposal from LB Technology, Inc. in an amount not to exceed \$221,000 for Year 1 and an amount not to exceed \$201,000 annually for Years 2-10, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

Background / Discussion

This contract establishes a unified platform for Automatic Vehicle Location (AVL) to standardize vehicle tracking and telematics data gathering for city-owned vehicles. The platform also embraces and implements "Application Rationalization" which aims to streamline technologies, a primary goal of the City. A unified approach will take multiple systems that perform the same function and reduce them down to a single application, making it easier to track, maintain and integrate into desired dashboards for understanding vehicle locations and improved route efficiency.

The current contract will be extended for an additional 90 days. All existing equipment will be removed by LB Technology, Inc. and returned to the original vendor. The project will be completed in two phases. Phase One includes approximately 1,200 city-owned vehicles and rolling stock (loaders, backhoes, etc.). Phase Two is expected to include approximately 983 city-owned vehicles. The final number, including Police and Fire vehicles, will be determined once phase one is complete and funding is identified. Phase Two is not included in the current dollar amounts and will be presented to Council for approval at a later date.

City staff issued a Request for Proposals (RFP) to all registered and known AVL providers. A total of 19 proposal responses were received, one of which did not meet the minimum requirements. The remaining 18 vendors met the minimum qualifications and were evaluated and scored in accordance with the City's established policies and procedures.

Scoring criteria included experience and qualifications, approach, solution functionality, technical suitability, product demonstration, reference checks, overall fit, and pricing. Based on the evaluation results, the committee recommends awarding the contract to the highest-scoring respondent.

Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2025046

Local Consideration: Not applicable as there were no Mesa responses

Protests Received: None

Initial Contract Term: Four years

Possible Renewals: Up to a maximum of six years, subject to Administrative review and approval

Funding Source: Department of Innovation and Technology Applications Lifecycle Funds

Proposals Deemed Non-Responsive

Commercial Comm and Electrical (did not provide required forms and documentation)

Proposal Responses

Advantage Asset Tracking Corporation – Hoboken, NJ

Air Automotive Tracking Inc. – Brooklyn, NY

AssetWorks Inc. – Berwyn, PA

AT&T Enterprises, LLC – Dallas, TX

CalAmp Wireless Networks Corporation – Carlsbad, CA

Cypress Solutions Inc. – Burnaby – B.C.

Fleet Analytics, LLC – Suwanee – GA

Fleet Hoster LLC – McDonough – GA

GoFleet Corporation – Ontario

GPS Insight – Scottsdale, AZ

Iler Group, Inc. – Tampa, FL

LB Technology, Inc. – Memphis, TN (Recommended)

Motive Technologies, Inc. – San Francisco, CA

PreCise MRM LLC - Meridian, ID

Samsara Inc. – San Francisco, CA

T-Mobile USA, Inc. – Bellevue, WA

Utilimarc – St. Louis Park, MN

Verizon Connect NWF, Inc. – San Diego, CA

Proposal Scoring Results (Evaluation Summary Report and detailed scoring breakdown available upon request)

Respondent	Total Points Possible / 2,425
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Advantage Asset Tracking Corporation	670.79
Air Automotive Tracking Inc.	628.92
AssetWorks Inc.	605.54
AT&T Enterprises, LLC	606.23
CalAmp Wireless Networks Corporation	517.34
Cypress Solutions Inc.	612.50
Fleet Analytics, LLC	398.59
Fleet Hoster LLC	635.84
GoFleet, Corporation	697.30
GPS Insight, Inc.	579.36
Iler Group, Inc.	247.27
LB Technology, Inc. (Recommended)	1,894.28
Motive Technologies, Inc.	621.05
PreCise MRM LLC	664.48
Samsara Inc.	515.25
T-Mobile USA, Inc.	518.42
Utilimarc, LLC.	1504.31
Verizon Connect NWF, Inc.	587.12