



City Council Report

Date: May 3, 2021
To: City Council
Through: Mike Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Matt Bauer, Procurement Administrator
Subject: Purchase of PSTrax Modules (Additions) for the Mesa Fire and Medical Department (MFMD) **(Sole Source) (Citywide)**

Purpose and Recommendation

Council is requested to approve the award as recommended.

The Mesa Fire and Medical Department and Purchasing recommend awarding the sole source contract to Station Automation, Inc. dba PSTrax at \$50,000, based on estimated requirements.

Background / Discussion

MFMD utilized \$3.5 million dollars from its Public Safety Sales Tax Fund to cycle replace all radios used departmentwide in FY 2019/2020. At that time, MFMD's Technical Services Division searched for a system to manage the radios and assist MFMD with holding members accountable for the radios. After researching several different web/cloud-based programs, the Technical Services Division found that PSTrax is the best platform to use as the company provides tailored solutions to meet the needs of MFMD.

As part of the research conducted, other Fire Departments were contacted and agree that PSTrax is the preferred program of choice. Some of the benefits described by other Fire Departments include that the product is customizable to meet their specific needs and that the customer support provided by PSTrax is unmatched. At the same time research was being conducted for radio management, MFMD's Resource Management Division was looking for a better solution to manage turnouts because the old paper system that had been in place for years was very inefficient and time consuming. The Technical Services Division and the Resource Management Division both entered into a contract with PSTrax for just under \$12,000 annually in July 2020.

Since MFMD has started using PSTrax to manage MFMD's new radios and turnouts, staff have found this product reduces the number of hours a member spends managing the commodities in their respective division compared to the previous manual paper method. Recently, the need for a web/cloud-based program to manage the day-to-day movement of apparatus throughout MFMD was identified. Because of the success MFMD has experienced so far with the PSTrax product, staff contacted them regarding solutions for apparatus management. Included in their portfolio is a module for apparatus management along with a self-contained breathing apparatus (SCBA) module, a fire station supply

module, and an emergency medical services (EMS) supply module. All modules can be customized by PSTrax to meet the very specific needs of MFMD at no additional cost to the City of Mesa. All of these modules will allow MFMD to better manage multiple areas and save thousands of dollars each year. There are no other web/cloud-based programs on the open market today that is willing to customize a solution to fit the needs of MFMD.

PSTrax currently provides six modules – Vehicles, SCBA, PPE, Critical Assets, Stations and Controlled Substances. City of Mesa can tailor the solution to its needs by selecting which modules to begin with. If the City does not start with all the modules, you can add additional modules later. This is very different than other companies that require you to purchase an entire solution even if you do not need all the functionality. PSTrax is the sole provider of the modules it provides.

MFMD will pay a one-time implementation fee of \$18,300 for the vehicle module using allocated FY 2021 funds and then purchase the vehicle module using allocated FY 2022 funds. The department intends to purchase additional modules (SCBA, PPE, etc.) if the funding is available in FY 2022. MFMD will also renew the annual licensing fee of \$11,275 in FY 2022 for the modules they currently have.

Purchase Information

Action: Award

Procurement Type: Sole Source

Contract Number: 2021180

Local Consideration: Policy did not apply to this procurement method

Funding Source: Mesa Fire and Medical and Department of Innovation and Technology
Capital Project Funds and operations budgets