



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL RFP #102924
Entitled

Fleet Management Technologies with Related Software Solutions

The following advertisement was placed September 10, 2024, in and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, and The New York State Contract Reporter www.nyscr.ny.gov, September 11, 2024, in South Carolina's *The State*, the *Deseret News*, and *The Salt Lake Tribune*, September 10, 2024 and September 17, 2024 in *The Oklahoman* and in *USA Today*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Fleet Management Technologies with Related Software Solutions to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://portal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than October 29, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

1454737 Alberta, Inc.	Legion Asset
22nd Century Technologies, Inc.	LINK2PUMP
4Tech Solutions, LLC	Lion Buses, Inc.
ABTec Solutions, Ltd.	Lytx, Inc.
AdvantageOne Technology, Inc. dba Advantage Asset Tracking Corp.	Magnum Electronics, Inc.
AdvanTech, Inc.	MarcViews Networks, Inc.
AECOM Canada, Ltd.	Max Profit, LLC
Agile Fleet, Inc.	Mid Columiba Forklift and Material Handling
Air Automotive Tracking, Inc.	Motive Technologies, Inc.
Amazech Solutions, LLC	MoveEV, Inc.
AMCS Group, Inc.	MRF Geosystems Corporation
Annata Dynamics USA, Inc.	NeoTreks, Inc.

Atom Power, Inc.	New Tech Solutions, Inc.
Attollo Technology, LLC	NEWCOM Wireless Services, LLC
AttriX Technologies, Inc.	Nexdecade Technology (Pvt), Ltd.
AVI-SPL, LLC	NovaCHARGE, LLC
Bell Canada	Novo Solutions, Inc.
Bitars Services, Inc.	NTT Ltd Group Service United Kingdom Ltd
BizFleets, LLC	Nuclear Promise X, Inc.
Black Rook Corporation	Olathe Ford Sales, Inc. dba Olathe Fleet Solutions
Brand Development Services, LLC	One Step GPS
Bransys, LLC	Onward Connected dba Onward Fleet Solutions
Brigade Electronics, Inc.	Open TV dba Kudelski IoT
Brilliance Cyber Systems, Inc.	Openlane Technology Corporation
Burlington Truck Center, Inc.	Pacific Office Automation
BusPatrol America, LLC	PAI Holdco, Inc.
BusRight, Inc.	Paladin Drones, Inc.
Bytecurve Holdings, LLC	Parkway Auto Sales and Service, LLC
Cady Business Technologies	Parsons Transportation Group, Inc.
CalAmp Wireless Networks Corporation	Passio Technologies
Calian, Ltd.	PayByPhone Technologies, Inc.
Canon Canada, Inc.	PI Labs GmbH
CFFORD, LLC	Pixida USA, Inc.
CGI Federal	PowerFlex Systems, LLC
Chevin Fleet Solutions, LLC	PowerTrunnk, Inc.
Cleanscan.net	Prairie Robotics, Inc.
Cloud Shift, Inc.	PreCise MRM
Cogent Infotech Corporation	ProLogic ITS, LLC
Collective Data	PWXPress
CompassCom Software Corporation	Quantum International Services, Ltd.
Compusult, Limited	Quetica Consulting and Engineering
Consultadd, Inc.	Radio Engineering Industries, Inc. (REI)
Data Entry Outsourcing Services, LLC	Ricoh Canada / Tammy Klym-Wolfe
Deloitte Consulting, LLP	Rigstar Communications, Inc.
Deloitte, LLP	Ritchie Bros. Auctioneers (Canada), Ltd.
Deltek	Route4Me, Inc.
DG Technologies	Routeware, Inc. dba Wastech Corp.
Digitech Services, Inc.	RTA , dba RTA: The Fleet Success Company
Dobbs Ford, Inc.	S44, LLC
Driivz, Inc.	Samsara, Inc.
Dynamic Ideas, LLC	SAP America
EAM Solutions, LLC	Saskatchewan Telecommunications
Eau Gallie by the Sea Consulting, Inc.	School Bus Logistics, LLC

Education Logistics, LLC	Sharp Electronics of Canada, Ltd.
eGov Solutions, Inc.	Shift Technologies, Inc.
Emergent Health Care Solutions, LLC	SHzoom Technologies, Inc. dba Uptime by Shzoom
Energy Mission Control dba FuSE Carbon Technologies	Simply Embedded, Inc.
Enrouteq USA, Inc.	SimplyFi Innovations, LLC
eRepublic, Inc.	Skylink IoT Solutions
Ernst & Young, LLP	Smart Planet Software, dba FleetPaths Smart Planet Software
ES Williams & Associates, Inc.	SMB International, LLC
ESIT Enterprise Services Canada Co.	Speedcast
Experteers, LLC	Strategic Legal Solutions, PLLC
FAHM Technology Partners, Inc.	Sysintellects, LLC
Flagship Fleet Management, LLC	TALOSYS, Inc.
Flagship Fleet Managment, LLC	TELUS Communications
Fleet Analytics, LLC	Tessco Incorporated
Fleet Hostler, LLC	TextGenetic AI, Inc.
Flipturn, Inc.	ThoughtStorm Inc.
Ford	Track Star International, Inc.
ForeFront Power, LLC	Transfinder Corporation
Forward Thinking Systems	TRANSFORM DIGITAL, LLC
Gatekeeper Systems USA, Inc.	Trapeze Software Group, Inc.
GBCS Group	Trinity Group NYC, Inc.
Geotab, Inc.	TT FASTER, LLC dba FASTER Asset Solutions
Global Cloud Fleet, Inc., dba SVR Tracking	Tyler Technologies
Global Tracking Communications, LLC	Unicon Soft
Go2Uno, LLC	USCC Services, LLC
GoFleet Corporation	Utilimarc, LLC
GovZERO	Utilitac Equipment and Upfitting
GPDI	Utility Associates, Inc.
GPS Insight, LLC	Vecima Networks Inc., dba Nero Global Tracking
Gravity	Veido, LLC
Green Island Resources, LLC	Velocitor Solutions, LLC
Hauler Hero, Inc.	Vemoco Telematics, LLC
icareJobPair	Veracity Consulting, Inc.
In-Parking, Inc.	Verizon Connect NWF, Inc.
InCharge Energy	Via Transportation, Inc. dba Remix Technologies LLC
Infocrush Consulting and Services, Inc.	Vxceed Technologies, Inc.
Infosys Public Services, Inc.	WarrierTech, Inc.
Innovée Consulting, LLC	Webmob
INRIX	Wheels, Inc.

Insight Canada, Inc.	WIS
Intangles USA, Inc. dba Intangles Lab Corporation	Woolpert, Inc.
IVS, Inc. dba AngelTrax	YourCircle Business Eco System Corporation
Johns Storage	Zebra Technologies
KEVEREST TECHNOLOGIES	Zonar Systems, Inc.
Launch Mobility, Inc.	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on October 29, 2024, at 4:30 p.m. Central Time. Proposals were received from the following:

AdvantageOne Technology, Inc., dba Advantage Asset Tracking Corp.
 Agile Fleet, Inc.
 Air Automotive Tracking, Inc.
 AttrIX Technologies, Inc.
 BizFleets, LLC
 BusPatrol America, LLC
 BusRight, Inc.
 Bytecurve Holdings, LLC
 CalAmp Wireless Networks Corporation
 Chevin Fleet Solutions, LLC
 Collective Data
 CompassCom Software Corporation
 Consultadd, Inc.
 DG Technologies
 Dynamic Ideas LLC, dba AlphaRoute
 Education Logistics, LLC
 Emergent Health Care Solutions, LLC
 Energy Mission Control, dba FuSE Carbon Technologies
 Experteers, LLC
 Flagship Fleet Managment, LLC
 Fleet Analytics, LLC
 Flipturn, Inc.
 Ford
 ForeFront Power, LLC
 Forward Thinking Systems
 Geotab, Inc.
 Global Cloud Fleet, Inc., dba SVR Tracking
 Global Tracking Communications, LLC
 GoFleet Corporation
 GPS Insight, LLC
 Hauler Hero, Inc.
 Intangles USA, Inc., dba Intangles Lab Corporation
 IVS, Inc., dba AngelTrax

Launch Mobility, Inc.
Legion Asset
Lytx, Inc.
Magnum Electronics, Inc.
Motive Technologies, Inc.
MoveEV, Inc.
NeoTreks, Inc.
Nuclear Promise X, Inc.
Olathe Ford Sales, Inc., dba Olathe Fleet Solutions
One Step GPS
Onward Connected, dba Onward Fleet Solutions
Open TV dba Kudelski IoT
Openlane Technology Corporation
Paladin Drones, Inc.
Parsons Transportation Group, Inc.
PowerFlex Systems, LLC
PreCise MRM
ProLogic ITS, LLC
Quetica Consulting and Engineering
Radio Engineering Industries, Inc. (REI)
Route4Me, Inc.
Routeware, Inc., dba Wastech Corp.
RTA, dba RTA: The Fleet Success Company
S44 LLC
Samsara, Inc.
School Bus Logistics, LLC
SHzoom Technologies Inc., dba Uptime by Shzoom
Smart Planet Software, dba FleetPaths Smart Planet Software
TALOSYS, Inc.
TELUS Communications
Transfinder Corporation
TRANSFORM DIGITAL, LLC
Trapeze Software Group, Inc.
TT FASTER, LLC dba FASTER Asset Solutions
Tyler Technologies
USCC Services, LLC
Utilimarc, LLC
Utilitac Equipment and Upfitting
Vecima Networks, Inc., dba Nero Global Tracking
Velocitor Solutions, LLC
Vemoco Telematics, LLC
Verizon Connect NWF, Inc.
Via Transportation, Inc, dba Remix Technologies LLC
Zonar Systems, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Carol Jackson, M.A., Senior Procurement Analyst

Mari Vielma, Procurement Analyst II
Neva Crawford, Procurement Analyst I
Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst II

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from DG Technologies, Flipturn, Inc., ForeFront Power, LLC, MoveEV, Inc., Nuclear Promise X, Inc., Openlane Technology Corporation, Paladin Drones, Inc., PowerFlex Systems, LLC, S44 LLC, and Utilimarc, LLC fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

AdvantageOne Technology Inc., dba Advantage Asset Tracking Corp. is an authorized reseller with a long history of providing fleet services and telematics solutions, has been a trusted partner to various government and commercial fleets for several years and has been at the forefront of telematics and fleet management for several decades, during which they have gained valuable expertise in hardware and software integration. Their Treker technology oversees the safe delivery of students. Pricing offered to participating entities is competitive.

Agile Fleet, Inc. has served the fleet management market since September of 2000. 2025 will mark their 25th year in business. Agile Fleet is the creator and developer of the FleetCommander fleet management software platform. All of their product development, customer support, metal fabrication, hosting and other services are US-based. The FleetCommander application does not store or transmit any personal data, ensuring security while utilizing it. They are offering a solid discount with tier-based volume discounts for Sourcewell entities.

CompassCom Software Corporation dba CompassData, Inc., has more than 30 years of experience in the fleet management software realm. CompassCom offers a Commercial off-the-shelf (COTS) solution with flexible deployment options and interoperability. They are providing a flat discount for Sourcewell entities with volume discounts on larger volume purchases.

Education Logistics, Inc. has been serving school district transportation operations since 1978 and continues to strengthen ties to our long-term clients through the introduction of integrated GPS/AVL, student ridership management technology, and new web features. They offer a comprehensive training program for those interested. Pricing offered is competitive and a straight discount.

Ford Motor Company, has been in business for over 100 years focusing on the automotive sector. They have now expanded into the fleet world with FordPro. They offer an expansive dealer network for service and any potential issues along with Fleet Management Software training including initial setup, training, and support during the onboarding process. Ford is offering participating entities a solid, straight-forward discount on the subscription-based services.

Forward Thinking Systems, LLC was founded in 2005 and has established itself as a leader in delivering advanced telematics solutions, dedicated to creating cutting-edge technology that continuously evolve to provide customers with modern innovative products that improve public and logistical operations. FTS customer service/technical support is available 24 hours a day, 7 days a week, and 365 days per year. Support can be reached by either email or phone call. They are offering substantial discounts off MSRP, with volume discounts being available.

Geotab Inc. is a Canadian headquartered company that has created an end-to-end telematics and secure data platform that provides the fleet ecosystem with insights designed to support a fleet owner in making operational improvements, provide profit opportunities as well as socioeconomic benefits, and by enabling innovation built on data. Geotab partners have national coverage in the US and Canada and are ready to service all Sourcewell participating entities across both regions. This competitive pricing accounts for the large majority of Sourcewell entities, and their partners may choose to offer further discounts for large or strategically important opportunities.

Global Cloud Fleet Inc. dba SVR Tracking is a wholly owned subsidiary of PUI, a leader in fleet management, delivering a robust solution that provides all the functionality necessary to manage vehicle fleets and powered or non-powered assets. Our solutions enhance operational efficiency by improving driver and vehicle safety, reducing unplanned downtime, and minimizing expenses through advanced artificial intelligence, machine learning, and real-time data analytics. They offer compliance with data privacy regulations including PIPEDA, GDPR, and CCPA. They are offering a significant discount of both services and all accessories to Sourcewell entities.

Global Tracking Communications, LLC dba GPS Trackit started in 2002 and since has established itself as a leading provider of cloud based IoT fleet solutions, across the United States and Latin America. Their AI-driven solutions tackle complex fleet challenges ensuring client success through teamwork. They are offering solid discounts on products with early pay discount and the possibility of volume discounts.

ZenduiT Corporation dba GoFleet Corporation founded in 2014 and headquartered in Mississauga, Canada, has grown into a leading provider of innovative fleet management solutions, specializing in telematics, vehicle tracking, and safety systems. GoFleet offers standard and advanced training programs with role specific training. They offer in-house, virtual and on-site training options. GoFleet offers Sourcewell entities competitive discounts including discounted tier-based volume discounts.

GPS Insight, LLC is a provider of telematics and fleet management software solutions, designed to help organizations improve their operational efficiency, reduce costs, and enhance overall fleet performance. They offer 100% U.S.-based, 24/7 technical support, 365 days a year. 98% of our technical support calls are answered live, by a U.S.-based technical support employee in less than 2 minutes. They are offering significant discounts off MSRP with additional volume-based discounts.

IVS, Inc. dba AngelTrax has been offering advanced mobile surveillance technologies, specifically designed to enhance the health, safety, and security of your members, passengers, and employees for more than 24 years. IVS maintain certifications for the American Institute of Certified Public Accountants (AICPA) SOC 2 Type II compliance and for the Federal Bureau of Investigation's Criminal Justice Information Services (CJIS). IVS, Inc. is offering substantial discounts off MSRP.

Lytix, Inc. is a provider of video telematics, analytics, safety and productivity solutions for commercial, public sector and field services fleets, Lytx helps make our roads safer by harnessing the power of video. Lytx provides various training options to help ensure our clients achieve success includes self-paced eLearning modules, post-training, and optional Installation Training, ongoing training and Communication and the Lytx Support Center. They are offering Sourcewell participating entities significant discounts off list pricing.

Motive Technologies, Inc. has helped fleets manage vehicles, assets, and drivers, improving safety and operational efficiency for over 10 years. Motive offers training programs designed to help customers use and maintain these solutions effectively, ensuring they can work more efficiently and stay in compliance with regulations. They are providing solid pricing to entities serviced by Sourcewell.

Ron Turley Associates, Inc. dba RTA has been helping the people at organizations keep their fleets operational, efficient, and safe, through clarity, confidence, and peace of mind for over 45 years. The training included at no additional cost with your subscription consists of role-based training, tutorial videos and webinars, custom 1:1 training and in-app support. RTA offers discounts on both software services and hardware solutions that include tiers of price breaks.

Samsara Inc. offers ELD, vehicle telematics, driver safety, asset tracking, mobile workflow, and industrial process controls - all in an integrated, open, real-time, cloud platform. Samsara will provide all software and hardware products and services to Sourcewell participating entities, across all continental US, as well as US Territories, Hawaii and Alaska. They provide access to the following resources; Learning On-Demand: Samsara Academy, learning from experts, and learning from peers. They offer line-item discounts on a case-by-case basis with possible additional volume discounts.

TELUS Communications Inc. dba SkyHawk Telematics offers capabilities in asset tracking and video telematics, combining advanced IoT and telecommunications technology to enhance operational visibility and security for businesses. They offer multiple ways to get training including: SkyHawk ConnectAnywhere Software Webinar for End Users, SkyHawk ConnectAnywhere Software Webinar for system administrators, hardware equipment installation, diagnostics, service, repair and training support. TELUS is offering Sourcewell solid discounts based on a variety of factors including possible volume discounts based on quantity/volume of services.

USCC Services, LLC is offering fleet and video telematics solutions provides key capabilities around driver safety and accident management, including driver safety, accident investigation and liability protection, and reduced accident rates. Their tailored solutions, dedicated support, comprehensive safety features, flexible and scalable services along with their cost-effective pricing offered to Sourcewell entities including significant discounts on provided services.

Vemoco Telematics, LLC is offering Sourcewell entities AI-enabled and automated vehicle tracking and management services prioritizing fleet and filed process management. They offer precise mileage management, OEM data support, accurate compliance and reporting along with real-time vehicle monitoring proactive maintenance and diagnostics among other services available through their products and services. They offer training to both their existing clients as well as new customers. Vemoco offers entities substantial discounts along with possible volume discounts.

Verizon Connect Fleet USA, LLC is offering solution, Reveal for Government, providing a secure, user-friendly solution for 24/7 real-time vehicle tracking and monitoring, reporting and alerting. With their large network of service folks along with their internal channels, they have the ability to service all Sourcewell entities. They offer classroom instructor-led training, web-based instructor-led training, inline self-paced training along with maintenance and installation training, allowing entities to learn what they need. Verizon is offering entities solid discounts off of standard pricing and also offers tiered pricing based on fleet size.

Zonar Systems, Inc. offers products and services that support asset and risk management through a comprehensive data structure that allows public sector fleets to better manage their inventory of assets and identify both the volume and type of work those assets are supporting. They have additional services such as: EVIR Z Pass, MyView and FaultQ, all of which contribute to fleet and rider safety. Zonar is offering Sourcewell participating entities significant discounts on their different categories of services and products.

For these reasons, the following awards of Sourcewell **Master Agreement #102924** are recommended:

AdvantageOne Technology Inc.	#102924-ADO
Agile Fleet, Inc.	#102924-AAC
CompassCom Software Corporation	#102924-CMP
Education Logistics, Inc.	#102924-EDL
Ford Motor Company	#102924-FMC
Forward Thinking Systems, LLC	#102924-FWD
Geotab Inc.	#102924-GEO
Global Cloud Fleet Inc. dba SVR Tracking	#102924-GCF
Global Tracking Communications, LLC dba GPS Trackit	#102924-GTC
ZenduiT Corporation dba GoFleet Corporation	#102924-GOF
GPS Insight, LLC	#102924-GPI
IVS, Inc. dba AngelTrax	#102924-IVS
Lytx, Inc.	#102924-LYX
Motive Technologies, Inc.	#102924-MTV
Ron Turley Associates, Inc. dba RTA	#102924-RTA
Samsara Inc.	#102924-SAM
TELUS Communications Inc. dba SkyHawk Telematics	#102924-SKY
USCC Services, LLC	#102924-USC
Vemoco Telematics, LLC	#102924-VEM
Verizon Connect Fleet USA, LLC	#102924-NWF
Zonar Systems, Inc.	#102924-ZSI

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Carol Jackson

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Carol Jackson, M.A., Senior Procurement Analyst

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Mari Vielma

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Signed by:

Neva Crawford

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Neva Crawford, Procurement Analyst I

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for RFP #102924 Fleet Management Technologies with Related Software Solutions.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on May 20, 2025.

Signed by:

Jeremy Schwartz

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer