



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #020221  
Entitled

**Fleet Management Technologies with Related Software Solutions**

The following advertisement was placed December 10, 2020 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and December 11, 2020 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency 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://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than February 2, 2021, 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:

Actsoft	Pioneer Safety Solutions, Ltd.
AEC Computer Division	Pixida USA, Inc.
Agile Fleet, Inc.	ProntoForms, Inc.
AgileAssets Inc.	PureCode Software, Incorporated
Agios World Wide, Inc.	Radio Engineering Industries, Inc. (REI)
App-Garden, LLC	RadioMobile, Inc.
Applied Data Systems, Inc.	Radix US
Apptricity	Rarestep
Astus, Inc.	Razor Consulting Solutions, Inc.
AT&T Mobility Holdings, LLC	RDM Infinity
Azuga, Inc.	Resource Drones, LLC
Bell Mobility, Inc.	Revvo Technologies
Brigade Electronics, Inc.	RMJ Technologies TX, Inc.
CalAmp Wireless Networks Corporation	Ron Turley Associates

Capital Petroleum Service, Ltd	Routeware, Inc.
Carmalink, Inc.	Rubicon Global, LLC
Carolina Software Technology	RUSD SOLUTIONS
CDW Government, LLC	Safety First Products
Celltrak	Safety Vision
Chevin Fleet Solutions, LLC	Salesforce
CitiTech Systems, Inc.	Samsara Networks, Inc.
Coencorp Consultant Corporation, Inc.	Sarandrea Associates Group Corp.
Computerized Fleet Analysis, Inc.	Saskatchewan Telecommunications
Curacy, LLC	SDI Presence, LLC
DataRemote, Inc.	Seisan Consulting, LLC
Deloitte, LLP	Seon Systems Sales, Inc.
Digital Ally, Inc.	Services Makila, Inc.
E.J. Ward	Sharp Electronics Corporation
Element Fleet Corporation	Sharp Electronics of Canada, Ltd.
eRepublic, Inc.	Shermco Industries
Evreka Yazilim Donanim Danismanlik Egitim San. Tic. A.S.	Siemens Mobility, Inc.
EYERIDE, LLC	SkyHawk Telematics
Fleet Analytics, LLC	Smarter AI Corporation
Fleetcard, Inc.	Solutions Into Motion Limited (CA), Ltd. (US)
FOCUS FLEET and FUEL MANAGEMENT	Straightforward, LLC
Forward Thinking Systems	SYNNEX Corporation
Free2Move	Synovia Subsidiary of CalAmp
FuelCloud OPCO	TankVisions, Inc.
Geotab, Inc.	Teletrac Navman US, Ltd.
GPS Insight, LLC	TELUS Communications (U.S.), Inc.
HighPower Data Solutions	The Arcanum Group, Inc.
Hilltip, Inc.	The Barrington Consulting Group, Inc.
Infor Global	The Vestige Group, LLC
INVERS Mobility Solutions, Inc.	ThingTech, Inc.
ITRAK Corporation	Toll International, LLC
IVS, Inc.	TommyTQL, LLC
IVS, Inc. dba AngelTrax	Toromont Material Handling, a division of Toromont Industries, Ltd.
Jump.ca Wireless Supply Corp	Track Star International, Inc.
King Tours & Limousine Service, Inc.	Transfinder Corporation
LB Technology, Inc.	Trapeze Software Group, Inc.
Lexmark International, Inc.	TT FASTER, LLC
Lytix, Inc.	TT FASTER, LLC dba FASTER Asset Solutions
Manufacturing Automation and Software Solutions, Inc.	Univerus
Mera Development Corp.	Uptake
Mitac Digital Corporation	Utility Associates, Inc.
Motion Industries	Vecima Networks, Inc.
Motorola Solutions, Inc.	Verizon Connect NWF, Inc.

MRF Geosystems Corporation	VIRICITI, LLC
Multiforce Systems Corporation	WABASH MFG., INC.
NexTraq, LLC	West Canadian Digital Imaging
Noregon Systems, Inc.	Western Business Improvement Advisors, Ltd.
NPA Computers, Inc.	WEX Bank
Oakland Consulting Group, Inc.	Wheeler Bros., Inc.
Office of General Services	Worldwide TechServices, LLC
P3-MATIC, INC.	Xerox Canada, Ltd.
Panasonic Corporation of North America	XIUS Corp.
Panasonic i-PRO Sensing Solutions Corporation of America	Zevtron, LLC
PeoplePlus Software, LLC	Zonar Systems

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 February 2, 2021 at 4:32:05 pm CT. Proposals were received from the following:

Agile Fleet, Inc.  
 CalAmp Wireless Networks Corporation  
 Carolina Software Technology  
 Chevin Fleet Solutions, LLC  
 CitiTech Systems, Inc.  
 Computerized Fleet Analysis, Inc.  
 Curacy, LLC  
 DataRemote, Inc.  
 Fleet Analytics, LLC  
 Forward Thinking Systems  
 Free2Move  
 Geotab, Inc.  
 GPS Insight, LLC  
 IVS, Inc.  
 LB Technology, Inc.  
 Lytx, Inc.  
 Mitac Digital Corporation  
 MRF Geosystems Corporation  
 NexTraq, LLC  
 Noregon Systems, Inc.  
 Oakland Consulting Group, Inc.  
 PeoplePlus Software, LLC  
 RadioMobile, Inc.  
 Rarestep  
 Revvo Technologies  
 RMJ Technologies TX, Inc.  
 Ron Turley Associates  
 Routeware, Inc.  
 Rubicon Global, LLC

Safety Vision  
Samsara Networks, Inc.  
SkyHawk Telematics  
Solutions Into Motion Limited (CA), Ltd (US)  
SYNNEX Corporation  
Synovia Subsidiary of CalAmp  
Teletrac Navman US, Ltd.  
TELUS Communications (U.S.), Inc.  
The Arcanum Group, Inc.  
The Vestige Group, LLC  
ThingTech, Inc.  
Toromont Material Handling, a division of Toromont Industries, Ltd.  
Track Star International, Inc.  
Transfinder Corporation  
Trapeze Software Group, Inc.  
TT FASTER, LLC  
Uptake  
Utility Associates, Inc.  
Verizon Connect NWF, Inc.  
WEX Bank  
Zonar Systems

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Lead Analyst  
Michael Muñoz, CPPB, Procurement Analyst  
Craig West, Procurement Analyst  
Beverly Hoemberg, Procurement Analyst

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

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Agile Fleet, Inc., provides their FleetCommander fleet management system, as well as required off-the-shelf hardware such as touchscreens, key boxes, and in-vehicle technology. These products and corresponding services are made available to Sourcewell's participating entities across the USA and Canada by Agile Fleet representatives. Product development, customer support, metal fabrication and data hosting services are based in the United States. Agile Fleet offers Sourcewell Participating Entities competitively discounted pricing off their standard MSRP.

CalAmp Wireless Networks Corporation offers fleet management technologies to government, utility, and large enterprise fleets. Sourcewell Participating Entities in the United States and Canada may take advantage of a robust selection of products that includes a turn-key telematics system, automatic vehicle location, in-vehicle camera systems, instant crash notification, WiFi hotspot routers, asset tracking and tool tracking. CalAmp Wireless Networks Corporation offers an all-inclusive lease model that includes a life of the contract warranty on hardware, unlimited support, and spares. They offer Sourcewell Participating Entities solid pricing discounts.

Forward Thinking Systems (FTS) offers advanced telematics solutions to Sourcewell Participating Entities throughout the United States and Canada through their channel partners. Forward Thinking Systems offers a wide range of products that include advanced GPS tracking, video telematics, workforce automation, maintenance tracking, routing, and dispatch. They are offering Sourcewell Participating Entities a competitive price discount off MSRP.

Geotab is a manufacturer of fleet telematic devices and software and will be providing all contracted products through a vast reseller network throughout the United States and Canada. Along with traditional fleet management tools, Geotab also provides solutions to manage Electrical Vehicles (EV's) providing capabilities to access critical EV data. Complementary to the MyGeotab platform, Sourcewell's Participating Entities can access the Geotab online marketplace. All products and services are offered at competitive discounts off MSRP.

GPS Insight is a full-service provider of telematics, smart cameras, field service management and, compliance solutions. Their sales and service teams will provide the hardware that leverages the best available technology to meet the current and future needs of Sourcewell Participating Entities. GPS Insight products cater to fleets of all sizes and are designed to simplify the overall user experience and, provide actionable insights with the data they provide. They offer pricing that is clear, user-friendly and, offers a significant discount from their standard retail pricing.

IVS, Inc., dba AngelTrax, is a designer, manufacturer and provider of in-vehicle video surveillance and fleet management systems for the student transportation, mass transit, rail, freight, utilities, construction, waste management and corporate fleet industries. AngelTrax has a staff of 200 employees that will be providing sales and service in the United States and Canada to Sourcewell Participating Entities. They are offering a percentage discount off MSRP and complimentary training on their products is available once installation is completed.

Lytx is the manufacturer of the DriveCam event recorder, Surfisight Video Event Recorder as well as a proprietary web portal where clients can access videos and data. Lytx DriveCam event recorder has been designed to identify risky driving behaviors such as texting and driving. Lytx offers a variety of training options to include eLearning, installation training and an instructor led 1-day course. Lytx has proposed these above products and web portal solutions to Sourcewell's Participating Entities in both the United States and Canada. They offer competitive pricing with discounts provided off MSRP.

Ron Turley Associates provides fleet management information hardware and software solutions that are configurable and easy to use. Sourcewell Participating Entities in the United States and Canada will have access to their Dynamic Preventative Maintenance scheduling tools with telematics data captured from the vehicles electronic control module. They offer a variety of training options to choose from including Platinum, Gold and Silver plans. Ron Turley Associates is offering a competitive discount off their list pricing to Participating Entities.

Rubicon is a software company that provides smart waste and recycling solutions for businesses and governments worldwide through cloud-based solutions. Certified as a B Corporation since 2012, Rubicon meets the highest standards of verified social and environmental performance. With sales teams in the United States and Canada, Rubicon delivers technology that meets the specialized telematics and operational requirements of complex solid waste operations across North America. Sourcewell Participating Entities are offered a competitive discount off MSRP with quantity discounts available with their tiered pricing structure.

Samsara Networks, Inc., offers vehicle telematics, driver safety, asset tracking, mobile workflow, remote site visibility, and industrial process controls in an integrated, open, and real-time cloud platform. Their Internet of Things (IoT) solutions combine hardware, software, and cloud to bring real-time visibility, analytics, and AI to operations. Samsara Networks will offer their solutions to Sourcewell Participating Entities in the United States and Canada through a network of over 100 partners. They are offering their solutions at a solid discount from MSRP.

Skyhawk Telematics is a provider of advanced telematics solutions for governments, public works, winter operations, and power utility sectors in the United States and Canada. Their ConnectAnywhere product is an advanced cloud-based monitoring system that will aid Sourcewell Participating Entities in reducing costs and environmental impact, while increasing productivity and improving safety. They have a broad product selection that can be utilized by large enterprises or smaller government fleets. Skyhawk Telematics is offering a competitive discount on products offered.

Verizon Connect NWF, Inc., has a sales and service force of 180 in North America, and offers web-enabled, cloud-based telematics solutions for fleet monitoring, asset tracking and geofence capabilities on all participating platforms. Sourcewell Participating Entities are offered a significant discount off MSRP, with additional volume pricing available.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #020221 to:

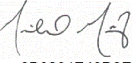
Agile Fleet, Inc.	020221-AAC
CalAmp Wireless Networks Corporation	020221-CAW
Forward Thinking Systems, LLC	020221-FWD
Geotab, Inc.	020221-GEO
GPS Insight, LLC	020221-GPI
IVS, Inc.	020221-IVS
Lytx, Inc.	020221-DCI
Ron Turley Associates, Inc.	020221-RTA
Rubicon Global, LLC	020221-RUB
Samsara Networks, Inc.	020221-SAM
SkyHawk Telematics	020221-SKY
Verizon Connect NWF, Inc.	020221-NWF

The preceding recommendations were approved on March 16, 2021.

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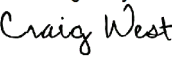
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James Voelker, CPCM, CFCM, Procurement Lead Analyst

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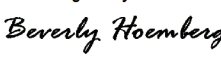
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Michael Muñoz, CPPB, Procurement Analyst

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Craig West, Procurement Analyst

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Beverly Hoemberg, Procurement Analyst

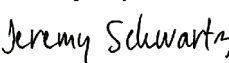
### STATEMENT OF COMPLIANCE

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 #020221 for 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 contracts.
2. The procurement process and resulting contracts 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.

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer