

ORDINANCE/RESOLUTION REQUEST

Please email requests to Jason Gallardo, Public Works

At pw.ordinance@denvergov.org by **12:00pm NOON on Monday**. Contact Jason with questions.

Date of Request: **7/14/2020**

Please mark one: ☐ Bill Request or ☒ Resolution Request

1. Type of Request:

- ☒ Contract/Grant Agreement ☐ Intergovernmental Agreement (IGA) ☐ Rezoning/Text Amendment
☐ Dedication/Vacation ☐ Appropriation/Supplemental ☐ DRMC Change
☐ Other:

2. Title: (Start with *approves*, *amends*, *dedicates*, etc., include name of company or contractor and indicate the type of request: grant acceptance, contract execution, contract amendment, municipal code change, supplemental request, etc.)

Approves a contract with SAMSARA NETWORKS INC., 1990 Alameda Street, 5th Floor, San Francisco, CA, 94103 for Comprehensive Telematics hardware and software solutions. Contract is for five years and the total agreement amount is \$3,159,043.00. Contract # is 202055321.

3. Requesting Agency: DOTI – Fleet Management

4. Contact Person:

Contact person with knowledge of proposed ordinance/resolution	Contact person to present item at Mayor-Council and Council
Name: Bill Zollo	Name: Jason Gallardo
Email: william.zollo@denvergov.org	Email: jason.gallardo@denvergov.org

5. General description or background of proposed request. Attach executive summary if more space needed:

This organization has presented the most comprehensive equipment and software package best able to meet User Agency needs. Samsara Networks Inc. is also the most economical option at this time. Fleet has received presentations from multiple vendors since July of 2019. Fleet has reviewed all other viable options in great detail, Samsara Networks Inc. is the only provider that can provide all desired services without subcontracting certain scopes. Availability of services from current vendors do not meet current or future needs.

Samsara Networks Inc. is a leader in both government and private sector Telematic Solutions and all equipment and services are 'in house'. Many other large municipalities such as Atlanta, Boston, Tallahassee, Ft. Lauderdale, as well as CCD's own DEN have implemented services with this vendor with great success.

6. City Attorney assigned to this request (if applicable): TBD (likely Steve Hahn)

7. City Council District: Citywide

8. ****For all contracts, fill out and submit accompanying Key Contract Terms worksheet****

To be completed by Mayor's Legislative Team:

Resolution/Bill Number: RR20 0721

Date Entered: _____

Revised 03/02/18

Key Contract Terms

Type of Contract: Professional Services (Technology)

Vendor/Contractor Name: SAMSARA NETWORKS INC.

Contract control number: DOTI-202055321

Location: Citywide

Is this a new contract? ☒ Yes ☒ No **Is this an Amendment?** ☐ Yes ☒ No **If yes, how many?**

Contract Term/Duration (for amended contracts, include existing term dates and amended dates: 9/1/2020-8/31/2025

Contract Amount (indicate existing amount, amended amount and new contract total):

<i>Current Contract Amount (A)</i>	<i>Additional Funds (B)</i>	<i>Total Contract Amount (A+B)</i>
New: \$3,159,043.00		\$3,159,043.00

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
New: 9/1/2020		8/31/2025

Scope of Work:

This organization has presented the most comprehensive equipment and software package best able to meet User Agency needs. Samsara Networks Inc. is also the most economical option at this time. Fleet has received presentations from multiple vendors since July of 2019. Fleet has reviewed all other viable options in great detail, Samsara Networks Inc. is the only provider that can provide all desired services without subcontracting certain scopes. Availability of services from current vendors do not meet current or future needs.

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Was this contractor selected by competitive process? No, sole source.

Has this contractor provided these services to the City before? ☐ Yes ☒ No

Source of funds: General Operating Funds

ELEVATE DENVER BOND: ☐

Is this contract subject to: ☐ W/MBE ☐ DBE ☐ SBE ☐ XO101 ☐ ACDBE ☒ N/A

WBE/MBE/DBE commitments (construction, design, Airport concession contracts): N/A

Who are the subcontractors to this contract? N/A

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