



Legislation Text

File #: 20-0721, Version: 1

**Contract Request Template (Contracts; IGAs; Leases)**

**Date Submitted:** 7-20-20

**Requesting Agency:** Department of Transportation and Infrastructure  
**Division:**

**Subject Matter Expert Name:**

Name:	Jason Gallardo
Email:	jason.gallardo@denvergov.org

**Item Title & Description:**

*(Do not delete the following instructions)*

*These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title should be in **bold** font).*

*Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.*

**A resolution approving a proposed Master Services Agreement between the City and County of Denver and Samsara Networks, Inc. for hardware and software services to support Fleet Management operations.**

Approves a contract with Samsara Networks Inc. for \$3,159,043 and through 8-31-25 for comprehensive telematics hardware and software solutions to support Fleet Management operations, citywide (DOTI-202055321). The last regularly scheduled Council meeting within the 30-day review period is on 8-31-20. The Committee approved filing this item at its meeting on 7-28-20.

**Affected Council District(s) or citywide?** Citywide

**Contract Control Number:** DOTI-202055321

**Vendor/Contractor Name (including any "DBA"):** Samsara Networks Inc.

**Type and Scope of services to be performed:**

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.

**Location (if applicable):**

**WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts):**

**Are WBE/MBE/DBE goals met (if applicable)?**

**Is the contract new/a renewal/extension or amendment?**

**Was this contractor selected by competitive process or sole source?**

**For New contracts**

**Term of initial contract:** Through 8/31/2025

**Options for Renewal:**

**How many renewals (i.e. up to 2 renewals)?**

**Term of any renewals (i.e. 1 year each):**

**Cost of initial contract term:** \$3,159,043.00

**Cost of any renewals:**

**Total contract value council is approving if all renewals exercised:**

**For Amendments/Renewals Extensions:**

**Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)?**

***If length changing***

**What was the length of the term of the original contract?**

**What is the length of the extension/renewal?**

**What is the revised total term of the contract?**

***If cost changing***

**What was the original value of the entire contract prior to this proposed change?**

**What is the value of the proposed change?**

**What is the new/revised total value including change?**

***If terms changing***

**Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)**