SUBJECT: PIGGYBACK SOURCEWELL CONTRACT #022217-DCI FLEET MANAGEMENT AND RELATED TECHNOLOGY SOLUTIONS

BID #: PSC-0252-21 **OPEN DATE:**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: October 1, 2020 through May 31, 2021

AGENCY: RISK MANAGEMENT

BASIS OF AWARD: PIGGYBACK

NUMBER OF BIDS INVITED: **NUMBER RECEIVED:** **OTHER**

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to piggyback Sourcewell Contract #022217-DCI Fleet Management and Related Technology Solutions with Lytx, Inc. for the purchase of hardware equipment and monitoring subscriptions for certain high-risk City vehicles. Period of service is from October 1, 2020 through May 31, 2021. Total expenditure amount not to exceed $194,025.40.

Funding Source: 56301.112004.546620.000000.00000000.00000.0000000 – To be executed by formal contract through the Office of General Counsel

Attachments: Recommendation Memo, Vendor Contract/Quote and Previous Awards

This award is subject to appropriation by the City in the fiscal year beginning October 1, 2020. No funds have been appropriated to date. The City has no obligation for payment and work hereunder is not authorized unless funds are appropriated for the work herein. A written notification will be provided in the event that funds are appropriated.

ANALYST: _____ **RESPECTFULLY SUBMITTED** _____
Annette Burney Gregory W. Pease, Chief
Procurement Division

CONCURRENCE BY: Twane Duckworth, Chief, Risk Management Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENICATION _____

City of Jacksonville, Florida

Lenny Curry, Mayor

Division of Insurance and Risk Management
117 West Duval Street
Suite 335
Jacksonville, FL 32202
(904) 630-7521
www.coj.net

ONE CITY. ONE JACKSONVILLE.

To: Gregory Pease, Chief of Procurement

From: Twane Duckworth, Chief of Risk Management

Thru: Sharon Williams, Buyer

Re: Procurement of vehicle event recording equipment and services through Sourcewell Contract 022217-DC1.

Date: July 1, 2020

The Risk Management Division is requesting approval to procure services from Lytx, Inc. ("Lytx") to purchase hardware equipment and monitoring and subscription certain high-risk vehicles within the City of Jacksonville's ("COJ") vehicle fleet. The proposed contract with the City of Jacksonville is for $194,025.40.

Pursuant to 126.211(a) and 126.309(a) of the Ordinance Code, and Section XI, Piggybacking of the Procurement Manual, please note the following:

1. Lytx currently has a competitively procured Sourcewell Contract identified as 022217-DC1.
2. This contract period is covered from October 1, 2020 to May 31, 2021.
3. Risk Management has reviewed Lytx's proposed services and terms/conditions.

I respectfully request an award, pursuant to the authority stated above, to enter into a contract with Lytx for a period of October 1, 2020 through May 31, 2021.

Please find the attached:

Exhibit A – Interest Letter and Program Price Quote
Exhibit B – Sourcewell Contract 022217-DC1

Leslie-Burney, Annette

From: Wallen, Magnus
Sent: Monday, July 13, 2020 9:54 AM
To: Leslie-Burney, Annette
Subject: RE: LYTX contract renewal
Attachments: Contract memo-Signed.pdf

1Cloud Oracle Account String

Fund	Center	Account	Project	Activity	Interfund
56301	112004	546620	000000	00000000	00000

Thank you Annette,

Magnus Wallen
Park Facility Safety Officer, City of Jacksonville
Division of Insurance & Risk Management
(904) 255-5330 Office
(904) 772-4247 Cell
mwallen@coj.net
CitySafe@coj.net

-Accept today, have hope in tomorrow!

From: Leslie-Burney, Annette
Sent: Friday, July 10, 2020 3:01 PM
To: Wallen, Magnus
Subject: RE: LYTX contract renewal

Magnus, can you send me the account code for this request? Also, I noticed the previous GSA contract # in the subject of the memo. It's a minor revision, but would you mind revising it and adding the charge account code from 1Cloud?

Annette L. Burney
Purchasing Analyst
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Ph.: 904-255-8810
Fax: 904-360-8527
Email: aburney@coj.net

lytx.

June 30, 2020

Mr. Magnus J. Wallen
Safety Officer
Risk Management Division
City of Jacksonville
117 West Duval Street
Suite 335
Jacksonville, FL 32202

RE: CITY OF JACKSONVILLE
LETTER OF INTENT TO RENEW/EXTEND CONTRACT
LYTX, INC. (formerly DriveCam, Inc.) LETTER AND COMMITMENT TO PIGGYBACK SOURCEWELL TERMS (Sourcewell Contract Number 022217-DC1)
CITY OF JACKSONVILLE CONTRACT #10187

Dear Mr. Wallen:

We are in receipt of your request to migrate 435 subscriptions to Driver Safety Program w. Fleet Tracking for a one-year period commencing on October 1, 2020, which subscriptions shall be extended under the above-referenced contract, or similar contract (the "Contract"), which will be effective October 1, 2020. This letter confirms that Lytx agrees to such migration of 435 Driver Safety Program w. Fleet Tracking subscriptions under the Contract at the following pricing:

Driver Safety Program w. Fleet Tracking - $420.24 per subscription per year, invoiced annually. This will be a total of $182,804.40. Invoicing will be monthly at $15,233.70.

During FY21, City of Jacksonville intends to add 78 new subscriptions to Driver Safety Program w. Fleet Tracking which will follow the same payment structure as current subscriptions: $420.24 per subscription per year, invoiced annually. This will be a total of $32,778.72. Invoicing will be monthly at $2,731.56. Total contract amount will be $215,583.12 invoiced monthly at $17,965.26.

In addition, the City of Jacksonville shall have the right to exercise up to three additional one-year options for such services at the prices listed above.

This letter further confirms that the terms and conditions of the above-referenced contract as amended to date, have not changed.

Best regards,

Shelley E. Bennett
SVP, General Counsel

FORM E
CONTRACT ACCEPTANCE AND AWARD

(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

NJPA Contract #: 022217-DCI

Proposer's full legal name: Lytx, Inc.

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be June 1, 2017 and will expire on June 1, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:

NJPA DIRECTOR OF COOPERATIVE CONTRACTS AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette
(NAME PRINTED OR TYPED)

Awarded on June 1, 2017

NJPA Contract # 022217-DCI

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Lytx, Inc.

Authorized Signatory's Title SVP, General Counsel

VENDOR AUTHORIZED SIGNATURE

Shelley E. Bennett
(NAME PRINTED OR TYPED)

Executed on June 1, 20 17

NJPA Contract # 022217-DCI

CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT **CIVIL CODE § 1189**

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California)
County of San Diego)

On February 21, 2017 before me, C. Scarville, Notary Public,
Date *Here Insert Name and Title of the Officer*

personally appeared Shelley Bennett
Name(s) of Signer(s)

_____,

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

C. SCARVILLE
Commission # 2117683
Notary Public - California
San Diego County
My Comm. Expires Jun 28, 2019

Signature C. Scarville
Signature of Notary Public

Place Notary Seal Above

OPTIONAL

Though this section is optional, completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.

Description of Attached Document

Title or Type of Document: _____ Document Date: _____

Number of Pages: _____ Signer(s) Other Than Named Above: _____

Capacity(ies) Claimed by Signer(s)

Signer's Name: _____	Signer's Name: _____
☐ Corporate Officer — Title(s): _____	☐ Corporate Officer — Title(s): _____
☐ Partner — ☐ Limited ☐ General	☐ Partner — ☐ Limited ☐ General
☐ Individual ☐ Attorney in Fact	☐ Individual ☐ Attorney in Fact
☐ Trustee ☐ Guardian or Conservator	☐ Trustee ☐ Guardian or Conservator
☐ Other: _____	☐ Other: _____
Signer Is Representing: _____	Signer Is Representing: _____

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Limited Warranty

Set forth below are Lytx's standard warranty terms. Capitalized terms used below and not otherwise defined have the meanings given to them in Lytx's standard form Master Purchase Agreement.

- ***Product Warranty*** *– For a period of two (2) years after the date of shipment with respect to VERs (the "Warranty Period"), Lytx warrants to Client that VERs, as delivered by Lytx to Client, will substantially conform to the Documentation. The Warranty Period shall be extended for the duration of any period for which Client purchases an extended warranty from Lytx as specified in an applicable Purchase Order. The foregoing warranty shall not apply if Client fails to notify Lytx in writing of such defects prior to the expiration of the Warranty Period, if the defect is not reproducible, or the defect is caused by: (a) Client's or its representative's negligence, misuse, neglect or intentional acts or omissions; (b) any accident, alteration, repair or improper testing in any respect by a party other than Lytx or its representatives; (c) any other events beyond Lytx's reasonable control; (d) to the extent performed by Client or its representatives, the failure to install, maintain or use the VER in accordance with the Documentation and Lytx's instructions; (e) except as authorized by Lytx in writing, any attempt to service the VER other than by Lytx or its representatives; or (f) third party software, hardware, or materials not approved or supplied by Lytx. Lytx shall not be responsible for any of Client's or a third party's software, information or data contained in, stored on, or integrated with any VER returned to Lytx pursuant to the foregoing warranty. Lytx's and its licensors', suppliers', subcontractors' and distributors' sole liability, and Client's exclusive remedy, shall be, at Lytx's option: (i) to use commercially reasonable efforts to correct any reproducible defects identified by Client in writing during the Warranty Period which renders the VER non-conforming, (ii) to replace the defective VER (with either a new or refurbished product), or (iii) to accept return of the defective VER from Client and provide Client with a pro rata refund based on the remaining portion of the Warranty Period. Replacement VERs will assume the greater of the balance of the original Warranty Period or ninety (90) days. With respect to any hardware parts or software provided hereunder other than the VERs, Client acknowledges and agrees that its use and possession of such product shall be governed by the terms of such product manufacturer's warranty, if any, and Client may look to the third party manufacturer with respect to all applicable claims, and Lytx (to the extent it has the right) hereby grants Client a right to share in and enforce warranties made by any such manufacturer. Lytx has no obligation to provide maintenance and support for out-of-warranty VERs.*

- ***Warranty Claims*** *– To make a return under the warranties in this Section, Client must first contact Lytx Technical Support and assist in a reasonable troubleshooting effort to restore the VER to service. Upon a failure determination by Lytx Technical Support, provided Client requests a Return Material Authorization number (RMA) within the Warranty Period, Lytx will provide Client an RMA number and a prepaid return label. For all warranty returns, Client must use the return label provided by Lytx to send the VER to Lytx, packaged appropriately for safe shipment. Lytx shall pay all freight charges for shipment to Client of any replacement VER covered by these warranty provisions.*

- ***Service Warranty*** *– Lytx warrants to the Client that any Services to be performed hereunder shall be performed in a professional and workmanlike manner. Lytx's and its licensors', suppliers', subcontractors', and distributors' sole liability, and Client's exclusive remedy, shall be for Lytx to use commercially reasonable efforts to re-perform the Services. With respect to installation services provided hereunder, the foregoing warranty shall apply solely for the one (1)-year period after installation. Lytx shall retain sole control over the manner and means by which it performs its obligations hereunder, and Lytx shall be entitled to*

- What are your proposed exchange and return programs and policies?

  Please refer to Lytx's *Limited Warranty*, listed above.

6) Describe any service contract options for the items included in your proposal.

   Extended warranty options are also available at an additional cost, which can be found as part of Lytx's GSA Pricing Schedule.

Pricing, Delivery, Audits, and Administrative Fee

7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

   Lytx is offering to NJPA members all Lytx products that are available for purchase under its GSA Schedule, as amended from time to time. The Lytx DriveCam program consists of 4 major components: Hardware, Installation, Service and Training.

   Hardware will generally consist of a video event recorder that is installed in the vehicle, and includes the standard wiring and mounting harnesses. There are instances where the complexity of the vehicles require additional wiring, mounts, or buttons.

   Installation can be completed by our trained technicians at a client's location of choosing. We work with our clients to minimize down time of vehicles, and can work weekends or off shifts as needed at no extra charge. There are instances where the complexity of the vehicles requires additional wiring, mounts, or buttons. These additional components can be installed for an extra fee. We also offer installation training, as many of municipal clients employ their own certified technicians.

   Service includes two components: the DriveCam Online client portal and Lytx Managed Services.

   - *DriveCam Online* is the one-stop shop for managing the Lytx DriveCam Program effectively and efficiently. The portal is a private, multi-tenant SaaS platform based on user configurable roles and permissions. Offering 24/7 secured access via the internet, users can view results and insights into program effectiveness and compliance and develop best practices through dashboards and reports – anytime, anywhere.

     ✓ In addition to collecting information from Lytx's in-cab system, the DriveCam Online system integrates data directly from the vehicle bus, and from other technologies your organization may deploy from other proprietary systems. Featuring dashboards, alerts, and customizable configurable reports, the DriveCam Online portal is our clients' key to compliance, fleet management and driver risk management success.

   - *Lytx Managed Services* includes, but is not limited to, technical support, event review, and cellular service for delivery of collected data, analytics, and program support.

   Training – Lytx provides a series of coaching tools via our eLearning courses which our clients' coaches and drivers can utilize. Coaches can take these modules independently and drivers can be assigned to watch these videos based on performance. These coaching tools and procedures help clients reduce driver violations and risky driving behavior and improve driver performance. Additionally, instructor-led training options are available either on-site or online.

8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and

We are currently the original equipment manufacturer of Lytx devices, so there is no need to source the VERs. Open market items, such as cables or brackets, are sourced by Lytx and available for open market purchases via quote for each such request.

13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

Lytx offers additional Program Enhancements, available with the purchase of the above mentioned DC3P and Managed Service. These add-ons include Fleet Tracking and Fuel Management as outlined in our response to Question #19 below.

Fleet Tracking is offered at $107.88 per year. Fuel Management is offered at $107.88 per year. We also offer a bundled price of Fleet Tracking at Fuel Management at $144.00 per year.

14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

Lytx does not charge shipping for Government clients.

15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Lytx uses standard, commercially available shipping providers.

16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Hardware is shipped to the client for installation. Upon completion of install, the device and the services are managed through DriveCam Online. Lytx also provides over-the-air firmware updates to our event recorder units via a cellular connection, at no additional charge.

17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

Lytx has systematic reporting capabilities to mark NJPA sales as such, and have a history of providing NJPA accurate and timely reporting.

18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

Lytx offers a one percent (1%) administrative fee to the NJPA contracting authority. NJPA prices reflect this 1% administrative fee. This fee is calculated on total acquisition cost of the resulting contract or entire purchase order, excluding tax and freight charges, between Lytx and the client not limited to the items listed within this proposal. In addition, payments are made to NJPA as clients renew their annual subscriptions with Lytx. As an example, a standard Government initial order for video event recorders, installation, provisioning, software, and managed services subscriptions for the first 2-3 years might total $1,000,000. For this order example, the Lytx fee paid to NJPA would be 1% of that total ($10,000).

- Telematics

  Lytx's optional Fleet Tracking solution utilizes GPS data to give fleet and safety managers a real-time view of fleet operations – helping to ensure compliance and improve productivity. Key features of our solution include:

  - ✓ *Real Time Status* – Vehicle location and heading; mapping of recent trip details, such as stop and start durations and mileage; mapping of speed violations; and alerts on speed violations.
  - ✓ *Trip History* – GPS breadcrumb trail for vehicle trip history so you know if a driver has deviated from his/her route; duration between and during stops/deliveries/pick up; and mapping of operational and driving violations, including unauthorized use, collisions, risky driving, speed and idle.
  - ✓ *Geofencing* – Allows a user-defined boundary that monitors and reports on vehicles that travel inside or outside of a specific geographic area, with real-time trigger upon activation and email alerts on triggers and historical views of past triggers.
  - ✓ *Full Suite of Reports* – Reports configurable by date and time or driver for driver trip history, daily fleet summary, over-speed violations, vehicle asset tracking and Geofence summary and violations.

  Seamlessly integrated into the DriveCam Online® portal, our Fleet Tracking solution delivers fleet risk management, allowing companies to access a wealth of compliance and productivity data, while at the same time accessing safety and fuel information about the fleet.

- Fuel Management

  Integrated into DriveCam Online, our Fuel Management solution combines real-time in-cab feedback with online reporting and coaching to improve fuel efficiency and lower emissions. When it comes to managing one of your most volatile expenses, the right information makes all the difference. Fuel Management distinguishes between the driver and vehicle factors of fuel consumption to help you pinpoint where you can improve fuel economy.

  Lytx Fuel Management allows you to:

  - ✓ Monitor effective driving by allowing you to focus on your most inefficient drivers using the Lytx Fuel Score *(see additional information below)*. The DriveCam solution can also pinpoint aggressive driving behaviors that may be causing excessive fuel consumption, and vehicle wear and tear.
  - ✓ Recognize inefficient vehicles by tracking fuel consumption when connected to the vehicle's Engine Control Module (Lytx supports both OBDII and J19 connectivity). This solution also allows clients to compare their vehicles' fuel efficiency score with benchmark vehicle scores in the Lytx database.
  - ✓ ECM connectivity automates data capture from your vehicle's odometer (when available), to add data directly to the Lytx Fuel Score with minimal effort.

22) Describe your technology support and its practical availability for our members.

At Lytx, one of our top priorities and key differentiators from our competitors is the level of customer service and reliability we provide our clients. From the beginning of your implementation process, through the trial of our program, and eventually deploying the Lytx DriveCam program, Lytx will work to ensure close client and account management support at all times.

Lytx will provide NJPA members who purchase Lytx services with a dedicated Client Success Manager (CSM), who will serve as the primary point of contact between your member's organization and Lytx. The assigned Client Success Manager will provide proactive support throughout the engagement, as well as coordinate review meetings and reporting presentations. Client Success Managers will provide phone support, performance reviews, best practice guidance, and subject-specific webinars to educate and train clients on the Lytx DriveCam Program. The CSM's responsibilities over the entire life of the program will be to support NJPA and its members with the continued management of the program to help you stay on track. The CSM will provide direct company-specific program knowledge (common issues, organizational goals, best practices), as well as relevant sector-specific knowledge to support the continuous improvement in your program's results. An integral part of CSM support is training clients to access online management reports, interpret data and quantify improvements seen through the use of the program.

In addition, Lytx event recorder units are covered with a 2 year warranty, and extended warranty options are also available at an additional cost. Lytx provides automatic, over-the-air device updates periodically, free of charge as part of your monthly managed service.

23) How configurable are your solutions to be adapted for the unique needs of our members?

We currently support fleets from 2 to over 20,000 vehicles across many sectors, municipal and federal government, transit, solid waste, trucking, heavy construction, oil & gas, railway, services, and more. By offering Program Enhancements like Fleet Tracking and Fuel Management to our Driver Risk Management solution, DriveCam is the most comprehensive video based telematics solution available. Lytx also offers APIs to support the import and export of data, to meet varying needs from dispatch, driver assignment, routing, and more.

24) Describe your security measures and privacy practices to ensure that customers' data is secure.

With a database drawn from over 50 billion driving miles, Lytx understands the importance of securely maintaining client data. Outlined below are some of the steps the company takes to guard against the loss, unauthorized access or improper use of sensitive data.

Lytx Internal Data Security Policy

Access to Lytx's database is limited to employees with roles that require access to manage and support the Lytx's service offerings. Lytx will only provide video events to a client's users, resources and applications that have been specified in the Client Setup document or any valid addendums to that document. If clients have unique data security requirements, they must specify these requirements in writing from an authorized client representative. For security reasons, such requests must include a complete description of the requirement and must be signed and dated by an authorized client representative.

AMENDMENT #1
TO
CONTRACT #022217-DCI

THIS AMENDMENT is by and between **Sourcewell** and **Lytx. Inc.** (Vendor).

Vendor was awarded a Sourcewell Contract for State and Local Government Related Equipment, Supplies, and Services effective June 1, 2017, through June 1, 2021, relating to the provision of services by Vendor and to Sourcewell and its Members (Original Agreement).

The parties agree that certain terms within the Original Agreement will be updated and amended and only to the extent as hereunder provided.

Vendor has updated its SF1 and SF64 device with its SF300 device and wishes to add it to the Original Contract.

IN CONSIDERATION OF the mutual covenants and agreements described in this Amendment, the parties agree as follows:

1. This Amendment is effective upon the date of the last signature below.

2. That the parties agree to add the SF300 to the Original Contract and add the below paragraph.

   The SF300 device offers new functionality that is available under the "Lytx Product Portfolio" also being added and supports a Driver ID functionality. The SF300 supports the current DriveCam Enterprise and Fleet Tracking applications that remain on the Original Contract. The SF300 and the "Lytx Product Portfolio" are a revamp of Vendor's original DriveCam Enterprise program that provides greater flexibility for Sourcewell Members. The "Lytx Product Portfolio" allows for integration with the other Fleet Tracking technologies.

3. Pricing provided for the SF300 is the price same as the current SF1 and SF64 and the original DC3P device. See the attached and incorporated "Lytx 3 Product Portfolio."

Cooperative Purchasing

Procurement Process
About Us
Affiliations & Relationships
Become a Member
Become a Vendor
Get to Know NJPA
Current & Pending Solicitations
- Indefinite Quantity Construction Contracting Systems and related services
- Automotive and Truck Replacement Parts and Tires with Related Equipment, Accessories, and Services
- Class 6,7, and 8 Chassis with Related Equipment, Accessories, and Services
- Multi-Function Copiers, Printers, and Equipment
- Express Courier, Overnight, Ground Delivery Logistics Services
- Elevators, Escalators, and Moving Walks with Related Equipment, Services, Accessories and Supplies
- Forklifts, Lift Trucks, and Related Material Handling Equipment, Attachments, Accessories, and Services
- Pest Management with Related Products and Services

- Fleet Management and Related Technology Solutions

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #022217 FLEET MANAGEMENT AND RELATED TECHNOLOGY SOLUTIONS. Details of this RFP are available beginning January 5, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until February 22, 2017 at 4:30 p.m. Central Time at the above address and opened February 23, 2017 at 8:30 a.m. Central Time.

Pre-Proposal Conference: February 1, 2017 at 10:00 am CT
Sealed proposals due: February 22, 2017 at 4:30 pm CT

Proposals will be publicly opened: February 23, 2017 at 8:30 am CT

NJPA reserves the right to reject any and all proposals.

To Obtain RFP documents do one of the following:

1. E-mail rfp@njpacoop.org, an email will be sent back to you with the documents
2. Send a letter of request to
   National Joint Powers Alliance:
   Attn: Contracts and Compliance Department
   202 12th Street NE, Staples, MN 56479
3. Complete the RFP Document Request Form below, this will redirect you to a page where you can get the documents immediately

RFP Document Request Form (this will redirect you to a page to download the documents):

Vendor Name *
Vendor Address *
Vendor City *
Vendor State *
Vendor Zip Code *
Contact Name *
Contact Number *
Contact Email *

Submit

National Joint Powers Alliance®

Become a MEMBER

Become a VENDOR

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Personally appeared before me, Allison Branham, Sales Operations Sup
of THE STATE, and makes oath that the advertisement,

Request For Proposals The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #022217 FLEET MANAGEMENT AND RELATED TECHNOLOGY

0002863200

was inserted in THE STATE, a daily newspaper of general circulation published in the City of Columbia, State and County aforesaid, in the issue(s) of

January 5, 2017

Allison Branham, Sales Operations Supervisor

Subscribed and sworn to before me, Karen L. Book,

on this day, January 7, 2017

Karen L. Book Notary Public

My commission expires
September 7, 2026.

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Request For Proposals

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #022217 FLEET MANAGEMENT AND RELATED TECHNOLOGY SOLUTIONS. Details of this RFP are available beginning January 5, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until February 22, 2017 at 4:30 p.m. Central Time at the above address and opened February 23, 2017 at 8:30 a.m. Central Time.
2863200

Form C

EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS, AND SOLUTIONS REQUEST

Company Name: Lytx, Inc.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
		None	

Proposer's Signature: Shelley Bennett **Date:** 2-21-17

NJPA's clarification on exceptions listed above:

Review and Approved: 5/31/17
NJPA Legal Department

AFFIDAVIT OF PUBLICATION

DJC

MAKE IT OFFICIAL DJC PUBLIC NOTICE

921 S.W. Washington St. Suite 210 / Portland, OR 97205-2810
(503) 226-1311

STATE OF OREGON, COUNTY OF MULTNOMAH--ss.
I, **Nick Bjork** , being first duly sworn, depose and say that I am a **Publisher** of the **Daily Journal of Commerce** , a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH, and WASHINGTON as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the Goods and Services notice described as

Case Number: NOT PROVIDED
Fleet Management and Related Technology Solutions
Fleet Management and Related Technology Solutions; Bid Location Staples, MN, Cass County; Due 02/22/2017 at 04:30 PM

a printed copy of which is hereto annexed, was published in the entire issue of said newspaper for **1** time(s) in the following issues:

1/6/2017

THE NATIONAL JOINT POWERS ALLIANCE (NJPA)
FLEET MANAGEMENT AND RELATED TECHNOLOGY SOLUTIONS
Proposals due 4:30 p.m., February 22, 2017
REQUEST FOR PROPOSAL
RFP #022217

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #022217 FLEET MANAGEMENT AND RELATED TECHNOLOGY SOLUTIONS. Details of this RFP are available beginning January 5, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until February 22, 2017 at 4:30 p.m. Central Time at the above address and opened February 23, 2017 at 8:30 a.m. Central Time. Please see who this pertains to here: http://www.njpacoop.org/oregon-advertising.
Published Jan. 6, 2017. 11243642

State of Oregon
County of Multnomah

SIGNED OR ATTESTED BEFORE ME
ON THE **2nd** DAY OF **March, 2017**

Nick Bjork

Notary Public-State of Oregon

OFFICIAL STAMP
MICHELLE ANNE ROPP
NOTARY PUBLIC - OREGON
COMMISSION NO. 934766
MY COMMISSION EXPIRES DECEMBER 18, 2018

Ginger Line
National Joint Powers Alliance
202 12th St NE
Staples, MN 56479-2438

Order No.: 11243642
Client Reference No: RFP #022217

Estimated Contract Value (CAD)

$1,111,111.00

Region

Canada, All of Canada, All of Canada

Notice Type

Goods & Services

Notice Language

English

Publication Method

Open Solicitation

Modify

Header

Reference Number

0000046809

Source ID

PP.CO.USA.868485

Issuing Organization

National Joint Powers Alliance

Owner Organization

Solicitation Type*
RFP - Request for Proposal

Solicitation documents will be modified in order to reflect this new Solicitation configuration.

Solicitation Number*
022217
Title*
Fleet Management and
Agreement Type

Contact Information

Buyer*

Ginger Line

Display as contact

☑

Phone*

218-894-1930

ext.

Email

ginger.line@njpacoop.org

Owner Contact

Display as contact

☐

Phone*

ext.

Email

Questions Answered By*

Ginger Line

Ginger Line

◉ No

Bonding Requirements Optional
Bid Bond
◉ % ○ $
Performance Bond
◉ % ○ $
Maintenance Bond
◉ % ○ $
Surety Bond
◉ % ○ $
Labor and Materials Bond
◉ % ○ $
Payment Bond
◉ % ○ $
Add a Bond
Pre-Bidding Events Optional

Add an Event
Bid Submission Process Complete

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NJPA National Joint Powers Alliance®

Bid RFP #022217 - Fleet Management and Related Technology Solutions

Bid Type	**RFP**
Bid Number	**022217**
Title	**Fleet Management and Related Technology Solutions**
Start Date	**Jan 5, 2017 2:07:28 PM CST**
End Date	**Feb 22, 2017 12:00:00 AM CST**
Agency	**NJPA**
Bid Contact	**Ginger Line** (218) 894-5483 ginger.line@njpacoop.org 202 12th Street NE P.O. Box 219 Staples, MN 56479-0219

Questions
0 Questions
[View/Ask Questions]

Description

The National Joint Powers Alliance® (NJPA), on behalf of NJPA and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #022217 FLEET MANAGEMENT AND RELATED TECHNOLOGY SOLUTIONS. Details of this RFP are available beginning January 5, 2017. Details may be obtained by letter of request to Jonathan Yahn, NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@njpacoop.org. Proposals will be received until February 22, 2017 at 4:30 p.m. Central Time at the above address and opened February 23, 2017 at 8:30 a.m. Central Time.

Delivery Information

NJPA, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479

Pre-Bid Conference

Date	**Feb 1, 2017 10:00:00 AM CST**
Location	**Webcast/Conference Call**
Notes	**Log in information will be sent to all inquirers two business days prior to the event**

Documents

Attached Bid Documents

Seq.	Name	Description	Size	Page	NDA Required	Preview Document
		No File Attached				

Invited Bidders

Name / Email	Address	Phone	Fax
	No Bidder Invited		

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[SUPPORT (Download Training Manuals)]

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ABOUT SSL CERTIFICATES

SUBJECT: PIGGYBACK GSA CONTRACT # 35F-0623S FOR HARDWARE EQUIPMENT, MONITORING AND SUBSCRIPTION SERVICES

BID #: PSC-0555-18 **OPEN DATE:**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: PIGGYBACK – FROM DATE OF CONTRACT EXECUTION THROUGH SEPTEMBER 30, 2019 WITH A ONE (1) YEAR RENEWAL OPTION

AGENCY: RISK MANAGEMENT

BASIS OF AWARD: FROM DATE OF AWARD THROUGH FEBRUARY 28, 2017

NUMBER OF BIDS INVITED: **NUMBER RECEIVED:** **OTHER**

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to piggyback GSA Contract GS-35F-0623S with Lytx, Inc. for hardware equipment, monitoring and subscription services for certain high-risk city vehicles. Period of service is from date of contract execution through September 30, 2019, with a one (1) year renewal option. Total not to exceed expenditure amount is $143,308.80.

Funding Source: AFRM561LP-03109 – To be executed by formal contract through the Office of General Counsel

Attachments: Recommendation Memo, Vendor Quote and Previous Awards

This award is subject to appropriation by the City in the fiscal year beginning October 1, 2018. No funds have been appropriated to date. The City has no obligation for payment and work hereunder is not authorized unless funds are appropriated for the work herein. A written notification will be provided in the event that funds are appropriated.

ANALYST: _____ Annette Burney **RESPECTFULLY SUBMITTED** _____ Gregory W. Pease, Chief Procurement Division

CONCURRENCE BY: Twane Duckworth, Chief, Risk Management Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING Ø DATE: 8/16/18

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE 08/16/18

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENICATION _____
Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No. 2015-05

SUBJECT: PIGGYBACK GSA CONTRACT # 35F-0623S FOR HARDWARE EQUIPMENT, MONITORING AND SUBSCRIPTION SERVICES

BID #: PSC-0555-18 **OPEN DATE:**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: PIGGYBACK – FROM DATE OF CONTRACT EXECUTION THROUGH SEPTEMBER 30, 2019 WITH A ONE (1) YEAR RENEWAL OPTION

AGENCY: RISK MANAGEMENT

BASIS OF AWARD: FROM DATE OF AWARD THROUGH FEBRUARY 28, 2017

NUMBER OF BIDS INVITED: **NUMBER RECEIVED:** **OTHER**

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to increase the piggyback award with Lytx, Inc. via GSA Contract GS-35F-0623S by $76,464.09 for the monitoring of 95 additional vehicles for the period ending September 30, 2019. Total revised not to exceed expenditure amount is $219,772.89.

Funding Source: AFRM561LP-03109 – To be executed by formal contract amendment through the Office of General Counsel

Attachments: Recommendation Memo, Vendor Quote and Previous Awards

ANALYST: _____ Annette Burney

RESPECTFULLY SUBMITTED _____ Gregory W. Pease, Chief Procurement Division

CONCURRENCE BY: Twane Duckworth, Chief, Risk Management Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING Ø DATE: 11/29/18

Jesse R. Eichar _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE 11/29/18

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENICATION _____

Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of
Executive Order No. 2015-05

SUBJECT: PIGGYBACK GSA CONTRACT # 35F-0623S FOR HARDWARE EQUIPMENT, MONITORING AND SUBSCRIPTION SERVICES

BID #: PSC-0555-18 **OPEN DATE:**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: FROM DATE OF CONTRACT EXECUTION THROUGH SEPTEMBER 30, 2019 WITH A ONE (1) YEAR RENEWAL OPTION

AGENCY: RISK MANAGEMENT

BASIS OF AWARD: PIGGYBACK

NUMBER OF BIDS INVITED: **NUMBER RECEIVED:** **OTHER**

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to renew the piggyback award with Lytx, Inc. via GSA Contract GS-35F-0623S for hardware equipment, monitoring and subscription services for certain high-risk city vehicles (406 subscriptions) for the period of October 1, 2019 through September 30, 2020. Total not to exceed expenditure amount is $200,473.80.

Funding Source: AFRM561LP-03109 – To be executed by formal contract amendment through the Office of General Counsel

Attachments: Recommendation Memo, Vendor Quote and Previous Awards

This award is subject to appropriation by the City in the fiscal year beginning October 1, 2019. No funds have been appropriated to date. The City has no obligation for payment and work hereunder is not authorized unless funds are appropriated for the work herein. A written notification will be provided in the event that funds are appropriated.

ANALYST: Annette Burney **RESPECTFULLY SUBMITTED** Gregory W. Pease, Chief Procurement Division

CONCURRENCE BY: Twane Duckworth, Chief, Risk Management Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING Ø DATE: 6/06/19

OTHER:

ACTION OF AWARDING AUTHORITY DATE 6/6/19

APPROVED DISAPPROVED

OTHER

SIGNATURE OF AUTHENICATION Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of
Executive Order No. 2015-05

SUBJECT: PIGGYBACK GSA CONTRACT # 35F-0623S FOR HARDWARE EQUIPMENT, MONITORING AND SUBSCRIPTION SERVICES

BID #: PSC-0555-18 **OPEN DATE:**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: FROM DATE OF CONTRACT EXECUTION THROUGH SEPTEMBER 30, 2019 WITH A ONE (1) YEAR RENEWAL OPTION

AGENCY: RISK MANAGEMENT

BASIS OF AWARD: PIGGYBACK

NUMBER OF BIDS INVITED: **NUMBER RECEIVED:** **OTHER**

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Subject award was approved 6/6/19 with a total not to exceed expenditure amount of $200,473.80. Recommend approval to correct the not to exceed expenditure to $420,246.69.

Recommend approval to increase the piggyback award with Lytx, Inc. through GSA Contract GS-35F-0623S by $19,526.20 for the purchase of equipment and additional monitoring of event recorders through the period ending September 30, 2020. Total revised expenditure amount is $220,000.00, for an expenditure amount not to exceed $439,772.89.

Funding Source: AFRM581MI-04662 – To be executed by formal contract amendment through the Office of General Counsel

Attachments: Recommendation Memo, Vendor Quote and Previous Awards

ANALYST: _____ Annette Burney **RESPECTFULLY SUBMITTED** _____ Gregory W. Pease, Chief Procurement Division

CONCURRENCE BY: Twane Duckworth, Chief, Risk Management Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 10-31-19

_____ OTHER: _____

_____

_____

ACTION OF AWARDING AUTHORITY DATE 11/4/19

APPROVED ✓ BH DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENICATION _____ Brian Hughes
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No: 2019-02