



## **Staff Report PW2022-049**

**Title of Report:** PW2022-049 Turnkey AVL Telematics System Tender  
**Award Recommendation**  
**Department:** Public Works  
**Branch:** Transportation & Public Safety  
**Council Date:** October 5, 2022

**Recommendation:**

**Be it resolved that** Council receive Staff Report PW2022-049 for information; and  
**That** Council award the Automatic Vehicle Locating /Telematics System Tender to Trackmatics Inc. for hardware and installation costs in the amount of \$47,975.00 and monthly operational data and maintenance costs of \$1,201.00 plus HST.

**Background:**

At the August 3, 2022 Council Meeting, Council approved the release of tender for Turnkey Automatic Vehicle Locating (AVL) /Telematics System Request For Tender (RFT) with the following resolution:

### **9.5.1 PW2022-041 Public Works Release of Quote and Tender**

**Moved By** Councillor Rice

**Seconded By** Councillor Dobreen

**Be it resolved that** Council receive Staff Report PW2022- 041 for information; and  
**That** Council approve the release of the Public Works RFQ for Hydrovac Excavation / Flusher Truck and CCTV Camera Investigation Services, and the RFT for AVL / Telematics System.

**Carried** No. 2022-505

**Staff Comments:**

An addendum was issued to extend the closing submission deadline from September 6, 2022 to September 13, 2022 as requested by a supplier. The RFT closed on September 13, at 2:00pm and was opened by virtual meeting by Treasurer Liam Gott, Public Works Admin Assistant Lisa Wilson, Public Works Foreman/Fleet Manager John Watson, and Public Works Manager Jim Ellis.

The Township received 2 tender submissions for evaluation. Upon review and evaluation of the submissions the Trackmatics tender package was a complete package of documents requested in the RFT. The Cypress Solutions package did not include as per the RFT, WSIB Certificate, proof of insurance, Health & Safety Policy and AODA policy. With that said we continued to evaluate the proposals.

Trackmatics is an Ontario based company and offers onsite training and provide additional webinar training when requested. Cypress Solutions is based in British Columbia, with all training by Cypress is “purely virtual”.

Trackmatics database is Cloud stored within Canada for historical recovery and their customer support is based in Ontario. The Cypress also has Cloud stored data that is in Canada and the United States, and mentioned later in the RFT as being in Quebec, whereas the RFT specified “all data hosted and served in Canada.” Cypress indicates the hardware installations and maintenance is by a third-party contractor.

Trackmatics complies with the Minimum Maintenance Standard capturing Real Time information every 15 seconds. Trackmatics provides date/time, operator/vehicle id, vehicle location, speed & idle rates, total travel/distance time, electronic sand/salt spreader rates, on/off, blast rate, on/off, capabilities for pre-wetting applications, plow/wing up/down. Trackmatics components and features include Road Operations and Data Analysis (ROADA) supporting in-house sign and sign reflectivity reporting, waste collection routes and a public facing portal (Track My Plow). Some of the municipalities equipped by Trackmatics include Guelph, County of Perth and member municipalities, Belleville, and Bradford to name a few.

Cypress Solutions can do Real Time every 15 seconds, but then will be reflected in the cellular data usage that is at an added cost. Cypress provides reports for login activity, trip & idle, time onsite, winter operations for snowplows, blowers, spreaders and sanders, engine hours & odometer. The Cypress submission indicates they provides GPS monitoring for Hydro One, and the Ontario Provincial Police. Winter operations for Calgary and the Iowa Department of Transportation for references in their submission.

Both suppliers offer a 3-year warranty on hardware components. The RFT included 29 units with 9 plow trucks at the time of release. Staff have concerns with the help/support service with Cypress Solutions in BC, time difference of 3 hours from 9am to 5pm PST, and after hours call availability.

Staff recommend the Trackmatics proposal as a proven Ontario based supplier with installations of similar applications, with local service, better support, more proven product, better data retrieval for AVL/GPS telematics and their submission was complete. The evaluation process used demonstrates the increased confidence in the Trackmatic solution and support service available/provided locally.

### **Financial Implications:**

The 2022 Capital Budget has the AVL telematics system included at \$100,000.00 funded from the Modernization Reserve. Trackmatics Inc. submission for hardware and installation costs is \$47,975 plus HST. Annual operational data and maintenance costs will be \$14,412.00 (\$1,201.00 plus HST x 12 months)

The installation costs to convert any incompatible hardware required will be based on the rates provided in the RFT or unit changes to the fleet description, plus or minus. The install rates for plow trucks are \$2,283.00 per unit. Graders are \$1,300.00 / unit, other fleet units are \$1,010.00 /unit. The Dash Cam options are \$3,500.00 / install and monthly camera image fees of \$200.00/ month.

The monthly Trackmatics data and operational maintenance fee is quoted at \$1,201.00 per month, based on fleet activity units.

Moving forward with plow truck tenders, the tender will have specifications to supply and install Certified Cirrus controllers. Any plow truck controllers that could be upgraded at this time to the Cirrus models range from \$7,979.14 to \$8,816.30 with main differences of the operator screen view sizing. Typically any trucks 6 years or older are not recommended for upgrade. The Southgate fleet new plow trucks on order are being equipped at Viking with Cirrus controllers.

### **Communications & Community Action Plan Impact:**

Goal 5 - Upgrading our "Hard Services"

#### **Action 5:**

The residents and businesses of Southgate recognize our linear services - roads, bridges, water and sewer works, for example - to be a fundamental purpose of municipal government. This infrastructure needs to be serviceable and sustainable so that our businesses and communities can thrive and grow.

#### **Concluding Comments:**

Staff recommends that Council receive Staff Report PW2022-049 for information, and that Council award the Automatic Vehicle Locating /Telematics System Tender to Trackmatics Inc. for hardware and installation costs in the amount of \$47,975.00 and monthly operational data and maintenance costs of \$1,201.00 plus HST.

Respectfully Submitted,

**Dept. Head:** **Original Signed By**  
Jim Ellis, Public Works Manager

**Treasurer Approval:** **Original Signed By**  
William Gott, CPA, CA Treasurer

**CAO Approval:** **Original Signed By**  
Dave Milliner, CAO

#### **Attachments:**

- Attachment #1 - Southgate Turnkey AVL/Telematics System RFT Criteria Evaluation Scoring