



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
Fleet Services is requesting an agreement with vendor, Assetworks LLC, to provide an Active GPS monitoring service for Fleet vehicles. The Agreement will be for a 3 year initial contract and one, additional 7 month contract extension through to March 23, 2022, to coincide with the expiration of its piggybacked contract with the United States General Service Administration (GSA).
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
Assetworks, LLC
Tyler Beaty
Sales Representative
998 Old Eagle School Road, Suite 1215
Wayne, PA 19087-1805
O: (916) 230-4458
tyler.beaty@assetworks.com
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.
Maximum compensation is \$710,000 for three years, 7 months, through to March 23, 2022.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.
Fresno County Fleet previously acquired active GPS service monitoring from its Library Department, and currently has needs to expand Active GPS across several separate departments. Specifically, the Department of Social Services requires active GPS services for several of its divisional staff immediately, in order to properly implement home visit appointments.
Due to a long-standing, established parallel agreement with Assetworks Fleet Monitoring Services (vehicle maintenance tracking) is the most appropriate entity to continue and pair services with. Assetworks has an established relationship with the County of Fresno, and has representatives and services available in California.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
 - In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
 - When the contract is with a federal, state, or local governmental agency.
 - When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$1,000 whichever is more.
 - When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
 - When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
 - When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.
Provision of Active GPS services are critical for safety monitoring of County of Fresno Staff, and the safe use/monitoring of County of Fresno Vehicles. County tasks are times can place staff in infrequently visited locations and venues. Provision of active GPS monitoring aids for the increased safety of staff, and minimization of risk
7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.
The request to waive the competitive bidding process is consistent with Administrative Policy No. 34 as Assetworks is the current provider of active GPS monitoring systems and is the only vendor that allows for integration into the current ISD – Fleet Services' fleet management system. Similar active GPS tracking systems are provided by Fleetmatics and Telogis. However, systems from these companies are not being considered as they will not allow integration into the current fleet management system.
In accordance with the vetted piggybacked agreement enacted by the United States General Services Administration (GSA), a fair and competitive pricing structure has been obtained to allow suspension of competition for Assetworks, concomitant with their other provision of services already provided. The Fleet Services Division

maintains separate passive GPS services with the vendor EJ Ward, which also maintains a central office outside of the Fresno area; in accordance with established pricing limitations and pre-existing services, the most viable vendor for this service has been determined to be Assetworks.

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Requested By:

Staff Analyst

Title

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I approve this request to suspend competition for the service(s) and/or product(s) identified herein.

rbash 7/25/2018 7:57:01 AM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 7/27/2018 7:04:17 AM

Purchasing Manager Signature

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