



City of Rochester Hills  
AGENDA SUMMARY  
FINANCIAL ITEMS

1000 Rochester Hills Dr.  
Rochester Hills, MI 48309  
248.656.4630  
[www.rochesterhills.org](http://www.rochesterhills.org)

---

Legislative File No: 2020-0534

**TO:** Mayor and City Council Members

**FROM:** Allan E. Schneck, P.E., Director Department of Public Services

**DATE:** December 14, 2020

**SUBJECT:** Automatic Vehicle Location (AVL)/Global Positioning System (GPS)

---

**REQUEST:**

The Department of Public Services requests City Council authorize a blanket purchase order/contract for AVL/GPS System Application Hosting Services and Equipment to TELUS Communications (U.S.) Inc., Wilmington, DE. in the total amount not-to-exceed \$56,740.00 through December 31, 2023.

**REASON FOR PURCHASE:**

The City issued Request for Proposals in 2015 to provide an automated vehicle location system for the City's Department of Public Services. Based on the proposal evaluation and system demonstration, Blue Oceans Satellite Systems, Inc., now TELUS Communications (U.S.) Inc., was unanimously selected by the committee as providing the best value based on the functionality of the system, ease of use, flexibility, upgradeability and analytical tools of the software/hardware, and vendor's demonstrated ability of their systems use in many other department of public services agencies across the country. The Request for Proposal called for an initial contract term of three (3) years with a two (2) year renewal option provided all terms and conditions remained the same. This five year term is expiring.

The City negotiated with TELUS to continue providing service and equipment for the project for the next three years. The monthly payment plan will be a tiered system depending on data and server requirements. The vendor will provide replacement 4G equipment, replacing old 3G modems that will reach end of life 2021 on a rent to own payment plan spreading the cost over 3 years. The Department of Public Services staff will remove and install all equipment and sim cards. The vendor will provide remote support for testing and software setup.

**PROCESS:**

**Vendor Name and Address:**

TELUS Communications (U.S.) Inc.  
1209 Orange Street N  
Wilmington, DE 19801

**Reason for Selection:**

Best Value

**Method of Purchase:**

Blanket Purchase Order

**BUDGET:**

Funding is included in the FY 2021 Adopted Budget and FY 2022 and FY 2023 Projected Budgets.

Fund Name	Department Account No	Account No. Description	3-Year Budget Amount	3-Year Cost	Remaining Budget
Fleet	661.801000	Professional Services	\$56,740	\$56,740.00	\$0

**RECOMMENDATION:**

The Department of Public Services requests City Council authorize a blanket purchase order/contract for AVL/GPS System Application Hosting Services and Equipment to TELUS Communications (U.S.) Inc., Wilmington, DE. in the total amount not-to-exceed \$56,740.00 through December 31, 2023.

---

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Chief Financial Officer		
Purchasing Process: Supervisor of Procurement		
Mayor		
Deputy Clerk		

Contract Reviewed by City Attorney       Yes       N/A