

City of Bethel Action Memorandum

Action memorandum No.	12-XX 17-46		
Date action introduced:	June 27, 2017	Introduced by:	Manager Williams
Date action taken:	July 11, 2017	<input checked="" type="checkbox"/> Approved	<input type="checkbox"/> Denied
Confirmed by:	<i>KM</i>		

SUBJECT/ACTION: Approval to enter into installation contract with Accupoint Inc. for installing fleet tracking equipment for water/sewer vehicles ^{^two} into a one-year contract for operaton of the tracking system.

Route to:	Department/Individual:	Initials:	Remarks:
X	City Manager	<i>[Signature]</i>	
	City Attorney	<i>[Signature]</i>	
X	Finance	<i>[Signature]</i>	
	Planning		
	Port		
	Parks and Recreation		
X	Public Works	<i>[Signature]</i>	
	Police		
	Fire		

Attachment(s):

- 1) Accupoint Inc. quote for installation of eight tracking devices in water/sewer trucks
- 2) Sole-source justifications

Amount of fiscal impact		Account information:
	No fiscal impact	
	Funds are budgeted for.	
<i>\$ 30,000</i>	Funds are not budgeted. Budget modification is required. Affected account number:	<i>51-85-683</i> <i>51-81-683</i>

Sole-source Justifications

The City has tried to explore the possibility of fleet tracking in the past, meeting with a lot of results that, due to our location and infrastructure, were unacceptable to the City's needs. For this particular project, GCI was approached and asked to get us in touch with a specific vendor(s) whose product would work on GCI's cellular network in Bethel without fail – a factor that is very important given that the only other network (Verizon) does not yet stably blanket Bethel in its entirety.

For this fleet tracking endeavor, Accupoint Inc. is being considered as a sole-source vendor for the product(s) and service(s) we wish to purchase for the following reasons:

- Accupoint Inc. is the only company that GCI recommended that could guarantee us tracking devices that would work on their Bethel cellular network

- Accupoint Inc. allowed the City of Bethel to demo three different devices in order to see what might work best for our needs. Upon confirming that one of the devices functioned in Bethel to our specifications, further investigation revealed that Accupoint Inc. is the only vendor in Alaska of the specific device that was confirmed working
 - Three devices were tested in total: a device that utilizes GCI's cellular network exclusively, a device that utilizes an available satellite network exclusively, and one that would work on both GCI's cellular network and the available satellite when cellular service was unavailable.
 - The cell-only device worked but not in all portions of town, thus disqualifying it as a viable option as water/sewer trucks will need to be tracked in distant subdivisions like Kasayuli.
 - The satellite device worked in all of Bethel, however the costs for satellite uptime are drastically higher than a device that functions on a cellular network.
 - The combination device worked in all of Bethel and managed to remain connected to the cellular network in all areas of Bethel, making it a superior device to the first cell-only device. This device will help to keep costs lower.

- Devices tested from other companies have proven not to work on GCI's Bethel network