



City of Columbia

701 East Broadway, Columbia, Missouri 65201

Department Source: City Utilities - Solid Waste

To: City Council

From: City Manager & Staff

Council Meeting Date: August 1, 2022

Re: Authorizing a Government Obligation Contract and a Maintenance Agreement for a Solid Waste Route Management System

Executive Summary

Staff has prepared for Council consideration a resolution authorizing the City Manager to execute an agreement with Seon System Sales, Inc. (FleetMind Solutions) and an agreement with Huntington Technology Finance Inc. for a Government Obligation Contract for a Solid Waste Route Management system. Through multiple technologies, the system will assist with solid waste route optimization, provide directions, and monitor routes and drive performance. The total cost of the two separate 5 year lease agreements is \$19,493.5 per month or \$233,922 per year. The Huntington Technology Finance agreement has a monthly charge of \$11,359 or \$136,308 per year and the FleetMind Solutions agreement has a monthly charge of \$8,134.5 or \$97,614 per year.

Discussion

Staff is proposing to implement a route management system for Solid Waste collections. The route management system will improve the efficiency and reliability of solid waste collections while improving customer service and billing accuracy. The system will provide a global positioning system (GPS), radio frequency identification (RFID), container service verification, automated dispatch, driver turn-by-turn directions, collection route optimization, vehicle and driver performance monitoring and reporting.

In addition, the recently completed Utilities Billing Internal Audit recommended that the Solid Waste Utility implement a route management system to help ensure that service is only provided to customers that are paying for the service.

City Purchasing processed Request for Proposal 147/2020 for the provision, installation and implementation of a solid waste route management software and hardware system. Staff has reviewed the proposals submitted and have chosen the FleetMind Solutions proposal as the lowest and best option. Staff is proposing to procure the equipment and software system through two separate 5 year lease agreements. The first lease agreement will be with Huntington Technology Finance which will provide the hardware for 51 collection vehicles. The second lease will be with FleetMind Solutions which will cover the software maintenance and data usage for the 51 collection vehicles. Acquiring the hardware & software in this manner provides for less capital outlay and more rapid replacement of the equipment as more technology advanced equipment becomes available in the future.

Funding for the two lease agreements is included in the Solid Waste Utility budget.



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Fiscal Impact

Short-Term Impact: The total cost of the two separate 5 year lease agreements is \$19,493.5 per month or \$233,922 per year. The Huntington Technology Finance agreement has a monthly charge of \$11,359 or \$136,308 per year and the FleetMind Solutions agreement has a monthly charge of \$8,134.5 or \$97,614 per year.

Long-Term Impact: The total cost for the two separate 5 year lease agreements is \$1,169,610.

Strategic & Comprehensive Plan Impact

[Strategic Plan Impacts:](#)

Primary Impact: Reliable Infrastructure, Secondary Impact: Organizational Excellence, Tertiary Impact: Not Applicable

[Comprehensive Plan Impacts:](#)

Primary Impact: Infrastructure, Secondary Impact: Not applicable, Tertiary Impact: Not Applicable

Legislative History

Date	Action
None	None

Suggested Council Action

Approval of the resolution.