



HISTORIC
FRANKLIN
TENNESSEE

ITEM #17
WRKS 10/23/2012

MEMORANDUM

October 12, 2012

TO: Board of Mayor and Aldermen

FROM: Eric S. Stuckey, City Administrator
Russell Truell, Assistant City Administrator / CFO
Becky Caldwell, Solid Waste Director
Fred Banner, MIT Director
Brian Wilcox, Purchasing Manager

SUBJECT: Consideration of sole-source purchase from RouteSmart Technologies, Inc. of Columbia, MD in the total amount of \$61,550 for one (1) vehicle routing software package for the Collection Division of the Solid Waste Department (\$60,000 budgeted in 124-89550-46110 for fiscal year 2013; CoF Contract No. 2012-0150)

Purpose

The purpose of this procurement is to purchase vehicle routing software. This software is recommended for purchase in order for the Solid Waste Department to manage daily routes electronically and to enhance efficiencies, safety and use of resources of the department.

Background

Staff is of the opinion that the proposed purchase, if authorized, would be a sole-source purchase.

Evidence to support this opinion includes the ability for RouteSmart to integrate with existing software, to include ESRI's ArcGIS and Infor's Hansen programs. The City is already committed to long-term use of ESRI's ArcGIS and Infor's Hansen. Routing software is not a stand-alone product; it depends upon other software applications for functionality. The ability for routing software to be compatible with existing applications prevents the need for added resources to customize programs.

RouteSmart Technologies will assist with on-site installation and implementation, provide up to seven (7) days of on-site training for end-users and includes the first year of software maintenance in this purchase.

RouteSmart Technologies has indicated in writing that the quoted pricing represents the best municipal pricing possible for the quantity indicated.

MIT Director Fred Banner is of the opinion that the quoted pricing is within what would be expected in the market place for this industry at this time.

If the pricing above is accepted by the City, then the total value of the order would be \$61,550.00.

Financial Impact

The Solid Waste Department (Collection Division) budget for fiscal year 2013 allocates \$60,000.00 out of the Solid Waste Fund for the purchase of routing software. The budget amount was based on one (1) unit at a budgeted unit price of \$60,000.00 each. The \$55,500.00 quoted amount is \$4,500.00 (8%) under budget.



Options

The following other routing software options exist, but do not meet the need for compatibility with the City's existing software products, without customization:

Option	ArcGIS Desktop Extension	Links to Hansen	Connects to COF GIS database	Onsite Training	One Software
RouteSmart	Yes	Yes	Yes	Yes	Yes
Fleet Route	Yes	No	Yes	Yes, office located in Germany	No, 4 pieces
eRoute Logistics	No, Web-based	No	No	Yes	Yes
Route Finder	No longer available				

Recommendation

Staff recommends that the City accept the pricing quoted by RouteSmart Technologies, Inc. of Columbia, MD and approve the sole-source purchase in the total amount of \$61,550.00 for one (1) primary concurrent-use software license for use by the City's Solid Waste Department. Purchasing Manager Brian Wilcox is of the opinion that the proposed sole-source purchase appears to be justified, and that the staff recommendation appears to be made in a fair and impartial manner based upon the information presented.