



# CITY OF LONG BEACH

DEPARTMENT OF FINANCIAL MANAGEMENT

# C-10

333 West Ocean Boulevard 6<sup>th</sup> Floor • Long Beach, CA 90802 • (562) 570-5400 • Fax (562) 570-5414

December 6, 2016

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

## RECOMMENDATION:

Authorize the City Manager, or designee, to execute all documents necessary to amend Contract No. 34393 with AssetWorks, LLC, of Wayne, PA, for the installation of fuel system hardware into City vehicles and to increase the contract amount by \$141,680, for a revised total contract amount not to exceed \$1,174,166; and,

Increase appropriations in the Fleet Services Fund (IS 386) in the Financial Management Department (FM) by \$141,680. (Citywide)

## DISCUSSION

On June 14, 2016, the City Council awarded a contract with AssetWorks, LLC (AssetWorks), for the acquisition and software implementation of FuelFocus, in an amount not to exceed \$1,032,486.

City Council approval is requested to authorize the City Manager, or designee, to execute amendments to the contract with AssetWorks, for the installation of fuel authorization and data transmission devices in City vehicles. These are essential devices necessary for implementation of the City's new fuel management system, FuelFocus. FuelFocus replaces the City's existing and obsolete 15-year old fuel management system with a state of the art system utilizing Radio Frequency Identification (RFID), as well as wireless technology for transmission of vehicle data, authorization and control of vehicle refueling.

While Fleet Services had originally planned to utilize a separate vendor for this equipment installation, staff obtained a bid from AssetWorks for this additional work that was lower than the other vendors. AssetWorks agreed to amend the original contract to include this additional work. This necessitates an amendment to increase the total AssetWorks contract by \$141,680, for a total contract amount of \$1,174,166.

This matter was reviewed by Deputy City Attorney Monica J. Kilaita on November 8, 2016 and by Budget Analysis Officer Julissa Jose-Murray on November 16, 2016.

HONORABLE MAYOR AND CITY COUNCIL

December 6, 2016

Page 2

SUSTAINABILITY

The FuelFocus software and RFID hardware measures vehicle usage and performance. The system also has the ability to download vehicle malfunction information which, when coupled with vehicle performance data, can translate into significant savings in fuel consumption and reduced vehicle emissions for the fleet.

TIMING CONSIDERATIONS

City Council action is requested on December 6, 2016, to ensure that the funds are appropriated and that the installation of the RFIDs can take place expeditiously.

FISCAL IMPACT

This contract amendment will not exceed \$141,680 and the total cost of the contract will not exceed \$1,174,166. This includes hardware, software, training services, permits, licenses, system installation, and maintenance. An appropriation increase of \$141,680 is requested and will be offset by funds received from Liquefied Natural Gas rebates in the Fleet Fund (IS 386) in the Financial Management Department (FM). These rebates have been deposited in the Fleet Services Fund (IS 386) in the Financial Management Department (FM). There is no local job impact associated with this recommendation.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



JOHN GROSS  
DIRECTOR OF FINANCIAL MANAGEMENT

JG:DB:DH  
K:\EXEC\COUNCIL LETTERS\FLEET SERVICES\12-06-16 CCL - AssetWorks CONTRACT AMEND.DOCX

APPROVED:

  
PATRICK H. WEST  
CITY MANAGER