



DATE: June 16, 2026

TO: Mayor and City Council

FROM: Director of Maintenance Services

SUBJECT: Adopt A Resolution Authorizing the City Manager to Execute Amendment No. 1 to the Professional Services Agreement with Samsara, Inc. to Provide Fleet Management Software and Telematics Services with a Maximum Compensation Not-to-Exceed Amount of \$150,000 and an Effective Term Length Through June 30, 2029

RECOMMENDATION

That the City Council adopts a resolution (Attachment II) authorizing the City Manager to execute Amendment No. 1 to the professional services agreement (PSA) with Samsara Inc (Samsara) with a maximum compensation amount not-to-exceed \$150,000 and an effective term length through June 30, 2029.

SUMMARY

Maintenance Services' Fleet Division is responsible for the management of over 450 vehicles and pieces of equipment. To support this effort, staff uses fleet management software and telematics to maintain an accurate and up-to-date overview of vehicle diagnostics, geolocation, and speed monitoring. In FY24, the Division entered into a PSA with Samsara to provide these services through FY26. Staff recommends executing Amendment No. 1 to the PSA to continue receiving these services through FY29.

FISCAL IMPACT

This item will be funded through the Fleet Division's annual adopted operating budget (Fund 735) in the respective fiscal years. This item will have no additional impact to the General Fund as it has been included in previous operating budgets and in the proposed budget for FY 2026-27. This item does not provide a direct economic impact to the City.

BACKGROUND AND DISCUSSION

The Fleet Division is responsible for the management of over 450 vehicles and pieces of equipment. To support this effort, staff uses fleet management software and telematics to maintain an accurate and up-to-date overview of vehicle diagnostics, geolocation, and speed

monitoring. This software can also decrease operational expenses through predictive analytics and supports compliance with state and federal mandates using detailed reporting.

On June 6, 2023, City Council adopted Resolution 23-139 authorizing the City Manager to execute a PSA with Samsara with a maximum compensation not-to-exceed \$105,465 with an effective term through Fiscal Year 2025-26. The PSA was awarded based on Samsara's proposal to Sourcewell's competitive bidding process for fleet management technologies and related software solutions solicitation (Contract 020221-SAM). Sourcewell is a cooperative service that completes competitive bids and offers procurement solutions/agreements to government entities. Recently, Sourcewell issued a new contract with Samsara through another competitive bidding process for the same scope of work (Contract 102924-SAM).

Samsara is a local technology company that provides telematic devices to improve the safety, efficiency, and sustainability of fleet operations. As part of the City's current contract, staff worked with Samsara to implement new series of devices that provide a broad range of diagnostic reporting and real-time video recording for select fleet vehicles. These upgrades allow for better operational and incident reporting, an expanded technology and asset operations platform, and reduced administrative charges. For example, diagnostic reports allow staff to quickly find vehicles that have active faults or check engine lights rather than waiting on other staff members to notify them. Likewise, emission reports show the average vehicle emissions based on miles driven, which provides insight into whether the vehicle is operating efficiently. Furthermore, some of these reports support the City's Electric Vehicle (EV) strategy and efforts. Specifically, the suitability report highlights and prioritizes vehicles that can be transitioned into EV based on set criteria. Staff is satisfied with the products and services Samsara provides and recommends issuing Amendment No. 1 to extend the term with a maximum compensation not to exceed \$150,000. Upon execution of Amendment 1, the PSA will have total maximum compensation amount not-to-exceed \$255,465.

STRATEGIC ROADMAP AND SUSTAINABILITY FEATURES

This agenda item is a routine operational item and does not directly relate to any of Council's six priorities or has significant sustainability features.

PUBLIC CONTACT

This item requires no public contact.

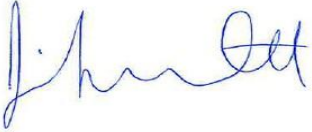
NEXT STEPS

If Council approves staff's recommendation, the City Manager will execute Amendment No. 1 to the PSA with Samsara with a maximum compensation amount not-to-exceed \$150,000 and an effective term length through the end of Fiscal Year 2028-29.

Prepared by: Manny Grewal, Management Analyst

Recommended by: Todd Rullman, Director of Maintenance Services

Approved by:

A handwritten signature in blue ink, appearing to read "Jennifer Ott". The signature is cursive and somewhat stylized.

Jennifer Ott, City Manager