



# Detroit Water and Sewerage Department

735 Randolph Street  
Detroit, Michigan 48226  
(313) 224-4704 Office  
dwsd.legistar.com

## Legislation Details (With Text)

**File #:** 20-0219      **Version:** 1      **Name:**

**Type:** Contract      **Status:** Passed

**In control:** Financial Services

**On agenda:** 9/16/2020      **Final action:** 9/16/2020

**Title:** The Board of Water Commissioners for the City of Detroit, Water and Sewerage Department authorizes the Director to approve DWSD Contract 6002993 (CS-1939) with AssetWorks LLC for fleet and fuel management software for a total not-to-exceed amount of \$143,511.46 and a term of three years. This also authorizes the Director to take such other action as may be necessary to accomplish the intent of this vote.

**Indexes:** Board of Water Commissioners, Finance Committee

**Code sections:**

**Attachments:**

| Date      | Ver. | Action By                    | Action                   | Result |
|-----------|------|------------------------------|--------------------------|--------|
| 9/16/2020 | 1    | Board of Water Commissioners | approved                 | Pass   |
| 9/2/2020  | 1    | Finance Committee            | recommended for approval | Pass   |

The Board of Water Commissioners for the City of Detroit, Water and Sewerage Department authorizes the Director to **approve DWSD Contract 6002993 (CS-1939) with AssetWorks LLC for fleet and fuel management software for a total not-to-exceed amount of \$143,511.46 and a term of three years.** This also authorizes the Director to take such other action as may be necessary to accomplish the intent of this vote.

### Agenda of September 16, 2020

#### Item No. 20-0219

#### Contract No. 6002993 (CS-1939)

#### Contractor: AssetWorks LLC

#### Address: 2441 Nacogdoches Rd. PMB 535, San Antonio, TX 78217

#### Total Contract Amount: \$143,511.46

#### Term: 10/1/2020 - 9/30/2023 (3 years)

**TO:** The Honorable  
Board of Water Commissioners  
City of Detroit, Michigan

**FROM:** Gary Brown, Director  
Water and Sewerage Department

**RE:** Proposed DWSD Contract 6002993 (CS-1939)  
Fleet & Fuel Management Software  
AssetWorks LLC

## MOTION

Upon recommendation of Mamata Burgi, Procurement Manager, the Board of Water Commissioners for the City of Detroit, Water and Sewerage Department authorizes the Director to **approve DWSD Contract 6002993 (CS-1939) with AssetWorks LLC for fleet and fuel management software for a total not-to-exceed amount of \$143,511.46 and a term of three years.** This also authorizes the Director to take such other action as may be necessary to accomplish the intent of this vote.

## JUSTIFICATION / BACKGROUND

In 2017, the City of Detroit's Contract No. 2654324 was amended to include DWSD's need to implement Assetworks' M5 and Fuel-Focus software. DWSD's Fuel Management software went live in December of 2019 and the M5 Fleet Management software's implementation was completed in March of 2020 for. DWSD has invested approximately \$1 million in the implementation of the dual software Assetworks system.

Assetworks M5 and Fuel Focus software are critical systems for Fleet Operations and contribute to effectively track assets, allocation of resources to improve operational efficiency for our fleet group as well as their internal customers across DWSD. These software systems are distinct but complimentary and yet interdependent - combined, they allow our Fleet team to track vehicle maintenance history and proactively manage the periodic preventative maintenance, necessary repairs and fuel consumption, among other functionality, per vehicle, for over 700 vehicles. The system also provides enhanced metrics tracking per vehicle and detailed operational reports that allows the Fleet Manager to better plan for the needs of the organization. The implementation of these software systems was a priority investment to keep its fleet of vehicles in safe, reliable working condition and ensure availability for use.

However, the City's contract that includes DWSD will expire in September 2020 and the City is not renewing the contract. The City created a Fleet Committee to oversee fleet processes Citywide. That group recommended a full RFP for fleet management vs keeping AssetWorks without looking at seeing what the market had to offer. The Fleet Committee inquired if DWSD was interested in participating in determining scope and requirements. DWSD declined due to just finished implementing AssetWorks and do not have an appetite to pursue a new system.

The City is preparing an RFP to replace the system but the process to solicit vendor responses, evaluate to select a new vendor and implement a new system in time for a seamless transition will take longer than 2 months. This estimated timeline will leave DWSD without a software maintenance services agreement and the investment to implement these systems would be lost before we gain the full benefit of this initiative. Additionally, the cost to replace the system with one provided by another vendor just one year after going live could cost DWSD another \$1 million in implementation costs. Therefore, DWSD seeks authorization to enter into a new services and support software agreement for a term of three (3) years which will allow DWSD with a better return on investment.

Assetworks software is a proprietary software and the only vendor that supports the software is Assetworks itself. Therefore, in order to keep the system under support by certified staff, DWSD will need to enter into a contract directly with Assetworks.

## PROCUREMENT METHOD

This contract was initially procured by the City of Detroit's Office of Central Procurement through a competitive solicitation and Assetworks was selected for City-wide implementation. DWSD was subsequently added to the CoD contract #2908467 in 2017.

Since the CoD has decided to re-solicit for their Fleet management needs, DWSD, to ensure continuity of operations and a cost effective return on our investment in the implementation, seeks a single source exception to competitive solicitation. This is justified as AssetWorks LLC is the only certified full service vendor able to provide software maintenance and support services to the Fleet-Focus (M5) and Fuel-Focus (AssetWorks's proprietary) systems.

## SUMMARY

- |    |                                |  |
|----|--------------------------------|--|
| A. | Contract No.:                  | 6002993 (CS-1939)  |
| B. | Contract Amount:               | \$143,511.46   |
| C. | Initial Term:                  | 10/1/2020 - 9/30/2023 (3 years)  |
| D. | Funding Source:                | I&E Funds  |
| E. | Anticipated Fiscal Year Spend: |  |
|    | FY 20-21: \$35,877.87          | FY 22-23: \$47,837.16  |
|    | FY 21-22: \$47,837.16          | FY 23-24: \$11,959.27  |
| F. | GL Strings(s):                 | 5720-20168-483301-622302-000205-10790-0000-000000 - 30%<br>5820-20179-493301-622302-000226-15805-0000-000000 - 70% |

This proposed contract was presented to the DWSD Finance Committee on September 2, 2020. Per the DWSD Procurement Policy, this will also be sent for Post FRC review.