



Pinellas County

Staff Report

File #: 23-0373A, Version: 1

The Subject:

First Amendment to the Agreement with AssetWorks Inc for upgrade implementation, and maintenance services for the County's fleet management, fuel dispensing and accounting system.

Recommended Action:

Approval of the First Amendment to the Agreement with AssetWorks LLC for upgrade implementation, and maintenance services pertaining to a new fleet management, fuel dispensing and accounting system.

- This contract provides for the implementation and support services pertaining to the upgrade of the County's integrated fleet management and fuel management systems.
- The First Amendment provides for corporate name change from AssetWorks LLC to AssetWorks Inc. and upgrades the County's legacy AssetWorks products for asset management (M4), fuel management (FuelFocus) to the latest version of the AssetWorks product suite including software licensing, maintenance, and support services for a period of five years and increases the total contract value to \$1,005,924.16.
- The current version used by Fleet Management is end of life, is over 23 years old and no longer supported by AssetWorks. This software upgrade transitions the software to the cloud (SaaS) and will retire legacy hardware and software licensing services currently on-prem.
- This software will enable Fleet Management Operations to be competitive with governmental and non-governmental fleet operations by providing state of the art software which will enable greatly enhanced and efficient fleet billing, provide an electronic interface with Fleet Management's privatized parts solution through NAPA and provide the necessary metrics to compare the efficiency and effectiveness of County Fleet Operations pre and post the implementation.
- This software solution was a central and critical recommendation by a third-party firm (Raftelis) reviewing fleet operations two years ago and the Inspector General "Audit of Fleet Management Billing Processes" issued 5/22/2023.
- This contract was competitively solicited and awarded by the Board of County Commissioners on April 9, 2019, in the amount of \$729,195.86 for a five-year term.
- Current requested funding is consistent with the Fiscal Year 2024 Budget Request via the Business Technology Services (BTS) Board of County Commissioners Strategic Projects and Application Services centers within the BTS Fund.

Contract no. 167-0378-P (JJ); in the amount of \$1,005,924.16 for a revised total amount of \$1,735,120.02; effective for a term of five years; Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

Strategic Plan:

Deliver First Class Services to the Public and Our Customers

- 5.2 Be responsible stewards of the public's resources
- 5.3 Ensure effective and efficient delivery of county services and support
- 5.4 Strive to exceed customer expectations

Summary:

This contract provides for the upgrade and implementation/support services of the County's Fleet management system - AssetWorks, a fully integrated, real time asset management and fuel management system.

The First Amendment provides for the corporate name change from AssetWorks LLC to AssetWorks Inc, and upgrades the County's legacy AssetWorks products for asset management (M4), fuel management (FuelFocus) to the latest version of the AssetWorks (FleetFocus) product suite including software licensing, maintenance and support services.

The corporate name change from AssetWorks LLC to AssetWorks Inc is an internal restructuring only, there was no change of ownership nor sale of intellectual property and will have no impact on products and/or services provided.

The software upgrade provides for transition of these software services to the cloud using software as a service (SaaS) delivery model and retires legacy hardware and software that is over 23 years old and is no longer supported by the vendor.

This implementation will modernize the fleet management functions and seamlessly integrate with other County systems including asset management (Cityworks), GIS, financials (Oracle), NAPA (parts/consumables) and GPS Tracking (NexTraq).

The completion of this upgrade will also address deficiencies in the Fleet billing processes identified in an audit by the Clerk Inspector General dated April 25th, 2023.

Background Information:

On April 9, 2019, the Board approved the Agreement in the amount of \$729,195.86 for the implementation, and maintenance services pertaining to a new fuel dispensing and accounting system.

Fiscal Impact:

Approved total to date expenditure not to exceed:	\$ 729,195.86
First Amendment increase not to exceed:	<u>\$1,005,924.16</u>
Revised total expenditure not to exceed:	\$1,735,120.02

Current requested funding is consistent with the FY24 Budget Request via the BTS BCC Strategic Projects and Application Services centers within Business Technology Services Fund.

Staff Member Responsible:

- Jeff Rohrs, Chief Information Officer, Business Technology Services
- Bryan Zumwalt, Chief Technology Officer, Business Technology Services
- Merry Celeste, Director, Purchasing and Risk, Administrative Services
- Don Moore, Manager of Fleet Operations, Administrative Services

Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

First Amendment