

**SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**



ITEM: 3.38  
(ID # 27984)

**MEETING DATE:**  
Tuesday, June 24, 2025

**FROM :** PURCHASING AND FLEET SERVICES

**SUBJECT:** PURCHASING AND FLEET SERVICES: Approve Amendment No. 1 to the Participation Agreement with Geotab USA, Inc. for Telemetry and Global Positioning System (GPS) Systems. All Districts. [Total Cost: \$1,984,800; up to \$50,000 annually in additional compensation - 100% Fleet Services Rates.]

**RECOMMENDED MOTION:** That the Board of Supervisors:

1. Approve Amendment No.1 to the Participation Agreement with Geotab USA, Inc. for Telemetry and Global Positioning System (GPS) systems to increase the annual contract amount by \$371,200, from \$100,000 to \$471,200, effective July 1, 2025 through June 30, 2029, and authorize the Chair of the Board to sign the amendment on behalf of the County;
2. Authorize the Purchasing Agent, in accordance with Ordinance No. 459, based on the availability of fiscal funding and as approved by County Counsel to: (a) sign amendments that exercise the options of the agreement and/or make modifications to the scope of services that stay within the intent of the agreement; and (b) sign amendments to the compensation provisions that do not exceed the sum total of \$50,000 annually; and
3. Authorize the Purchasing Agent to issue purchase orders to Geotab USA, Inc. for payment of services in an amount not to exceed the approved compensation amount for telemetry and global positioning system (GPS) systems that are consistent with the Participation Agreement, as amended.

**ACTION:Policy**

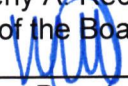
  
Meghan Hahn, Director of Procurement 5/30/2025

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**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Spiegel, seconded by Supervisor Perez and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Medina, Spiegel, Washington, Perez and Gutierrez  
Nays: None  
Absent: None  
Date: June 24, 2025  
xc: Purchasing

Kimberly A. Rector  
Clerk of the Board  
By:   
Deputy

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<b>FINANCIAL DATA</b>	<b>Current Fiscal Year:</b>	<b>Next Fiscal Year:</b>	<b>Total Cost:</b>	<b>Ongoing Cost</b>
<b>COST</b>	\$0	\$471,200	\$ 1,984,800	\$0
<b>NET COUNTY COST</b>	\$0	\$0	\$0	\$ 0
<b>SOURCE OF FUNDS: 100% Fleet Services Rates</b>			<b>Budget Adjustment:</b>	No
			<b>For Fiscal Year:</b>	25/26-28/29

**C.E.O. RECOMMENDATION:** Approve

**BACKGROUND:**

**Summary**

Telematics devices or Global Position System (GPS), also known as Automatic Vehicle Location (AVL), is an effective asset management tool that allows the County to monitor vehicle performance including idle time, vehicle utilization, miles driven, and system diagnostics. Telematics monitor a vehicle's computer system and can alert county staff whenever there is a problem with the vehicle via engine diagnostic codes, collisions or unsafe conditions. This allows for faster repairs, lower costs, and less downtime, resulting in improved efficiency for the department. Telematics are also utilized in accident investigations and in the recovery of stolen county vehicles. Telematics have been in use on county vehicles for many years. Geotab will provide a fixed monthly rate of \$13.00 per device over the five-year agreement period.

The vehicle location data has also been made available to Risk Management and Human Resources and can be used to defend the County against fraudulent complaints and/or claims. Additionally, Telematics are in communication with the Bureau of Automotive Repair (BAR) for the State of California, allowing the County to forgo the smog inspection process provided the vehicles are functioning up to BAR standards, which reduces vehicle downtime and loss of productivity. Telematics data will be integrated to download pertinent vehicle usage and safety information into the Purchasing & Fleet Services Fleet Management Information System (FMIS) also used by the County's Sheriff and Fire Departments.

This board action requests the approval of Amendment No.1 to the Participation Agreement with Geotab USA, Inc. (Geotab) for Telemetry and Global Positioning System (GPS) Systems. This request is to approve an increase of the annual contract amount from \$100,000 to \$471,200 through June 30, 2029, and include the option for an increase in additional compensation of up to \$50,000 annually to cover unforeseen costs of additional devices and monitoring services.

In accordance with Board Policy D-2, Telematics will be installed on all new county vehicles that are managed by Purchasing & Fleet Services, excluding vehicles exempted by departmental request and written approval by the County Executive Office. Additionally, other county departments may request the installation of telematics to help manage their fleet and locate vehicles in the field, which is a safety feature and allows a department to deploy field staff more efficiently based on location of the vehicles.

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Geotab has established integrations with multiple other county systems used by Purchasing & Fleet Services, including EJ Ward fueling, WEX fueling credit cards, FASTER and Assetworks Fleet Management Information Systems (FMIS). In accordance with Board Policy H-11, the implementation of the telematics platform utilized by the new provider was submitted and approved by the Technology Standard Oversight Committee (TSOC) on March 5, 2025.

**Impact on Residents and Businesses**

Integration with Geotab telematics will provide more detailed vehicle utilization and safety monitoring for efficient fleet management at a steady cost that supports continued operations and reporting capabilities.

**Additional Fiscal Information**

Purchasing & Fleet Services manages over 2,700 assets and supports more than 42 departments. There are currently more than 1,400 telematics devices installed within the central fleet from the previous telematics service provider. Geotab will be providing telematics hardware at no additional cost to the County and Purchasing & Fleet Services will be providing the labor to install the new units at no additional cost to the departments ensuring a smooth transition with no increased cost and minimal disruption through the changeover. At the time the county reaches telematics installs on 2,700 units, the annual cost for the subscription services will be \$421,200 (\$13.00 x 12 months x 2,700 units). The Geotab telematics contract allows for an unlimited amount of units at a subscription cost of \$13.00 per month per vehicle; this is a 50% per unit cost savings when compared to the prior contract provider.

This board action requests the approval of an amendment to increase the annual contract amount from \$100,000 to \$471,200 to accommodate full transition of all county vehicles to the new provider. As the initial agreement was under \$100,000, it was executed under the Purchasing Agent's delegated authority.

<b>FISCAL YEAR PERIOD</b>	<b>Annual Cost</b>	<b>Additional Compensation</b>
3/14/2025-6/30/2025 – Initial Term	\$100,000	\$0
7/1/2025-6/30/2026	\$471,200	\$50,000
7/1/2026-6/30/2027	\$471,200	\$50,000
7/1/2027-6/30/2028	\$471,200	\$50,000
7/1/2028-6/30/2029	\$471,200	\$50,000
<b>Total Cost:</b>	<b>\$1,984,800</b>	<b>\$200,000</b>

Note: Additional compensation will be used to cover unforeseen additions of units and service costs throughout the period of performance.

**Contract History and Price Reasonableness**

Geotab has been awarded the State of California contract for Telematics devices and service (State of California – Department of General Services Standard Agreement No. 1-19-58-69). The County Participating Agreement with Geotab is the product of a competitive bid process (Request for Proposal Event ID #0000005635), which satisfies the County's competitive bidding

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requirements and assists with expediting the implementation/acquisition of needed commodities and services.

On April 6, 2018, Event ID 0000005635 was published on the California State Contracts Register (CSCR). Proposals were received from six (6) bidders and after a thorough evaluation, the State recommended Geotab USA, Inc. for a contract award on May 15, 2019.

Prior to recommending moving forward with this procurement method, Purchasing & Fleet Services conducted a pilot test of Geotab telematics technology to ensure the system met monitoring and reporting needs. Geotab's user interface was proven to have advanced features and reporting capabilities that are not available from the current County Telematics provider. Access to this new and improved technology will enable the County to better provide much improved safety monitoring of county owned assets. Geotab has also offered favorable contract pricing for these services to Riverside County and has agreed to hold their pricing firm for five years.

**ATTACHMENTS:**

Amendment No. 1 to the Participation Agreement with Geotab USA, Inc.

  
\_\_\_\_\_  
Stacy Orton, Assistant Director of Purchasing 6/5/2025

  
\_\_\_\_\_  
Aaron Gettis, Chief of Deputy County Counsel 6/10/2025

AMENDMENT NO. 1 TO THE PARTICIPATION AGREEMENT  
FOR STATE OF CALIFORNIA – DEPARTMENT OF GENERAL SERVICES  
STANDARD AGREEMENT NO. 1-19-58-69

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Original Period of Performance:	March 14, 2025 through June 17, 2026
Effective Date of Amendment No. 1:	July 1, 2025
Original Annual Maximum Compensation Amount:	\$100,000
Amended Annual Maximum Compensation Amount:	\$471,200
County Contract Identifier:	PUARC-96258-001-07/26A
CA DGS Agreement No:	1-19-58-69

This Amendment No. 1 to the Participation Agreement for State of California – Department of General Services Standard Agreement No. 1-19-58-69 (“**Amendment No. 1**”) is made and entered into by and between the COUNTY OF RIVERSIDE, a political subdivision of the State of California, (the “**COUNTY**”) and GEOTAB USA, INC., a Delaware Corporation, (“**CONTRACTOR**”).

**WHEREAS**, COUNTY and CONTRACTOR entered into that certain Participation Agreement for State of California – Department of General Services Standard Agreement No. 1-19-58-69, effective March 14, 2025 through June 17, 2026 with three (3) one-year renewal options, for telemetry and global positioning system (GPS) systems (“**Agreement**”); and

**WHEREAS**, COUNTY and CONTRACTOR now desire to amend the Agreement to increase the annual maximum compensation amount;

**NOW THEREFORE**, the parties hereto agree as follows:

1. **Recitals.** The above recitals are true and correct and are incorporated herein by reference.
2. **Compensation.** The first sentence of Section 2 of EXHIBIT C – AGREEMENT-SPECIFIC PRICING of the Agreement is hereby amended to increase the annual maximum compensation amount by \$371,200, from \$100,000 per fiscal year to \$471,200 per fiscal year, as follows:  
  
“Maximum payments by COUNTY to CONTRACTOR shall not exceed \$471,200 per fiscal year.”
3. **Miscellaneous.** All other terms and conditions of the Agreement not modified herein shall remain unchanged and in full force and effect.
4. **Effective Date.** This Amendment No. 1 shall be effective July 1, 2025.
5. **Counterparts; Electronic Signatures.** This Amendment No. 1 may be executed in any number of counterparts, each of which shall be an original, but all of which together shall constitute one instrument. Each party to this Amendment No. 1 agrees to the use of electronic signatures, such as digital signatures that meet the requirements of the California Uniform Electronic Transactions Act (“CUETA”) (Cal. Civ. Code §§ 1633.1 to 1633.17), for executing this Amendment No. 1. The parties further agree that the electronic signatures of the parties included in this Amendment No. 1 are intended to authenticate this writing and to have the same force and effect as manual signatures. Electronic signature means an electronic sound, symbol, or process attached to or logically associated with an electronic record and executed or adopted by a person with the intent to sign the electronic record pursuant to the CUETA as amended from time to time. The CUETA authorizes use of an electronic signature for transactions and contracts among parties in California, including a

AMENDMENT NO. 1 TO THE PARTICIPATION AGREEMENT  
FOR STATE OF CALIFORNIA – DEPARTMENT OF GENERAL SERVICES  
STANDARD AGREEMENT NO. 1-19-58-69

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government agency. Digital signature means an electronic identifier, created by computer, intended by the party using it to have the same force and effect as the use of a manual signature, and shall be reasonably relied upon by the parties. For purposes of this section, a digital signature is a type of "electronic signature" as defined in subdivision (i) of Section 1633.2 of the Civil Code.


**IN WITNESS WHEREOF**, the parties hereto have caused their duly authorized representatives to execute this Amendment No. 1.

**COUNTY OF RIVERSIDE**, a political subdivision of the State of California

By:   
V. Manuel Perez, Chairman  
Board of Supervisors

Dated: JUN 24 2025

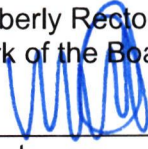
**GEOTAB USA, INC.**, a Delaware corporation

By:   
Neil Cawse (May 22, 2025 15:18 EDT)  
Neil Cawse  
President and CEO

Dated: 22/05/2025

ATTEST:

Kimberly Rector  
Clerk of the Board

By:   
Deputy

APPROVED AS TO FORM:  
Minh C. Tran  
County Counsel

By: *Danielle Maland*  
Danielle Maland  
Deputy County Counsel












# PUARC\_96258\_001\_07-26A Amendment 1

Final Audit Report

2025-05-28

Created:	2025-05-20
By:	Andy Ortiz (andortiz@rivco.org)
Status:	Signed
Transaction ID:	CBJCHBCAABAAu9Q5IQg0J6tVKE--e6iwezDzEibgASTV

## "PUARC\_96258\_001\_07-26A Amendment 1" History

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2025-05-20 - 11:49:09 PM GMT
-  Email viewed by Jamie Telfer for Neil Cawse (jamieltelfer@geotab.com)  
2025-05-22 - 4:58:24 PM GMT
-  Document signing delegated to Neil Cawse (neilcawse@geotab.com) by Jamie Telfer for Neil Cawse (jamieltelfer@geotab.com)  
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-  Document emailed to Neil Cawse (neilcawse@geotab.com) for signature  
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-  Document e-signed by Neil Cawse (neilcawse@geotab.com)  
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-  Document emailed to Danielle Maland (dmaland@rivco.org) for signature  
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-  Document e-signed by Danielle Maland (dmaland@rivco.org)  
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2025-05-28 - 3:11:37 PM GMT