

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



**ITEM: 15.1**  
**(ID # 29232)**

**MEETING DATE:**  
Tuesday, January 13, 2026

**FROM :** DEPARTMENT OF WASTE RESOURCES

**SUBJECT:** DEPARTMENT OF WASTE RESOURCES: Approve the Participation Agreement with Geotab USA, Inc. for Telemetry and Global Positioning System (GPS) Systems through June 17, 2027 with two (2) one-year renewal options. All Districts. [Total Cost \$200,000 - Up to \$15,000 annually in additional compensation, Department of Waste Resources Enterprise Funds 100%]

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

1. Approve the Participation Agreement with Geotab USA, Inc. for Telemetry and Global Positioning System (GPS) systems for an amount not to exceed \$100,000 per fiscal year through June 17, 2027 with two (2) one-year renewal options, and authorize the Chair of the Board to sign the Agreement 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 as to form by County Counsel to (a) sign amendments that exercise the options of the Agreement including modifications of the statement of work that stay within the intent of the Agreement, and (b) sign amendments to the compensation provisions that do not exceed \$15,000 annually; and
3. Authorize the Purchasing Agent, based on the availability of fiscal funding, to issue purchase orders to Geotab USA, Inc. for Telemetry and Global Positioning System (GPS) services performed within the approved compensation amount consistent with the Agreement.

**ACTION:Policy**

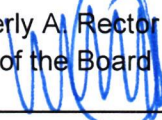
  
Andrew Cortez 12/23/2025

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**MINUTES OF THE BOARD OF SUPERVISORS**

On motion of Supervisor Gutierrez, seconded by Supervisor Washington 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: January 13, 2026  
xc: Waste

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>	\$115,000	\$115,000	\$230,000	\$0
<b>NET COUNTY COST</b>	\$0	\$0	\$0	\$0
<b>SOURCE OF FUNDS: Department of Waste Resources</b>			<b>Budget Adjustment: No</b>	
Enterprise Funds 100%				
			<b>For Fiscal Year: 25/26 – 26/27</b>	

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

**BACKGROUND:**

**Summary**

The Department of Waste Resources (DWR) is requesting the installation and implementation of telematics technology to improve fleet management, enhance field operations, and support department-wide safety initiatives. Telematics devices, in combination with a Global Positioning System (GPS), provide real-time vehicle location and operational data that improve staff deployment, increase efficiency, and support monitoring of key operating characteristics.

Telematics is an effective asset management tool that enables DWR to track vehicle performance, including idle time, utilization, miles driven, and system diagnostics. These devices interface directly with a vehicle's onboard computer and can alert staff to engine diagnostic codes, collisions, or unsafe operating conditions. This timely information allows for quicker repairs, reduced maintenance costs, and minimized downtime, resulting in improved operational efficiency. Telematics data is also critical for immediately addressing safety concerns and supports both accident investigations and the recovery of stolen vehicles.

Vehicle location and telematics data can also be utilized by Risk Management and Human Resources and have been used to help defend the County against fraudulent complaints and claims. Additionally, telematics systems communicate directly with the State of California Bureau of Automotive Repair (BAR), allowing DWR to bypass traditional smog inspections when vehicles meet BAR performance standards. This reduces vehicle downtime and minimizes productivity impacts. The telematics data will integrate with the Management Information System and is compatible with existing County systems, including EJ Ward fueling, WEX fuel cards, and Assetworks.

**Impact on Residents and Businesses**

Further implementation of telematics will allow DWR to operate its fleet more safely and efficiently, resulting in more reliable waste resources services for residents and businesses. Enhanced safety monitoring also reduces the likelihood of vehicle-related incidents, creating a safer environment on road and at DWR facilities. Additionally, optimized routing and deployment may reduce delays in service delivery, improve operational transparency, and support better use of public resources.

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**Additional Fiscal Information**

Geotab USA, Inc. (Geotab) will provide telematics hardware at no additional cost to DWR. DWR will perform the installation of the new units with existing staff resources, ensuring a smooth transition and minimizing operational disruption during the changeover from the current GPS provider. The Geotab telematics contract allows for an unlimited amount of units at a subscription cost of \$13.00 per month per vehicle; representing a 50% per-unit savings when compared to the previous contract provider.

Budget for this service will be provided by DWR from Fund 40200, Department ID - 4500100000.

**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) (State Agreement)]. The County's Participating Agreement with Geotab is based on this competitively bid contract (Request for Proposal Event ID #0000005635), which satisfies the County competitive bidding requirements and expedites the implementation and acquisition of the necessary equipment 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 following a thorough evaluation, the State awarded Geotab USA, Inc. the State Agreement effective June 18, 2019.

Prior to recommending this procurement method, DWR conducted a pilot test of Geotab's telematics platform to confirm that the system met the department's monitoring and reporting needs. Geotab's user interface and analytics tools demonstrated advanced features and reporting capabilities not available through the current DWR telematics provider. Access to this improved technology will enable DWR to significantly enhance safety monitoring of County-owned assets. Additionally, Geotab has offered favorable pricing for these services and has agreed to hold pricing firm for five (5) years.

**ATTACHMENTS**

**ATTACHMENT A. PARTICIPATION AGREEMENT AATF**

 Stacy Orton, Assistant Director of Purchasing	12/23/2025	 Crystal Carrillo, Senior Management Analyst	1/6/2026
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 Aaron Gettis, Chief Deputy County Counsel	12/30/2025
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**PARTICIPATION AGREEMENT**  
**FOR STATE OF CALIFORNIA - DEPARTMENT OF GENERAL SERVICES**  
**STANDARD AGREEMENT NO. 1-19-58-69**

This Agreement ("**Agreement**") is made and entered into this 13 day of JAN, 20226 (the "**Effective Date**"), 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, CONTRACTOR entered into that certain State of California - Department of General Services Standard Agreement No. 1-19-58-69, effective June 18, 2019, for telemetry/global positioning system (GPS) systems, which is incorporated herein by this reference as Exhibit A, (the "**Statewide Contract**"); and

WHEREAS, the Statewide Contract was the product of a competitive bid process which satisfies the COUNTY's competitive bidding requirements; and

WHEREAS, pursuant to Section 1 of the Statewide Contract, CONTRACTOR agreed the Statewide Contract would be available and open to local government agencies; and

WHEREAS, COUNTY is a local government agency; and

WHEREAS, COUNTY desires to have the CONTRACTOR furnish the same goods and/or services set forth in the Statewide Contract at the prices set forth in the Statewide Contract.

NOW, THEREFORE, the parties hereto agree as follows:

**1.0 DUTIES OF THE PARTIES**

1.1 Statewide Contract. The parties incorporate herein by reference in full the obligations set forth in the Statewide Contract. CONTRACTOR shall provide all goods and services set forth in the Statewide Contract to COUNTY, as needed by COUNTY. COUNTY shall have the same rights and privileges as the State of California ("State"), and CONTRACTOR shall have the same obligations and duties to COUNTY as it does to the State, under the terms of the Statewide Contract. This Agreement is governed by the terms and conditions of the Statewide Contract, as amended.

1.2 Special Requirements. Additional terms, exceptions and conditions of this Agreement, if any, which are made a part hereof are set forth in the **Exhibit B** attached hereto and incorporated herein by this reference. In the event of a conflict between the provisions of **Exhibits A, B, and C** and any other provisions of this Agreement, the provisions of **Exhibits A, B, and C** shall govern. In the event of a conflict between **Exhibits A, B, and C**, the Exhibits shall govern in reverse alphabetical order.

**2.0 COMPENSATION**

2.1 Contract Sum. The payment provisions for the goods and services are as stated in the Statewide Contract unless otherwise stated in **Exhibit C**.

**3.0 PERFORMANCE SCHEDULE**

3.1 Schedule of Performance and Term. CONTRACTOR shall commence and shall perform within the time period(s) established in the "Schedule of Performance" in the Statewide Contract unless otherwise set forth in **Exhibit C**. The term of this Agreement shall commence upon the Effective Date and continue in effect until June

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17, 2027 with two (2) one-year renewal options. Each renewal option shall be memorialized via a written amendment signed by the authorized representatives of both parties.

IN WITNESS WHEREOF, the parties have executed and entered into this Agreement as of the Effective Date.

**COUNTY**

By: *Karen S. Spiegel*  
**KAREN SPIEGEL**, Chair  
Board of Supervisors

Dated: JAN 13 2026

**CONTRACTOR**

By: *Neil Cawse*  
Neil Cawse  
President and CEO

Dated: 12/01/2025

**ATTEST:**

*Kimberly Rector*  
Kimberly Rector  
Clerk of the Board

By: \_\_\_\_\_  
Deputy

Dated: JAN 13 2026

**APPROVED AS TO FORM:**

Minh C. Tran  
County Counsel

By: *Lisa Sanchez*  
Lisa Sanchez  
Deputy County Counsel

Dated: 12/01/2025

Notices Address:  
Riverside County Department of Waste Resources  
Attn: PCS/Buyer  
[WastePurchasing@rivco.org](mailto:WastePurchasing@rivco.org)  
14310 Frederick Street  
Moreno Valley, CA 92553

Notices Address:  
GeoTab USA, INC.  
Attn: Drake Zwahlen  
770 East Pilot Road  
Las Vegas, NV 89119

**EXHIBIT A - STATEWIDE CONTRACT**

[Incorporated herein by this [reference](#)]

## EXHIBIT B - ADDITIONAL TERMS, CONDITIONS AND EXCEPTIONS

1. **CONDUCT OF CONTRACTOR.** The CONTRACTOR covenants that it presently has no interest, including, but not limited to, other projects or contracts, and shall not acquire any such interest, direct or indirect, which would conflict in any manner or degree with CONTRACTOR's performance under this Agreement. The CONTRACTOR further covenants that no person or subcontractor having any such interest shall be employed or retained by CONTRACTOR under this Agreement. The CONTRACTOR agrees to inform the COUNTY of all the CONTRACTOR's interests, if any, which are or may be perceived as incompatible with the COUNTY's interests. The CONTRACTOR shall not, under circumstances which could be interpreted as an attempt to influence the recipient in the conduct of his/her duties, accept any gratuity or special favor from individuals or firms with whom the CONTRACTOR is doing business or proposing to do business, in accomplishing the work under this Agreement. The CONTRACTOR or its employees shall not offer gifts, gratuity, favors, and entertainment directly or indirectly to COUNTY employees.
2. **SUBCONTRACTING.** No contract shall be made by the CONTRACTOR with any other party for furnishing any of the work or services under this Agreement without the prior written approval of the COUNTY; but this provision shall not require the approval of contracts of employment between the CONTRACTOR and personnel assigned under this Agreement, or for parties named in the proposal and agreed to under this Agreement, or for suppliers that provide hardware or software that form part of the goods or services identified in the Statewide Contract.
3. **DISPUTES.** The parties shall attempt to resolve any disputes amicably at the working level. If that is not successful, the dispute shall be referred to the senior management of the parties. CONTRACTOR shall proceed diligently with the performance of this Agreement pending the resolution of a dispute. Prior to the filing of any legal action related to this Agreement, the parties shall be obligated to attend a mediation session in Riverside County before a neutral third-party mediator. A second mediation session shall be required if the first session is not successful. The parties shall share the cost of the mediations.
4. **LICENSES AND PERMITS.** CONTRACTOR represents and warrants that it has and will maintain all necessary licenses, permits, approvals, certificates, waivers and exemptions necessary for performance of this Agreement as required by applicable laws.
5. **NOTICES.** All correspondence and notices shall be sent to the parties at the addresses set forth in the signature blocks and are deemed submitted two (2) days after their deposit in the United States mail, postage prepaid.
6. **INSURANCE.** Without limiting or diminishing the CONTRACTOR's obligation to indemnify or hold the COUNTY harmless, CONTRACTOR shall procure and maintain or cause to be maintained, at its sole cost and expense, the following insurance coverages during the term of this Agreement. As respects to the insurance section only, the COUNTY herein refers to the County of Riverside, its Agencies, Districts, Special Districts, and Departments, their respective directors, officers, Board of Supervisors, employees, elected or appointed officials, agents, or representatives as Additional Insureds.

### **A. Workers' Compensation:**

If the CONTRACTOR has employees as defined by the State of California, the CONTRACTOR shall maintain statutory Workers' Compensation Insurance (Coverage A) as prescribed by the laws of the State of California. Policy shall include Employers' Liability (Coverage B) including Occupational Disease with limits not less than \$1,000,000 per person per accident. The policy shall be endorsed to waive subrogation in favor of The County of Riverside.

### **B. Commercial General Liability:**

Commercial General Liability insurance coverage, including but not limited to, premises liability, unmodified contractual liability, products and completed operations liability, personal and advertising injury, and cross liability coverage, covering claims which may arise from or out of CONTRACTOR's performance of its obligations hereunder. Policy shall name the COUNTY as Additional Insured. Policy's limit of liability shall not be less than \$1,000,000 per occurrence combined single limit. If such insurance contains a general aggregate limit, it shall apply separately to this Agreement or be no less than two (2) times the occurrence limit.

### **C. Vehicle Liability:**

If vehicles or mobile equipment is used in the performance of the obligations under this Agreement, then CONTRACTOR shall maintain liability insurance for all owned, non-owned, or hired vehicles so used in an amount not less than \$1,000,000 per occurrence combined single limit. If such insurance contains a

general aggregate limit, it shall apply separately to this Agreement or be no less than two (2) times the occurrence limit. Policy shall name the COUNTY as Additional Insureds.

**D. General Insurance Provisions - All lines:**

1) Any insurance carrier providing insurance coverage hereunder shall be admitted to the State of California and have an A M BEST rating of not less than A: VIII (A:8) unless such requirements are waived, in writing, by the COUNTY Risk Manager. If the COUNTY's Risk Manager waives a requirement for a particular insurer such waiver is only valid for that specific insurer and only for one policy term.

2) The CONTRACTOR must declare its insurance self-insured retention for each coverage required herein. If any such self-insured retention exceeds \$500,000 per occurrence each such retention shall have the prior written consent of the COUNTY Risk Manager before the commencement of operations under this Agreement. Upon notification of self-insured retention unacceptable to the COUNTY, and at the election of the COUNTY's Risk Manager, CONTRACTOR's carriers shall either; 1) reduce or eliminate such self-insured retention as respects this Agreement with the COUNTY, or 2) procure a bond which guarantees payment of losses and related investigations, claims administration, and defense costs and expenses.

3) CONTRACTOR shall cause CONTRACTOR's insurance carrier(s) to furnish the County of Riverside with either 1) a properly executed original Certificate(s) of Insurance and certified original copies of Endorsements effecting coverage as required herein, and 2) if requested to do so orally or in writing by the COUNTY Risk Manager, provide original Certified copies of policies including all Endorsements and all attachments thereto, showing such insurance is in full force and effect. Further, said Certificate(s) and policies of insurance shall contain the covenant of the insurance carrier(s) that thirty (30) days written notice shall be given to the County of Riverside prior to any material modification, cancellation, expiration or reduction in coverage of such insurance. In the event of a material modification, cancellation, expiration, or reduction in coverage, this Agreement shall terminate forthwith, unless the County of Riverside receives, prior to such effective date, another properly executed original Certificate of Insurance and original copies of endorsements or certified original policies, including all endorsements and attachments thereto evidencing coverages set forth herein and the insurance required herein is in full force and effect. CONTRACTOR shall not commence operations until the COUNTY has been furnished original Certificate(s) of Insurance and certified original copies of endorsements and if requested, certified original policies of insurance including all endorsements and any and all other attachments as required in this Section. An individual authorized by the insurance carrier shall sign the original endorsements for each policy and the Certificate of Insurance.

4) It is understood and agreed to by the parties hereto that the CONTRACTOR's insurance shall be construed as primary insurance, and the COUNTY's insurance and/or deductibles and/or self-insured retention's or self-insured programs shall not be construed as contributory.

5) If, during the term of this Agreement or any extension thereof, there is a material change in the scope of services; or, there is a material change in the equipment to be used in the performance of the scope of work; or, the term of this Agreement, including any extensions thereof, exceeds five (5) years; the COUNTY reserves the right to adjust the types of insurance and the monetary limits of liability required under this Agreement, if in the COUNTY Risk Manager's reasonable judgment, the amount or type of insurance carried by the CONTRACTOR has become inadequate.

6) CONTRACTOR shall pass down the insurance obligations contained herein to all tiers of subcontractors working under this Agreement.

7) The insurance requirements contained in this Agreement may be met with a program(s) of self-insurance acceptable to the COUNTY.

8) CONTRACTOR agrees to notify COUNTY of any claim by a third party or any incident or event that may give rise to a claim arising from the performance of this Agreement.

7. **GOVERNING LAW; VENUE.** This Agreement shall be governed by the laws of the State of California. Venue shall be the Superior Court of the State of California located in Riverside, California. The parties waive any provision of law providing for a change of venue to another location. In the event any provision in this Agreement is held by a court of competent jurisdiction to be invalid, void, or unenforceable, the remaining provisions will nevertheless continue in full force without being impaired or invalidated in any way.

8. ENTIRE AGREEMENT; AMENDMENTS. This Agreement constitutes the entire agreement of the parties and supersedes all prior communications. This Agreement may be changed or modified only by a written amendment signed by authorized representatives of both parties.
9. COUNTERPARTS; SIGNATURES. This Agreement may be executed in any number of counterparts, each of which will be an original, but all of which together will constitute one instrument. CONTRACTOR represents and warrants that the individual signing this Agreement on behalf of CONTRACTOR has full and complete authority to bind CONTRACTOR to the terms of this Agreement. Each party to this Agreement 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 Agreement. The parties further agree that the electronic signatures of the parties included in this Agreement are intended to authenticate this writing and to have the same force and effect as manual signatures.

## EXHIBIT C - AGREEMENT-SPECIFIC PRICING

1. COUNTY shall pay the following fees in accordance with the provisions of this Agreement:
  - A. Self-Install Bundle: \$13.00 per month, per device to include the GeoTab GO9 telematics device, ProPlus plan, universal harness, and training.
  - B. The prices listed in Supplement 11, incorporated herein by this reference, for all other products and services.
2. Maximum payments by COUNTY to CONTRACTOR shall not exceed \$100,000 per fiscal year. A fiscal year is defined as beginning on July 1 of each calendar year and ending on June 30 of the following calendar year. CONTRACTOR shall be paid in arrears based on an invoice submitted to COUNTY within fifteen (15) days from the last day of each calendar month, and COUNTY shall pay the invoice within thirty (30) working days from the date of receipt. COUNTY shall not pay interest or finance charges except as permitted by California Government Code §926.10. In the event payment under this Agreement is later disallowed by COUNTY, CONTRACTOR shall promptly refund the disallowed amount to COUNTY on request or COUNTY, at its option, may offset the amount disallowed from any payment due to CONTRACTOR.









# PARTICIPATION AGREEMENT FOR STATE OF CALIFORNIA - DEPARTMENT OF GENERAL SERVICES STANDARD AGREEMENT NO. 1-19-58-69

Final Audit Report

2025-12-02

Created:	2025-12-01
By:	Derek Price-Nolen (DePNolen@RIVCO.ORG)
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## "PARTICIPATION AGREEMENT FOR STATE OF CALIFORNIA - DEPARTMENT OF GENERAL SERVICES STANDARD AGR EEMENT NO. 1-19-58-69" History

-  Document created by Derek Price-Nolen (DePNolen@RIVCO.ORG)  
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-  Signer jamieltelfer@geotab.com entered name at signing as Jamie Telfer  
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 Document e-signed by Lisa Sanchez (lisanchez@rivco.org)

Signature Date: 2025-12-02 - 0:38:37 AM GMT - Time Source: server

 Agreement completed.

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