

RESOLUTION NO. 2024-91

AUTHORIZING CONTRACT NO. 2024-170 WITH S&A SYSTEMS, INC. TO PROVIDE FLEETWATCH HOSTED SOFTWARE MAINTENANCE AND SUPPORT FOR A PERIOD OF THREE YEARS IN AN AMOUNT NOT TO EXCEED \$113,910.42 (GENERAL FUND, INFORMATION TECHNOLOGY DEPARTMENT BUDGET)

WHEREAS, the Greater Cleveland Regional Transit Authority ("Authority") currently utilizes S&A Systems, Inc. licensed products for the Fleetwatch vehicle fluid tracking system; and

WHEREAS, the offer of S&A Systems, Inc., located at 992 Sids Rd. Rockwall TX, 75032, to provide hosted software services to support the Fleetwatch vehicle fluid tracking system was received on August 29, 2024; and

WHEREAS, R.C. 306.43(H)(3) provides that competitive procedures are not required when the expenditure is for a renewal or renegotiation of a lease or license for telecommunications or electronic data processing equipment, services, or systems, or for the upgrade of such equipment, services, or systems, or for the maintenance thereof as supplied by the original source or its successors or assigns; and

WHEREAS, the General Manager, Chief Executive Officer deems the negotiated offer of S&A Systems, Inc. to be in the best interest of the Authority, price and other factors considered, and recommends acceptance thereof by the Board of Trustees.

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of the Greater Cleveland Regional Transit Authority, Cuyahoga County, Ohio:

Section 1. That the offer of S&A Systems, Inc. to provide hosted software services to support the Fleetwatch vehicle fluid tracking system for a period of three years is hereby accepted.

Section 2. That the General Manager, Chief Executive Officer of the Authority be, and she is hereby authorized to enter into a contract with S&A Systems, Inc. to provide hosted software services to support the Fleetwatch vehicle fluid tracking system for a period of three years.

Section 3. This procurement will be funded through the General Fund, Information Technology Department budget, in an amount not to exceed \$113,910.42 for a period of three years.

Section 4. That said contract shall be binding upon and an obligation of the Authority contingent upon future funding, compliance by the contractor with the specifications and addenda, if any; the Affirmative Action Plan adopted by the Board of Trustees; bonding and insurance requirements and all applicable laws relating to contractual obligations of the Authority.

Section 5. That the Authority's Board of Trustees expects that S&A Systems, Inc. will attempt to exceed the 0% minimum DBE goal assigned to this procurement.

Section 6. That this resolution shall become effective immediately upon its adoption.

Adopted: November 19, 2024



President

Attest: 

Secretary-Treasurer



TITLE/DESCRIPTION: CONTRACT: FLEETWATCH HOSTED SOFTWARE MAINTENANCE AND SUPPORT VENDOR: S&A SYSTEMS, INC. AMOUNT: NTE \$113,910.42 FOR A PERIOD OF THREE YEARS	Resolution No.: 2024-91
	Date: November 14, 2024
	Initiator: Information Technology Department
ACTION REQUEST: <input checked="" type="checkbox"/> Approval <input type="checkbox"/> Review/Comment <input type="checkbox"/> Information Only <input type="checkbox"/> Other _____	

- 1.0 **PURPOSE/SCOPE:** This action will allow the Greater Cleveland Regional Transit Authority ("Authority") to enter into a contract to purchase a hosted software solution to upgrade the Fleetwatch system. This upgrade will migrate the existing on-premise system to a cloud-hosted environment where the vendor will manage and maintain the servers, operating system, databases, and all related maintenance tasks for a period of three years.

- 2.0 **DESCRIPTION/JUSTIFICATION:** The Authority relies on Fleetwatch software developed by S&A Systems, Inc. to track vehicle fluid consumption, which integrates with garage hardware and vehicle devices at fuel pumps. Due to limited staffing, maintaining the current on-premise system is no longer feasible. Upgrading to a cloud-hosted solution managed by S&A Systems, Inc. will ensure reliable maintenance, disaster recovery, and technical support through primary and backup facilities, aligning with the Authority's operational needs. This contract secures the hosted Fleetwatch service for consistent system functionality and disaster resilience.

- 3.0 **PROCUREMENT BACKGROUND:** This contract is exempt from competition pursuant to R.C. 306.43(H)(3) which provides that competitive procedures are not required when the expenditure is for a renewal or renegotiation of a lease or license for telecommunications or electronic data processing equipment, services, or systems, or for the upgrade of such equipment, services, or systems, or for the maintenance thereof as supplied by the original source or its successors or assigns.

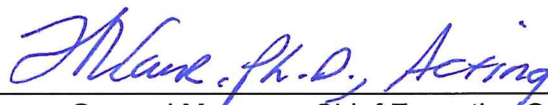
 A cost analysis has been performed, and the Procurement Department has determined the negotiated proposal from S&A Systems, Inc. in an amount not to exceed \$113,910.42 for a period of three years to be fair and reasonable to the Authority. The negotiated pricing is 2.64% below the estimate for this purchase.

- 4.0 **AFFIRMATIVE ACTION/DBE BACKGROUND:** All Affirmative Action requirements have been met. A 0% DBE goal was established for this procurement due to the lack of certified DBE firms.

- 5.0 **POLICY IMPACT:** Does not apply.

- 6.0 **ECONOMIC IMPACT:** This procurement will be funded through the General Fund, Information Technology Department budget, in an amount not to exceed \$113,910.42 for a period of three years.
- 7.0 **ALTERNATIVES:** Reject this offer. Rejection of this offer would jeopardize the Fleetwatch system's functionality, disrupting essential fluid tracking and vehicle maintenance operations critical to the Authority's fleet management and disaster recovery readiness.
- 8.0 **RECOMMENDATION:** It is recommended that the offer from S&A Systems, Inc. be accepted and the resolution adopted authorizing the General Manager, Chief Executive Officer to enter into a contract.
- 9.0 **ATTACHMENTS:** None

Recommended and certified as appropriate to the availability of funds, legal form and conformance with the Procurement requirements.



General Manager, Chief Executive Officer