

**ITEMS REQUIRING BOCC APPROVAL**

**March 20, 2025**

**(3 Items)**

**1. TELEMATICS EQUIPMENT AND SERVICES -- PUBLIC WORKS**

**FUNDING--PUBLIC WORKS**

(Joint Governmental Purchase - Sourcewell Contract #020221-SAM)

#25-2031 Contract

|   | <b>Samsara, Inc.</b> |                       |                    |
|---|----------------------|-----------------------|--------------------|
| Licenses                                    | <b>QTY</b>           | <b>Net Unit Price</b> | <b>Total Price</b> |
| 1. License for Forward - Facing Dash Camera | <b>105</b>           | <b>\$392.40</b>       | <b>\$41,202.00</b> |
| 2. License for Vehicle Gateways             | <b>105</b>           | <b>\$327.00</b>       | <b>\$34,335.00</b> |
| 3. License for Vehicle Gateways             | <b>16</b>            | <b>\$327.00</b>       | <b>\$5,232.00</b>  |
| 4. License for Unpowered Asset Tracker      | <b>11</b>            | <b>\$120.00</b>       | <b>\$1,320.00</b>  |
| Total                                       |                      |                       | <b>\$82,089.00</b> |

On the recommendation of Lee Barrier, on behalf of Public Works, Philip Davolt moved to **utilize Sourcewell Contract #020221-SAM with Samsara, Inc. good through March 26, 2026 in the amount of \$82,089.00**. Anna Meyerhoff-Cole seconded the motion. The motion passed unanimously.

Public Works has been using Samsara, Inc. for vehicle telematics services since 2022. This includes vehicle monitoring, safety alerts, and forward-facing dash cameras for 132 Public Works' vehicles and equipment. The agreement covers the software service and technical support. There are no additional fees for the hardware. These services are used to alert supervisory staff of crashes, help determine fault in vehicle crashes, locate stolen vehicles and equipment, train staff on driving safety, and track assets as needed, such as during snow and ice operations.

Samsara, Inc. has been very responsive and accommodating to the needs of Public Works over the first three (3) years of service, which has had an overall very positive effect on driving safety.

Notes:

2024 Spend - \$75,455.00

**BOARD OF BIDS AND CONTRACTS MARCH 20, 2025**

**2. AMBULANCE -- EMERGENCY MEDICAL SERVICES (EMS) / FLEET MANAGEMENT**

**FUNDING -- AMBULANCE**

(Joint Governmental Purchase - HGACBuy Contract No. AEV-AM10-23)

#25-2032 S/C #8000246872

|   | <b>American Response Vehicles (ARV) &amp; American Emergency Vehicles (AEV)</b> |
|---|---|
|   | <b>Unit Cost</b>  |
| 2025 AEV Traumahawk X-Series LTD Type I Custom Ambulance 172x96x72 Ford F550, LWB, 4x4, Gas | <b>\$390,377.00</b>   |
| Delivery Date   | <b>Delivery will be prior to 3/31/2026</b>                                      |

On the recommendation of Britt Rosencutter, on behalf of EMS and Fleet Management, Anna Meyerhoff-Cole moved to **utilize HGACBuy Contract No. AEV-AM10-23 with American Response Vehicles (ARV) & American Emergency Vehicles (AEV) in the amount of \$390,377.00.** Philip Davolt seconded the motion. The motion passed unanimously.

Sedgwick County Fleet Management and EMS have been working with American Emergency Vehicles (AEV) in the construction of all new ambulances since 2012. The EMS Ambulance fleet consists of 29 front line ambulances and 27 of those were manufactured by AEV.

AEV is located in Jefferson, North Carolina and produces about 1,400 of the 5,000 new ambulances constructed in the United States every year. AEV's parent company, REV Group, owns five (5) other ambulance manufacturers and along with AEV, constructs 45%-50% of all new ambulances produced in the United States.

Ambulances are made-to-order products with various layouts and requirements. EMS requires standardization in the construction of its ambulances. This is critical in assisting to facilitate timely response and care of patients. This standardization also provides a safer working environment for responders when working on-scene with patients. This standardization is also endorsed by CAAS (Commission on Accreditation of Ambulance Services). All EMS ambulances are built to the same specifications.

For an ambulance to qualify under the HGACBuy Group, it must meet 75% of the base standard published options group. The customized portion of the ambulance cannot exceed 25% of the construction. The specifications for Sedgwick County's ambulances meet the 75% base standard and consist of just 5% customizable options.

The ambulance on this purchase will be an addition to EMS, bringing the fleet to 32 front line ambulances. On January 1, 2024, EMS added two (2) twelve-hour medic units/ambulances into our rotation to assist with the growing call demand. To do this, it is necessary to pull one of the spare ambulances and move it into field use. The goal is to add two (2) more twelve-hour medic units/ambulances into the rotation in 2025. This additional ambulance will assist in maintaining the spare ambulance reserve.

Notes:

This pricing reflects an approximate 5% discount from list.

**Questions and Answers**

Philip Davolt: Am I to understand this is in addition to the fleet and not replacing one?

Britt Rosencutter: That is correct, yes.

Philip Davolt: What's the difference between a frontline ambulance and this 12 hour one?

Brian Nicholas: When we refer to frontline ambulances, those are the ones that are actually in rotation on the streets everyday running calls as opposed to our reserve capacity that we maintain for standbys or ice storms or other large scale events where we have to put additional ambulances on the street as opposed to our normal daily schedule. It also allows us the extra capacity for the ambulances that are out of service due to being remounted or in the remount program, which we are actually behind. We're still trying to catch up based on COVID, short falls from the previous years, so trying to get caught up on that. So this will help us maintain our reserve capacity and allow us to launch some new on duty trucks to meet the demands.

Philip Davolt: What is an optimal number of reserve ambulances?

Brian Nicholas: Well, right now we have 10. This would make it 11. If we add two (2) more to the streets, that will drop it back down. That may seem like a lot but if you consider, for example, now we have two (2) out for accident repair. We have two (2) or three (3) out every day for normal maintenance, oil changes and so on. Then we have generally two (2) but to get caught up, we really need as many as four (4) in the remount program. So you know that spare capacity drops quickly.

Anna Meyerhoff-Cole: It says the goal is to add two (2) more medic units this year. Is that already approved for or do you have the staffing for it? You just need the equipment?

Brian Nicholas: We anticipate the staffing.

Anna Meyerhoff-Cole: You already have the positions you're just trying to hire?

Brian Nicholas: Yes, correct. We have the open positions and we're filling them right now. We actually are in the middle of the hiring process and so we anticipate having the personnel oriented and ready to go to where we can staff the additional units.

**BOARD OF BIDS AND CONTRACTS MARCH 20, 2025**

**3. WASTE TIRE TRANSPORTATION SERVICES -- ENVIRONMENTAL RESOURCES**

**FUNDING -- ENVIRONMENTAL RESOURCES**

(Request sent to 23 vendors)

RFP #25-0009 Contract

|                                    |                                      |                               |                             |
|------------------------------------|--------------------------------------|-------------------------------|-----------------------------|
|                                    | <b>Champlin Tire Recycling, Inc.</b> |                               |                             |
| Waste Tire Transportation Services | <b>\$198.00 per scaled ton</b>       |                               |                             |
| No Submission                      | Big State Tire & Axle, Inc.          | Resource Management Co., Inc. | Waste Connections of Kansas |

On the recommendation of Britt Rosencutter, on behalf of Environmental Resources, Tim Myers moved to **accept the proposal from Champlin Tire Recycling, Inc. in the amount of \$198.00 per scaled ton.** Kenly Zehring seconded the motion. The motion passed unanimously.

A committee comprised of Susan Erlenwein and Catherine Johnson - Environmental Resources; Jerry Martin - Public Works; and Britt Rosencutter - Purchasing evaluated the proposal response based on the criteria set forth in the RFP. The committee agreed to accept the proposal from Champlin Tire Recycling, Inc.

The county will provide waste tire transportation service for all residents and certain businesses in Sedgwick County. Businesses that collect fees for the disposal of tires will not be eligible to participate. The event will take place from April 10-12, 2025.

Note:

The last two (2) waste tire events in 2021 and 2023 collected 183,471 and 137,187 tire equivalents respectively. The 2023 contract was awarded to Champlin Tire Recycling, Inc. at \$179.00 per scaled ton.

The total spend for the 2023 event was \$245,564.73.

This is a proposal and not a bid. Proposals are based on criteria set forth in the RFP. There are five (5) components to this RFP.

| Component  | Points     |
|--|------------|
| A. <u>Has experience in collection and removal of refuse tires</u>                               | 20         |
| B. <u>References verifying ability to perform the proposed waste tire transporting services</u>  | 20         |
| C. <u>Meeting all request for proposal requirements and/or specifications as outlined herein</u> | 20         |
| D. <u>Implementation plan and service proposed</u>   | 20         |
| E. <u>Cost Competitiveness</u>   | 20         |
| <b>Total Points</b>  | <b>100</b> |

**Questions and Answers**

Philip Davolt: Just to confirm, this is available for residents to take their own tires?

Britt Rosencutter: Exactly. It's like a county-wide cleanup.

Russell Leeds: This is going to happen here in less than a month. Where is this going to take place?

Catherine Johnson: So yes, it will be at the West Yard at 4701 South West Street for those three (3) days.

Russell Leeds: Can you just describe a little bit what that process looks like?

Catherine Johnson: So vehicles come in and then they are directed using the staff from the West Yard. They will be directed to have smaller vehicles in one area, larger vehicles, bigger trucks in another for safety, to try to keep some of the bigger vehicles away from just individual cars or motorcycles. People are unloading the tires themselves. They get piled and moved out of the way and then they're collected at the yard for those three (3) days. Champlin will be taking them out, either at night or once the event is finished, so that their semis are not in between members of the public dropping off.

Russell Leeds: The intent of this event is to keep tires from being in streams and creeks and ditches and other places that are not environmentally appropriate?

Catherine Johnson: Right. We don't want them in those places. First of all, we don't want them collecting water and being a habitat for things like mosquitoes and Champlin is very good. They are able to refurbish some of the tires that can be used again and they shred some of them. Some of them get made into decking material for picnic tables and such. So there's as much recycling as possible is going on, keeping those out of the landfill.

Russell Leeds: This is paid for how?

Catherine Johnson: It comes out of the Solid Waste Fee. It was approved as part of the BOCC approval of the solid waste update, June 12, 2024 along with the approval of the Solid Waste Fee at that time for this year.

Tim Myers: This is strictly for tires correct not the rims?

Catherine Johnson: They will take them on a rim. They said that's okay.

Russell Leeds: This alternates every other year?

Catherine Johnson: That has been the pattern so far with e-waste one year and then tires the next. That is just subject to BOCC approval, if that's something they want to continue but that is the pattern recently.