

Purchasing Department
Madison County Board of Supervisors
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1 March 2017

District 1 Supervisor Sheila Jones
District 2 Supervisor Trey Baxter
District 3 Supervisor Gerald Steen
District 4 Supervisor David Bishop
District 5 Supervisor Paul Griffin

Subject: Update on pricing for GIS tracking devices for county vehicles

Dear Board Members:

At the February 21 board meeting, Board President Trey Baxter requested a review of pricing to outfit all county vehicles (Sheriff's Dept. vehicles excluded) with GIS tracking devices similar to the ones already installed on some Road Department vehicles. The review was postponed until the March 6 meeting to give time to explore AT&T's vehicle tracking service that was recently added to the ITS wireless state contract.

Last week IT Director Duane Thompson and I participated in a webinar demonstration by AT&T. County Administrator Shelton Vance watched part of the webinar. The wealth of information that the AT&T device makes available is truly amazing. In addition to reporting vehicle location, some of the information the device will report includes speeding violations, taking curves too fast, crashes, curfew violations (using vehicle during predetermined hours), and non-moving vehicle during work hours. Google Earth is part of the system; one can easily zoom in to see a satellite view of the vehicle location. Additionally, AT&T has a very easy to use web interface for its tracking service.

The Road Department currently uses GIS services from Fleetistics to track 21 vehicles. Fleetistics price is \$25 per month per vehicle plus an initial equipment cost of approximately \$119 per vehicle.

AT&T's monthly price is \$22 per vehicle. AT&T's initial equipment price is \$50 per vehicle; however, AT&T credits the \$50 per vehicle equipment cost back to the county after two month.

The number of General County vehicles and Road Department vehicles is fluid. Based upon the current number of vehicles, the monthly cost would be as follows:

General County (excluding Sheriff, Road, and Fire Trucks)
Monthly GIS tracking Fee (34 vehicles X \$25 per vehicle) \$850

Road Department

Road Department vehicles not currently on Fleetisics tracking
Monthly GIS tracking fee (32 vehicles X \$22 per vehicle) \$704

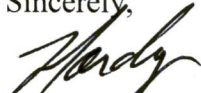
Road Department Vehicles Currently on Fleetisics Tracking
Monthly GIS tracking fee (21 vehicles X \$22 per vehicle) \$462

Total Monthly Road Department GIS Tracking Fee if
All Road Department Vehicles are Tracked by AT&T \$1,166

**Total County GIS Tracking Cost If All General County and
Road Department Vehicles Tracked by AT&T \$2,016**

AT&T's state contract offers the best deal if the board wishes to track all county vehicles.

Sincerely,



Hardy Crunk
Purchase Clerk