



# City of San Antonio

## Agenda Memorandum

**File Number:**

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**Agenda Item Number:** 10

**Agenda Date:** August 29, 2024

**In Control:** City Council A Session

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**DEPARTMENT:** Finance Department

**DEPARTMENT HEAD:** Troy Elliott

**COUNCIL DISTRICTS IMPACTED:** Citywide

**SUBJECT:**

Annual Contract for Smart Collection System for the Solid Waste Management Department

**SUMMARY:**

This ordinance authorizes a contract with Rubicon Global LLC to provide a Smart Collection System for the Solid Waste Management Department collection vehicles for an initial cost of \$413,258.00 and for a total contract value of \$6,082,538.00. Funding for the initial year of this contract in the amount of \$413,258.00 is available from the Solid Waste Operating and Maintenance Fund FY 2024 Adopted Budget. Funding for subsequent years is contingent upon City Council approval of the annual budget.

**BACKGROUND INFORMATION:**

Submitted for City Council consideration and action is a proposal submitted by Rubicon Global LLC to provide an integrated technology platform designed to enhance solid waste collections operations. This technology will improve customer service and provide operational efficiencies through collection service verification, route management, turn-by-turn navigation, and billing reconciliation.

The initial phase of this effort will allow the Solid Waste Management Department (SWMD) to deploy the solution into 187 vehicles. Firm pricing has been secured for this contract. SWMD plans to scale this solution to a total of 200 vehicles in year two and to 260 vehicles in year three. Established recurring costs will be based on the total number of vehicles deployed with the solution, If fully deployed throughout the collection fleet, the recurring annual costs for 260 vehicles will be \$580,320.

The City issued a Request for Competitive Sealed Proposals (RFCSP) for “Annual Contract for Smart Collection System for the Solid Waste Management Department” (RFCSP 24-008, 6100017447) on December 13, 2023, with a submission deadline of February 5, 2024. The RFCSP was advertised in the HartBeat, TVSA channel, the City’s Bidding & Contracting Opportunities website, the San Antonio e-Procurement System and an email notification was released to a list of potential respondents. Two proposals were received, and both proposals were deemed responsive for evaluation.

The evaluation committee consisted of representatives from the City Manager’s Office, Information Technology Services Department, and the Solid Waste Management Department. The Finance Department, Procurement Division assisted by ensuring compliance with City procurement policies and procedures. The evaluation of each proposal response was based on a total of 100 points: 30 points allotted for experience, background, and qualifications; 50 points allotted for proposed plan; and 20 points allotted for respondent’s price schedule. Additional categories of consideration included references and financial qualifications.

The evaluation committee met to interview both firms on March 28, 2024. After interviews, the evaluation committee discussed and scored the two proposals. The top ranked firm was Rubicon Global LLC and is recommended for award.

A post-solicitation briefing was presented to the Audit Committee on April 30, 2024, with staff’s recommendation for Council award.

The initial term of the agreement will be for the period upon award by City Council. After implementation/set up and the City’s final acceptance of the system, licensing and support for this contract will begin and continue in full force and effect on a year-to-year basis for a five-year period. Three additional, two-year renewals at the City’s option will also be authorized by this ordinance.

## **ISSUE:**

This contract will provide an integrated technology platform designed to enhance solid waste collections operations. This solution will increase customer satisfaction by reducing missed collections with service verifications, increase driver productivity with turn-by-turn navigation and optimize routes for efficient performance.

The Small Business Economic Development Advocacy (SBEDA) Ordinance requirements were waived due to the lack of small, minority and/or women owned businesses available to provide

these items.

This award is an exception to the Local Preference Program.

The Veteran-Owned Small Business Program does not apply to goods or non-professional services contracts, so no preference was applied to this contract.

**ALTERNATIVES:**

Should this contract not be approved, the Solid Waste Management Department will continue to experience approximately 65,000 missed collection calls, per year.

**FISCAL IMPACT:**

This ordinance will approve a contract with Rubicon Global LLC to provide a Smart Collection System for the Solid Waste Management Department collection vehicles for an initial cost of \$413,258.00 and for a total contract value of \$6,082,538.00. Funding for the initial year of this contract in the amount of \$413,258.00 is available from the Solid Waste Operating and Maintenance Fund FY 2024 Adopted Budget. Funding for subsequent years is contingent upon City Council approval of the annual budget.

**RECOMMENDATION:**

Staff recommends approval of this ordinance.

This contract was procured by means of a Request for Competitive Sealed Proposal and a Contracts Disclosure Form is required.