
CITY OF OCALA

CITY COUNCIL REPORT

Council Meeting Date: 02/02/21

Subject: Lytx Event Recorder Hardware Lease and Annual Subscription

Submitted By: Jared Sorensen

Department: Human Resources & Risk

STAFF RECOMMENDATION (Motion Ready): Approve Agenda Item (ID # 15346) a 5-year lease agreement with Lytx, Inc. for 426 DriveCam dashboard cameras with an annual subscription cost estimated at \$150,378

OCALA'S RELEVANT STRATEGIC GOALS: Fiscally Sustainable, Operational Excellence

PROOF OF PUBLICATION: N/A

BACKGROUND:

The City implemented a video based fleet safety program that fully deployed in 2017 to all City vehicles, excluding OPD. This program consists of a dashboard camera that generates 12 second video clips when triggered by certain actions such as hard braking or a collision impact. Recorded video clips are reviewed by Lytx to identify risky driving behaviors (cell phone use, following too closely, driver unbelted, etc.) and the City is notified to proactively coach those identified behaviors of concern.

Event recorders currently installed operate on the 3G network. The cellular provider which operates the 3G network is scheduled to be taken offline in December 2021. As such, this hardware needs to be replaced or upgraded due to becoming obsolete.

FINDINGS AND CONCLUSIONS:

Historically, the City purchased the event recorders outright at a cost up to \$575 per the GSA schedule. This purchase agreement included a specified subscription duration (60 months) and a limited warranty (3 years).

Lytx has prepared a quote for a lease option that allows the City to upgrade the hardware that benefits the City as it relates to the cost of the hardware and the warranty term length.

FISCAL IMPACT:

The hardware will be provided to the City at no cost for the duration of the lease. The annual subscription cost will remain the same at \$353 per event recorder, or \$150,378 annual (426 total current event recorders). Funds have been budgeted in account number 626-099-999-590-81-31010 for the subscription costs.

The hardware lease and annual subscription cost will be in accordance with the GSA schedule.

This number will ultimately be dependant on the total number of vehicles within the City's fleet and could increase or decrease from fiscal year to fiscal year.

The Fleet department has agreed to provide installation of the new hardware over a 3-month period.

PROCUREMENT REVIEW:

The agreement has been reviewed and approved for compliance with the City's procurement policies.

LEGAL REVIEW:

The agreement is pending review for form and legality by the City Attorney, Robert W. Batsel, Jr.

ALTERNATIVE:

Explore vendors that compete with Lytx in order to complete a pilot program to compare capabilities, and obtain quotes to compare the fiscal impacts.

SUPPORT MATERIALS:

Lytx Price Quote MPA - City of Ocala - 11-12-2020 (PDF)

Auto Claim and DC Trends (PDF)