

From: [City of Ocala - Contracting Officer](#)
To: [Richard Dennis](#); [Shayatta J. Roberts](#); [Daphne Robinson](#); [Megan Dugan](#); [Contracts](#); [Eileen M. Marquez](#); [Louis Joseph](#); [Ashley Presley](#); [David C. Williams](#); [Patricia Lewis](#)
Subject: Your policy exception has been approved.
Date: Monday, November 10, 2025 10:38:50 AM

Your policy exception has been **approved**.

Approval Comments: drobinson@ocalafl.org

After speaking with Todd Swanson, HR Director, this exception seeks standardization of the Lytx-brand driver safety camera and software solutions and is approved as best approach. The City of Ocala has utilized Lytx vehicle monitoring system, equipment, and software solutions since 2012. The City of Ocala has an ongoing need for a vehicle monitoring system to help reduce claims costs through identifying areas where additional training and/or education are needed and by changing driving behaviors to prevent accidents before they occur. The City of Ocala currently has 488 units installed across its fleet. System upgrades are now required to include cameras which offer facial recognition and higher quality video. It is in the City's best interest to utilize Lytx brand products throughout the organization for performance, consistency, and compatibility. Lytx has offered the City of Ocala competitive pre-tariff pricing for the upgrade project. The request for standardization is approved and is valid for a period of ten (10) years from today. PLEASE CREATE A MUNIS CONTRACT SO THAT PURCHASES FOR THE UPGRADE PROJECT CAN BE EFFECTIVELY TRACKED THROUGH THE END OF THE RESULTING CONTRACT TERM. PLEASE ENSURE THAT THIS EXCEPTION REQUEST IS ATTACHED TO THE MUNIS CONTRACT. IF YOU ANTICIPATE THAT EXPENDITURES UNDER THIS CONTRACT WILL EXCEED \$50,000, PLEASE SCHEDULE FOR A COUNCIL AGENDA.



Procurement/Contract/P-Card Exception

Select exception type:

Procurement

Reason for procurement exception:

Policy Exception for Best Value/Approach

Enter a brief description of your

The City LYTX Contract (210121) expires September of 2026. at that time we have planned to upgrade the camera's and contract to include some premium features to include Facial recognition, higher quality video and a few other features that will require upgraded camera's to (SF400) we currently have 488 total units and 447 of those units will need to be upgraded. I have already spoken to Chris Watt and he has agreed to the upgrades as these

exception request:

features will add a positive experience to the internal LYTX drive cam program. In recent weeks we received notification from LYTX that due to Tariffs, starting December 1st Tariff rates will go into effect. We would like to update the contract and drive-cam units at the pre tariff pricing. If you have any questions please feel free to reach out. All supporting documentation attached and if we need to contact LYTX Josh Newell can be reached at Joshua.Newell@lytx.com cell phone 561-427-3457.

Attach all documents related to the exception that can assist the Contracting Officer's decision.

[Lytx Cost comparison for renewal.xlsx](#)
[City of Ocala - Lytx Product Roadmap Review \(003\).pdf](#)
[City of Ocala - Lytx Pricing Proposal.pdf](#)
[LYTX Tarriff Increases December 1st 2025 .pdf](#)

Department

(RSK) RISK MANAGEMENT

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Who authorized requesting this exception?

Todd Swanson