



Agenda Report

2725 Judge Fran Jamieson
Way
Viera, FL 32940

Consent

F.13.

5/5/2020

Subject:

Fleet Services Fuel Management System for County Owned Fuel Sites

Fiscal Impact:

\$169,235.98 initial cost for all the equipment and installation

\$11,880 yearly recurring costs for monthly data charges and the cloud-based software module (this is a minor savings over the current rate from Fluid Secure for annual data/module cost of \$12,216.00).

Dept/Office:

Central Services/Fleet Services

Requested Action:

It is requested that the Board approve procurement of Gasboy Fuel Management System via piggyback use of the statewide Sourcewell (formerly NJPA) contract for implementation at the County owned fuel sites.

Summary Explanation and Background:

The County owns and maintains 9 separate fuel sites throughout the County. During an internal audit it was determined that County fuel sites needed enhanced security measures to prevent possible theft of County owned fuel. Fluid Secure, the County's current fuel management system is a single point verification system that allows any person with a County fuel fob to start the fueling process and put fuel into any vehicle or container.

In researching various fuel management systems, Central Services has found multiple companies that offer a variety of fuel management systems that require multiple stages of verification. These companies were invited to present their fuel management systems to the Central Services Director and Fleet Manager. Upon seeing these presentations Fleet Services determined that implementation of a new fuel management system would not only address the audit findings but also provide a more accurate reporting system as well as improving the monitoring of fuel levels from any location at any time.

Gasboy, the system that Fleet Services is requesting approval to purchase will not only enhance the security of County owned fuel sites but will also enhance Fleet Service's ability to remotely monitor fuel levels in real-time. While the County currently has this ability, the system is dated technology that can become unreliable during a natural disaster such as a hurricane, when knowing and maintaining fuel levels is of critical importance.

The new Gasboy Fuel Management System that County Fleet Services is requesting approval to purchase has a multi-point verification system that utilizes an individual's County issued proximity ID card and a security

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cube/ring that is installed around the fueling receptacle on the vehicle. When an individual enters the fueling site, the fuel pump will not become active until the fueling nozzle is in close proximity to the security chipped ring installed around the fuel receptacle and the individual has scanned their proximity card. This will provide Fleet Services with the following information for every transaction:

- Who pumped the fuel
- Date/Time/Location of transaction
- Vehicle/receptacle in which the fuel was pumped

The initial cost of implementing this new fuel management system includes Gasboy supplying all new fuel site equipment to the nine County owned fuel sites and removal of the existing equipment. Installation includes all new wiring and conduit as needed. Gasboy will hard wire in cellular modems at each location as well installation of software at all locations (to allow for the cloud based monitoring and remote access into the sites). Training on the new software for Fleet Services staff is included.

For County employees that do not have proximity ID Cards and other non-Board agencies that utilize County owned fuel sites through various agreements, those personnel will be issued a County proximity card from the Fleet Services office. These proximity cards will be different from the County issued ID proximity cards and will only allow access to the fuel sites not County facilities.

The security chipped fuel ring that will be installed on every vehicle that needs to access County owned fuel sites will be installed by County Fleet Services. The installation of this ring takes about 4 minutes per vehicle and if removed from the vehicle, the ring becomes inactive. Fleet services will schedule with each department a time for these to be installed on current County vehicles upon installation of the Gasboy Fuel Management System. For all County vehicles purchased in the future the security rings will be installed upon Fleet Services receiving the vehicle before it is turned over to the department.

Gasboy Fuel Management System also allows for fuel to be put into approved fuel containers (for staff to use in filling lawn maintenance equipment). While these red fuel receptacles would not have the security ring installed on them, the system allows for personnel (when set up in the fuel management system correctly) to be able to activate the pump with only their County issued proximity ID card. These personnel profiles, when set up, would then be limited to a certain gallon limit per day or per transaction; limits would be set based on input from supervisors and duties of the personnel. For example, a lawn maintenance staff member with Parks and Recreation could have their profile established to fill a 5-gallon container twice a day to run the lawn mower. Should special circumstances warrant the individual needing more fuel that day (or within the specified period of time), Fleet Services can make that change remotely with an approved request from the staff members supervisor, manager, or director.

The system also has the capability to be overridden by Fleet Management (either on site or remotely) should a situation arise where an individual is at a fuel site and cannot activate the system for whatever reason.

The system reports fuel levels and transactions in real time via the internet in a cloud-based system. Should the fuel site lose internet connectivity, the fuel management system would still function as designed, however, it would store all transactions internally and once the internet connection is restored, the transactions would be pushed through the system.

The existing contract is Contract #022217-GVR and is effective through May 31, 2021. The prices quoted (quote attached) from Gasboy for equipment and installation is actually less than the costs on the existing Sourcewell Contract that we are requesting permission to piggyback.

The pricing proposed to the County includes a 5% savings from the manufacturer of the equipment that was passed along to the County as well as a 50% reduction in the monthly cellular fee.

Clerk to the Board Instructions:

None



Kimberly Powell, Clerk to the Board, 400 South Street • P.O. Box 999, Titusville, Florida 32781-0999

Telephone: (321) 637-2001

Fax: (321) 264-6972

Kimberly.Powell@brevardclerk.us

May 6, 2020

M E M O R A N D U M

TO: Steven Darling, Central Services Director

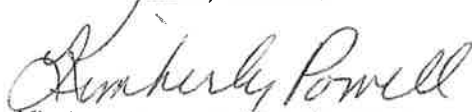
RE: Item F.13., Approval for Fleet Services Fuel Management System for County-Owned Fuel Sites

The Board of County Commissioners, in regular session on May 5, 2020, approved procurement of Gasboy Fuel Management System via piggyback use of the Statewide Sourcewell (formerly NJPA) contract for implementation at the County-owned fuel sites.

Your continued cooperation is greatly appreciated.

Sincerely yours,

BOARD OF COUNTY COMMISSIONERS
SCOTT ELLIS, CLERK


Kimberly Powell, Deputy Clerk

/sm

cc: Finance
Budget



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PO Box 22087
Greensboro, NC 27420-2087
United States

Phone: 336-547-5174
Email: Adrianne.rutherford@gilbarco.com
www.gilbarco.com
www.gasboy.com

February 3, 2020

RE: Gilbarco Sourcewell Contract 022217-GVR

To Whom it May Concern,

Gilbarco is confirming that Guardian Fueling Technologies is an Authorized Distributor partner and is authorized to provide Sourcewell pricing for active Sourcewell members under the referenced contract.

Please feel free to reach out to me if you have any additional questions or need any assistance. Thank you!

Best Regards,

A handwritten signature in cursive script that reads "Adrianne Rutherford".

Adrianne Rutherford
Gasboy Sales Operations Manager
Adrianne.rutherford@gilbarco.com
336-430-0457



To: BREVARD COUNTY

ATTN: Carl.Cotner@brevardfl.gov
CARL COTNER

Jacksonville, FL

Tampa, FL
Ft. Myers, FL
Miami, FL
Tallahassee, FL
Orlando, FL
Pensacola, FL
Birmingham, AL
Atlanta, GA
Columbia, SC
Greensboro, NC
Raleigh, NC
Charlotte, NC

CORPORATE OFFICE: 800-733-2945

www.guardianfueltech.com

Guardian Fueling Technologies provides layouts, installation, and service on all Liquid Handling Projects.

We are pleased to offer the following for your consideration

Site: Brevard County
Address: 4690 N. Wickham Rd
Melbourne, FL, 32935

SL1022460

Gasboy Fuel Management

PROJ

slayfield@guardianfueltech.com

Samuel Layfield

407-832-3673

Date:

4/9/2020

****UNLESS SPECIFICALLY NOTED, THIS PROPOSAL IS VALID FOR 30 DAYS FROM THE DATE ABOVE****

General description of work to be performed:

GFT will supply all gasboy equipment to all nine locations, GFT will remove all existing equipment and replace with new Gasboy Islander Prime units. wire in using existing pulsars but new conduit and wire from dispensers if needed, all wire from building will be existing. GFT will wire in the cell modem, once unit is installed GFT will assist Gasboy on the installation and software download to ensure all is working properly. site will be responsible for installing all Fuel Cubes
Data Charges \$30/Month/Site, Fuel Sites Module: \$80/Month/Site

If GFT runs into any unforeseen problems beyond the scope of work a quote will be given and work will commence once approved

Gasboy Equipment			\$	146,041.23
1	Gasboy	EKOS One Time Software Setup Fee	2,000.00	2,000.00
9	Gasboy	Islander PRIME 2 Mechanical Hoses	6,451.07	58,059.63
9	Gasboy	Islander PRIME HID Universal Reader (Also requires card reader)	1,071.45	9,643.05
9	Gasboy	Islander PRIME Insert Mag Card Reader	372.55	3,352.95
9	Gasboy	Wireless Gateway License Option	815.14	7,336.26
9	Gasboy	Gasboy Service Offering (Islander PRIME Controller Software Support)	460.63	4,145.67
1	Gasboy	Wireless Vehicle Programmer	2,687.28	2,687.28
9	Gasboy	nNR-F: Catlow Elite, OPW 11A/B, Husky 1A, Husky X, OPW DEF	375.44	3,378.96
7	Gasboy	nNR-F: Catlow Max 1, OPW 7H, Husky 1+8, Husky HS, Catlow CM 21, OPW 1290	375.44	2,628.08
7	Gasboy	Nozzle Reader protector for M09677B036 nozzle reader	12.27	85.89
1000	Gasboy	Fuel Cube - antennae and security chip all-in-one	39.71	39,710.00
1000	Gasboy	Mifare Card - White Blank each	4.33	4,330.00
1	Gasboy	Fleet Head Office Mifare Tag Reader	872.90	872.90
9	Gasboy	EKOS Cellular Modem	867.84	7,810.56
FREIGHT			\$	979.00
1	Shipping Wireless		79.00	79.00
9	Equipment Freight		100.00	900.00

THE TOTAL PRICE IS AS FOLLOWS:

NOTE: TOTAL PRICE DOES NOT INCLUDE ESTIMATED SALES / USE TAX

EQUIPMENT -	\$ 147,020.23
INSTALLATION -	\$ 22,215.75
TOTAL PRICE	\$ 169,235.98



Estimated Monthly Payment
(Actual finance rates and payment amount
determined on credit approval) **\$4,020.49**



**Ask about FuelGuard our fuel analysis,
treatment and polishing services!**

SERVICE / PROJECT PAYMENT TERMS:

Customer Initials Required: _____

Guardian has the right to refuse delivery and/or installation for past due account balance.

*Projects are invoiced upon substantial completion of outlined scope of work and payments are **due thirty (30) days from invoice date.***

*Project payments received later than **thirty (30) days** from invoice date may result in an additional interest charge on your account.*

The deposit and credit approval are required prior to equipment ordering and scheduling. Late payments may result in a site lien.

A 25% restocking fee will apply to cancelled orders. Any deposit balance will apply toward the 25% restocking fee.

NOTE:

All dispenser & POS equipment is invoiced at date of shipment from manufacturer and terms are net seven (7) days.

The minimum deposit required for this order is: _____ **PO#** _____

The Customer's Account must be current prior to training and start up of new equipment!

We appreciate the opportunity of offering this proposal and trust we may be favored with your most valued business.



ACCEPTANCE:

This proposal, when accepted by the purchaser, and executed by final approval of Sellers Official Officer, will constitute a bonafide contract between us, subject to all terms and conditions within.

It is expressly agreed that there are no promises, agreements or understandings, oral or written, not specified in this proposal.

GFT Salesman: Samuel Layfield

Signature: _____

Phone number: _____

GUARDIAN FUELING TECHNOLOGIES ACCEPTANCE

Company Name _____

Signature of Officer _____

Signature _____

(I AGREE TO PAY TERMS ABOVE)

Date _____

Title _____

Title _____

Date _____