



# City of Denton

City Hall  
215 E. McKinney Street  
Denton, Texas  
[www.cityofdenton.com](http://www.cityofdenton.com)

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## AGENDA INFORMATION SHEET

**DEPARTMENT:** Procurement  
**ACM:** Christine Taylor  
**DATE:** August 5, 2025

### **SUBJECT**

Consider adoption of an ordinance of the City of Denton, a Texas home-rule municipal corporation, authorizing the City Manager to execute a contract with AssetWorks Inc., through the GSA Cooperative Network Contract No. GS-35F-317GA, for fuel management and telematics software for the Fleet Services Department; providing for the expenditure of funds therefor; and providing an effective date (File 8812 – awarded to AssetWorks Inc., for three (3) years, with the option for two (2) additional one (1) year extensions, in the total five (5) year not-to-exceed amount of \$1,890,000.00).

### **STRATEGIC ALIGNMENT**

This action supports Key Focus Area: Enhance Infrastructure and Mobility.

### **INFORMATION/BACKGROUND**

The City of Denton Fleet Services Department is establishing a contract for a new fuel management and telematics software system to enhance tracking and oversight of the fleet's life cycle costs, maintenance needs, and fuel usage. This software, in conjunction with the asset management software system, will maintain detailed records for vehicles and equipment, including fuel consumption, mileage, hours, idle time, and location services. A crucial aspect of Denton's fleet infrastructure is its network of three city-owned fuel depots, serving as central fueling points for the city's diverse fleet. To maximize security and inventory control, the new software system will integrate with GPS-secured fueling technology at these depots. This integration will ensure that fuel dispensing is restricted to authorized vehicles, verified through GPS location and vehicle identification data, and that every fueling transaction is precisely recorded, linking fuel dispensed to specific vehicles, times, and locations. The software will also provide real-time updates on fuel levels at each depot, enabling proactive replenishment and minimizing stockouts while reducing the risk of unauthorized fuel access and theft, enhancing overall security and accountability.

The existing fuel management and telematics software lacks the necessary functionality to efficiently capture and analyze critical fleet data. Its limitations hinder Fleet Services' ability to track asset performance, schedule maintenance effectively, and generate accurate reports for budgeting and planning. The current system does not fully integrate key data points, making it difficult to assess vehicle maintenance needs and fuel consumption. These inefficiencies result in increased operational costs, reduced service reliability, and challenges in making data-driven decisions.

By leveraging data-driven insights, the new software, with the added security and inventory control of GPS-secured fueling at the city-owned depots, will evaluate and track asset location, fuel consumption, and other critical reporting metrics. This aligns with the department's strategic plan, improving budgeting accuracy and optimizing fleet sustainability. Implementing this system will enhance operational efficiency, streamline asset tracking, and support data-informed decision-making for fleet and fuel management.

The contract value is based on historical spending levels with prior vendors and includes estimates for future assets and service needs, with the inclusion of the city-owned fuel depot integration and GPS-secured fuel dispensing factored into the cost analysis.

#### **Estimated Contract Expenses**

<b>Category</b>	<b>FY 24/25</b>	<b>FY 25/26</b>	<b>FY 26/27</b>	<b>FY 27/28</b>	<b>FY 28/29</b>	<b>Total</b>
One-Time Costs	\$500,000	\$ -	\$ -	\$ -	\$ -	\$500,000
Recurring Subscription	150,000	280,000	285,000	290,000	295,000	1,300,000
<b>Sub Total</b>	<b>\$650,000</b>	<b>\$280,000</b>	<b>\$285,000</b>	<b>\$290,000</b>	<b>\$295,000</b>	<b>\$1,800,000</b>
Contingency 5%	32,500	14,000	14,250	14,500	14,750	90,000
<b>Total</b>	<b>\$682,500</b>	<b>\$294,000</b>	<b>\$299,250</b>	<b>\$304,500</b>	<b>\$309,750</b>	<b>\$1,890,000</b>

Pricing obtained through the GSA Cooperative Purchasing Network has been competitively bid and meets the statutory requirements of Texas Local Government Code 271.102.

#### **RECOMMENDATION**

Award a contract with AssetWorks Inc., for asset management software for the Fleet Services Department, in a three (3) year, with the option for two (2) additional one (1) year extensions, in the total five (5) year not-to-exceed amount of \$1,890,000.

#### **PRINCIPAL PLACE OF BUSINESS**

AssetWorks Inc.  
Wayne, PA

#### **ESTIMATED SCHEDULE OF PROJECT**

This is an initial three (3) year contract with options to extend the contract for two (2) additional one (1) year periods, with all terms and conditions remaining the same. This GSA contract expires on March 23, 2027.

#### **FISCAL INFORMATION**

These products and services will be funded through Capital Fund accounts and Fleet Operations Fund 820100. Requisition #170749 has been entered into the Purchasing software system in the amount of \$439,112.58. The City will only pay for services rendered and is not obligated to pay the full contract amount unless needed.

#### **EXHIBITS**

Exhibit 1: Agenda Information Sheet  
Exhibit 2: Ordinance and Contract

Respectfully submitted:  
Lori Hewell, 940-349-7100  
Purchasing Manager

For information concerning this acquisition, contact: Tom Gramer, 940-349-7467.

Legal point of contact: Marcella Lunn at 940-349-8333.