



City of Denton

City Hall
215 E. McKinney Street
Denton, Texas
www.cityofdenton.com

AGENDA INFORMATION SHEET

DEPARTMENT: Procurement
ACM: Cassey Ogden
DATE: March 25, 2024

SUBJECT

Consider recommending adoption of an ordinance of the City of Denton, a Texas home-rule municipal corporation, authorizing the City Manager to execute a contract with Strong Data, Inc., for scalehouse software and hardware for the Solid Waste and Recycling Department, which is the sole provider of this software, in accordance with Texas Local Government Code 252.022, which provides that procurement of commodities and services that are available from one source are exempt from competitive bidding, and if over \$50,000, shall be awarded by the governing body; providing for the expenditure of funds therefor; and providing an effective date (File 8431 – awarded to Strong Data, Inc., for one (1) year, with the option for four (4) additional one (1) year extensions, in the total five (5) year not-to-exceed amount of \$339,080.85).

STRATEGIC ALIGNMENT

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

INFORMATION/BACKGROUND

On April 20, 2021, through a competitive Request for Proposal (RFP) and evaluation process, the Solid Waste and Recycling Department identified a software solution offered by Strong Data Inc., to replace the previous outdated scalehouse transaction system.

Through a separate project to enhance the Landfill scalehouse, infrastructure, and approaching roads, the need arose to enhance the Strong Data system, currently in place. Enhancing the Strong Data system will include upgrades, and additional transaction-automated kiosks, with cameras, voice communication, and credit card readers. The upgraded and additional kiosks will require technology infrastructure, connecting the interior operating stations to the communication room, then dispersed to landfill scales transaction kiosks, including cameras, and traffic control devices.

Strong Data technology products are designed to handle all the landfill scale transactions, including any other commodity transactions at the landfill site, and are currently used at the Home Chemical Collections and Compost sales.

Strong Data can be used for future local and remote weight/revenue-generating sites (i.e. transfer stations, drop-off stations, SSO organics facility, etc.)

Strong Data Inc. has accelerated the transaction process and, therefore, has reduced customer wait times. Accelerating transaction times generates additional revenue, manages traffic with efficacy, and reduces or eliminates safety concerns by keeping drivers and customers in the vehicle for the entire transaction process.

Technology Upkeep and Modernization

The interior and exterior of the current building are outdated, and new technology has been merged with outdated technology. With this sole source contract, and assistance from Strong Data, the outdated building's technology will be renovated to accommodate the new and expanding technologies, consisting of automated, unattended kiosks to process transactions more efficiently.

Future Growth

These upgrades will enhance traffic flow and transactions will be expedited with greater efficiency. Landfill scales, the facility, and the associated technology will improve by adding and enhancing the landfill software and hardware technology. The facility will be remodeled to better fit the new technologies and the layout of the staff operating stations. By enhancing the landfill scales and facility at this time we are preparing for future community growth to mitigate waste produced and enhance customer service by expediting transaction time. The community residents, the city's solid waste collection vehicles, and other solid waste transporters performing business at the City of Denton landfill will expedite their service, therefore fewer complaints will be reported to the City Manager's Office and Council.

By not taking action, the outdated equipment, and technology at the facility will cause chaos in customer transactions, wait times, as well as loss of revenue to the city.

Section 252.022 of the Local Government Code provides that procurement of sole source commodities and services are exempt from competitive bidding, if over \$50,000, shall be awarded by the governing body.

RECOMMENDATION

Award with a contract to Strong Data Inc., for scalehouse software and hardware for the Solid Waste and Recycling Department, in a one (1) year, with the option for four (4) additional one (1) year extensions, in a total five (5) year not-to-exceed amount of \$339,080.85.

SUSTAINABILITY MEASURES

With the enhancements to the landfill scale transaction and infrastructure system, traffic will flow smoother, waiting lines will be less, therefore, greenhouse gas emissions will be less, addressing the concerns on air quality and public health, as well as increasing revenue. Promoting growth and upgrading infrastructure to ensure the ever-growing community needs to dispose of solid waste, green waste collections, and recycling.

PRINCIPAL PLACE OF BUSINESS

Strong Data, Inc.
Austin, TX

ESTIMATED SCHEDULE OF PROJECT

This is an initial one (1) year contract with options to extend the contract for four (4) additional one (1) year periods, with all terms and conditions remaining the same.

FISCAL INFORMATION

These items and services will be funded from Solid Waste & Recycling account 660904595.1365.40100. Requisition # 163983 has been entered into the Purchasing software system in the amount of \$105,079.20. The budgeted amount for this item is \$339,080.85.

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: Arturo (Art) Garcia, 940-349-8021.

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