



County of Monterey

Item No.

Board Report

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legistar File Number: A 26-060

March 17, 2026

Introduced: 2/19/2026

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Approve and authorize the Contracts and Purchasing Officer or designee to sign the Service Order Form with Verizon Communications Inc., dba Verizon Connect Fleet USA, LLC. (“Verizon”), applying the terms and conditions of the cooperative purchasing agreement between Verizon Connect NWF Inc. (“VCN”) (formerly Networkfleet, Inc.) and Sourcewell (formerly NJPA) (Contract #020221-NWF) in effect as of the date the County’s order was received by VCN (“Sourcewell Contract”), for vehicle tracking equipment and subscription services, for a term beginning upon execution through June 30, 2028, for a total contract liability of \$150,000 with a maximum of \$50,000 for each of FY 25-26, FY 26-27, and FY 26-28;
- b. Approve and authorize the Director of Health Services or designee to sign additional Service Order Forms, applying the terms and conditions of the Sourcewell Contract, not to exceed \$50,000 for each of FY 25-26, FY 26-27, and FY 26-28, for a total revised contract liability of \$300,000 for all Service Order Forms for FY 25-26, FY 26-27, and FY 27-28 in the aggregate; and
- c. Approve recommendation of the Director of Health Services to accept non-standard risk terms, including disclaimer of warranties, limitation of liability, indemnification, and payment provisions.

RECOMMENDATION:

It is recommended that the County of Monterey Board of Supervisors:

- a. Approve and authorize the Contracts and Purchasing Officer or designee to sign the Service Order Form with Verizon Communications Inc., dba Verizon Connect Fleet USA, LLC. (“Verizon”), applying the terms and conditions of the cooperative purchasing agreement between Verizon Connect NWF Inc. (“VCN”) (formerly Networkfleet, Inc.) and Sourcewell (formerly NJPA) (Contract #020221-NWF) in effect as of the date the County’s order was received by VCN (“Sourcewell Contract”), for vehicle tracking equipment and subscription services, for a term beginning upon execution through June 30, 2028, for a total contract liability of \$150,000 with a maximum of \$50,000 for each of FY 25-26, FY 26-27, and FY 26-28;
- b. Approve and authorize the Director of Health Services or designee to sign additional Service Order Forms, applying the terms and conditions of the Sourcewell Contract, not to exceed \$50,000 for each of FY 25-26, FY 26-27, and FY 26-28, for a total revised contract liability of \$300,000 for all Service Order Forms for FY 25-26, FY 26-27, and FY 27-28 in the aggregate; and
- c. Approve recommendation of the Director of Health Services to accept non-standard risk terms, including disclaimer of warranties, limitation of liability, indemnification, and payment provisions.

SUMMARY:

The Monterey County Health Department (MCHD) utilizes a large fleet of vehicles across six bureaus to support essential functions such as environmental health inspections, animal control services, public health visits, and behavioral health outreach. Verizon Connect Reveal provides critical fleet safety

tools-including real-time vehicle location, driving analytics, and maintenance tracking-that enhance employee and client safety, especially in rural areas. Continued access to upgraded 4G tracking equipment and associated services will maintain safety, improve fleet efficiency, and support operational decision-making. Approval also authorizes the Director of Health Services, or designee, to sign additional Service Order Forms for new vehicles to streamline procurement. The County will leverage a competitively bid Sourcewell contract to secure discounted pricing and avoid the costs of issuing a separate solicitation.

DISCUSSION:

MCHD's work requires reliable fleet operations that reach rural and remote regions of Monterey County. Verizon Connect Reveal's GPS system has proven valuable for locating vehicles during breakdowns or accidents, increasing the safety of staff and clients in the field. The upgraded 4G devices will provide more accurate tracking, improving response time and safety outcomes.

The Reveal platform provides real-time safety alerts such as speeding, harsh braking, long idle times, and vehicles crossing county boundaries. These data points support safer driving practices and allow supervisors to monitor and address high-risk incidents. Program and fiscal managers also benefit from precise mileage and usage data, which improves fleet utilization planning, cost tracking, and preventive maintenance scheduling.

Because multiple new vehicles are being purchased across MCHD bureaus, granting authority to the Director of Health Services to sign additional Service Order Forms ensures timely installation of necessary equipment and avoids delays caused by returning to the Board for each individual approval. The Department has utilized Verizon Connect services since 2012 and seeks continuation at a discounted rate through Sourcewell's competitively-bid contract, saving both time and procurement costs.

OTHER AGENCY INVOLVEMENT:

The office of County Counsel and Auditor-Controller have reviewed and approved this Agreement as to legal form, and fiscal payment provisions.

FINANCING:

Appropriations for this Agreement are included in the Health Department's (HEA014-8438) FY 2025-26 Adopted Budget, and provision for it will be made in the Department's Requested Budget for the years out.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This recommendation supports Safe and Resilient Communities by enhancing field staff safety through real-time vehicle tracking, upgraded GPS accuracy, and driving behavior analytics. These tools help prevent accidents, improve emergency response, and ensure employee safety in remote areas.

Mark a check next to the related Board of Supervisors Strategic Plan Goals:

- Well-Being and Quality of Life
- Sustainable Infrastructure for the Present and Future
- Safe and Resilient Communities
- Diverse and Thriving Economy

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Approved by: Elsa Mendoza Jimenez, Director of Health Services, 755-4526

Attachments:

Board Report

Agreement