

SLIP-PROCURMENT INTELLIGENCE

Streets GPS and Route Optimization Software

ISSUING AGENCY
City of Fort Collins, Colorado

SOLICITATION TYPE
RFP — Request for Proposal (Formal)

SOLICITATION NUMBER
RFP 10318

SUBMISSION DEADLINE
July 23, 2026 at 3:00 PM MT

ESTIMATED CONTRACT VALUE
New Contract — SaaS Platform + Implementation

LOCATION
Fort Collins, CO (Larimer County)

Streets GPS and Route Optimization Software

City of Fort Collins, Colorado · Fort Collins, CO (Larimer County)

EXECUTIVE SUMMARY

The City of Fort Collins, Colorado (Streets Department) is seeking proposals from qualified vendors to deliver a fully integrated fleet management, GPS tracking, and route optimization software platform. The solution must replace or augment existing operations with a single platform covering real-time vehicle tracking, equipment telematics, AI-assisted driver safety coaching, snow route optimization, and mandatory integration with the City's existing CityWorks work order system. The vendor is responsible for all software, hardware, installation, training, and ongoing support. Proposals must include responses to the Functional Requirements Matrix (Appendix A), a completed SaaS Cyber Vendor Questionnaire (Appendix B), and Total Cost of Ownership Schedule (Appendix C). The award is targeted for August 21, 2026.

SOLICITATION OVERVIEW

ISSUING ORGANIZATION	City of Fort Collins — Financial Services, Purchasing Division
OWNER DEPARTMENT	Streets Department
SOLICITATION NUMBER	RFP 10318
SOLICITATION TYPE	RFP — Request for Proposal (Formal)
PUBLISHED	June 2026
QUESTIONS DEADLINE	July 9, 2026 at 3:00 PM MT (via email — include RFP 10318 in subject)
PROPOSAL DUE	July 23, 2026 at 3:00 PM MT
AWARD TARGET	August 21, 2026
CONTRACT NATURE	New Services Agreement with City of Fort Collins — SaaS + Implementation
SUBMISSION METHOD	Electronic ONLY — via City of Fort Collins website (fortcollins.gov)
CORA COMPLIANCE	Colorado Open Records Act applies; proposals subject to public disclosure
PUBLIC VIEWING COPY	Submit 1 additional copy marked 'FOR PUBLIC VIEWING' (pricing cannot be redacted)
NAICS CODE	513210 — Software Publishers
NIGP CODES	05535, 05567, 20800, 20831, 20880, 20900, 20913, 20987

SCOPE OF WORK

- Deploy a single integrated platform for real-time GPS tracking and monitoring of all City fleet vehicles and mobile assets (on-road and off-road municipal operations).
- Provide comprehensive equipment telematics including fuel consumption monitoring, idle time tracking, preventive maintenance alerts, sweeper broom and plow position monitoring.
- Implement AI-assisted driver safety coaching with forward-facing cameras, behavioral event detection, driver scorecards, and supervisor access to video/performance data.

- Deliver snow route optimization specific to municipal snow and ice control — real-time route progress monitoring, overlap reduction, route performance documentation.
- Integrate with the City's existing CityWorks environment through secure APIs or middleware — eliminate duplicate data entry, support automated work order synchronization.
- Provide configurable real-time alerts: speeding, geofence violations, unauthorized use, harsh driving events, maintenance triggers, emergency incidents — via email, text, mobile app, or dashboard.
- Deliver full implementation services: project management, hardware installation (GPS/telematics hardware on fleet vehicles), data migration, UAT, go-live support, training for end users and administrators.
- Provide comprehensive documentation, SLA-backed ongoing support and maintenance.
- Support both on-road (snowplows, sweepers, vehicles) and off-road asset monitoring.

KEY TECHNICAL REQUIREMENTS

- Cloud-hosted SaaS solution (Mandatory, Appendix A Section 8.1).
- Real-time GPS tracking of all fleet assets with interactive GIS-based map display (Mandatory).
- CityWorks integration via API — Mandatory; must support automated work order updates and asset management sync.
- Forward-facing camera solution with event-triggered video capture and cloud-based storage (Mandatory).
- Snow route optimization with plow/spreader status, material usage by vehicle and route (Mandatory).
- Custom report creation; scheduled automated reports; dashboard visualization; export to Excel/PDF/CSV (Mandatory).
- Role-based security permissions; audit logs and activity tracking; data backup and disaster recovery (Mandatory).
- Project implementation services included; user training for administrators and operators; SLA provided (Mandatory).
- Complete SaaS Cyber Vendor Questionnaire (Appendix B) — covers data ownership, encryption, breach notification, FIPS 140-2 compliance.
- Complete Total Cost of Ownership Schedule (Appendix C) — multi-year cost model required.
- Submit Functional Requirements Matrix (Appendix A) with Mandatory/Preferred response for each requirement.
- Signed Acknowledgement Form required — proposals missing this may be rejected.

EVALUATION CRITERIA

CRITERIA	WEIGHT / SCORE	POINTS
Scope of Proposal — Solution Coverage & Technical Approach	3/10	3
Firm Capability & Assigned Personnel — Experience & Team	3/10	3
Cost and Work Hours — TCO + Pricing Competitiveness	3/10	3
Sustainability / Triple Bottom Line (TBL) Methodology	1/10	1

SUBMISSION SCHEDULE & METHOD

QUESTIONS DEADLINE	July 9, 2026 at 3:00 PM MT — email ebonnette@fcgov.com CC: SVarnell@fcgov.com
EMAIL SUBJECT LINE	RFP 10318 Streets GPS and Route Optimization Software (required)
ANSWERS POSTED	Addendum published on fortcollins.gov post-Q&A; deadline
PROPOSAL DUE	July 23, 2026 at 3:00 PM MT — ELECTRONIC ONLY via fortcollins.gov
EVALUATION PERIOD	July 23 — August 21, 2026
AWARD TARGET	August 21, 2026
POST-AWARD FOLLOW-UP	Week of July 23 – August 3, 2026 (if not awarded, debriefs available)
KEY APPENDICES	Appendix A (Functional Req Matrix); Appendix B (SaaS Cyber Q); Appendix C (TCO Schedule)

RISK REGISTER

#	Risk	Mitigation
1	Missing Acknowledgement Form disqualifies technically superior proposals	Locate, complete, and include the signed Acknowledgement Form — verify this is in the submission checklist before uploading
2	CityWorks integration complexity — API availability and Fort Collins-specific configuration may be non-standard	Request Fort Collins CityWorks version and API documentation via Q&A; by July 9; quote integration as a defined scope item
3	CORA disclosure — all pricing is publicly disclosed post-award; competitor pricing visible	Accept this and price competitively — submit a clear Public Viewing copy with only legitimate redactions
4	SaaS Cyber Vendor Questionnaire (Appendix B) requires FIPS 140-2, BitSight, SOC2 documentation	Prepare cybersecurity evidence package in advance; incomplete Appendix B is a significant evaluator red flag
5	Sustainability / TBL criterion (Weight 1.0) — Fort Collins is a sustainability-focused city	Demonstrate environmental credentials: reduced idle time = fuel savings, route optimization = emissions reduction

NEXSTAIR WIN STRATEGY (RSP FRAMEWORK)

- Fort Collins is a repeat SLED client — Nexstair has prior engagement context (Arts Master Plan, Larimer County Intranet) for this same jurisdiction.
- CityWorks integration is a mandatory qualifier and likely a significant differentiator — identify fleet management vendors with proven Fort Collins/Cityworks deployment history.
- The TBL sustainability criterion (Weight 1.0) is Fort Collins-specific — quantify environmental impact of route optimization (fuel savings, CO2 reduction per storm season) in the proposal narrative.
- Snow operations module is operationally critical for Northern Colorado — demonstrate winter operations experience with municipalities at similar latitude/climate profile.
- Nexstair RSP Value: Complete the Functional Requirements Matrix (Appendix A), draft responses to SaaS Cyber Questionnaire (Appendix B), structure TCO (Appendix C) across 3/5-year scenarios. Identify prime partners from the

CRM database who hold active fleet management SaaS agreements.

- Q&A; deadline July 9 — submit CityWorks API questions and hardware installation scope questions early to lock in scope clarity before competing primes do.
- Upload submission early — portal submissions can fail; do not submit on the deadline day.

CONTACT DIRECTORY

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COMPETITIVE LANDSCAPE & MARKET INTELLIGENCE

- Fleet management GPS/telematics is a specialized but competitive market — major vendors include Samsara, Verizon Connect, Geotab, Motive (KeepTruckin), and Trimble.
- CityWorks integration is a technical differentiator that significantly narrows the competitive field — not all fleet platforms have certified CityWorks connectors.
- Fort Collins is a sustainability leader (nationally recognized) — TBL methodology scoring is not boilerplate; evaluators will reward measurable environmental claims.
- CORA public disclosure means all bids are public record — competitor pricing and technical approaches will be visible post-award for future competitive intelligence.
- Nexstair's prior Fort Collins engagement (Arts Master Plan format) provides relationship context and brand familiarity with this procurement office.
- Forward-facing camera + driver coaching requirement means hardware is part of the scope — prime must be able to coordinate physical installation across Fort Collins' fleet.
- No incumbent identified for this specific platform — clean competitive field; first proposal with full CityWorks integration and competitive TCO is well-positioned.

NAICS / NIGP CLASSIFICATION

NAICS CODE	513210 — Software Publishers (inferred; confirm before submission)
NIGP CODE(S)	05535 (GPS Vehicle Tracking); 20800 (Cloud-Based Computer Software); 20880 (Software, Microcomputer NEC); 20900/20913/20987 (Mini/Mainframe Software)
SET-ASIDE	Full and Open — No Set-Aside; DBE participation encouraged under Title VI
AWARD METHOD	Best Value — Weighted Scoring (Scope 3.0 + Capability 3.0 + Cost 3.0 + TBL 1.0)

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