



Macon-Bibb County Government
Procurement Department
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ADDENDUM # 4

To: ALL PROSPECTIVE FIRMS

Re: INVITATION FOR BIDS: 26-051-LH, Fleet Tracking and Maintenance Services (RFP)

The Invitation for Bids, referenced above, is modified as follows:

1. Bid due date changed from August 6 to August 13 at 12:00 am
2. Answers to Questions:
 1. Do we have to be registered with Georgia Marketplace?

Answer: You do not need to be registered to submit bids to Macon-Bibb County. However, we encourage all vendors who would like to do business with Macon-Bibb County, you will need to become a registered vendor. If you register as a vendor with the State of Georgia, you will receive email notifications when bids are posted in your field of expertise.

Answer: Registration in Georgia Marketplace is not required for submission of proposals to Macon Bibb County. Vendors are encouraged to register with the State to receive notifications regarding future solicitations.

2. We had another question about the budget provided in Addendum 1. Given the scope of the project and the number of vehicles/assets, \$45,000 seems like a very low budget. Could you clarify whether the budget represents the total contract value (including hardware, installation, and first-year licensing), an annual recurring cost, or a partial/phase-one budget?

Answer: The referenced \$45,000 amount represents an estimated first year allocation. It may include both recurring and non-recurring components. Vendors may propose structured pricing that differentiates onetime costs (hardware, installation) from annual operating expenses (licensing, connectivity, hosting, support).

Alternate pricing models—including phased deployment, subscription models, hardware as a service, leasing arrangements, and separate capital/operational cost structures—may be submitted for County consideration.

3. Budget Clarification:

Addendum 1 states an established budget of approximately \$45,000. Could you please clarify if this represents an annual recurring allocation for software licensing fees, or if it is the total upfront budget intended to cover hardware, software, installation, and labor for the fleet?

Answer: The referenced \$45,000 amount represents an estimated first year allocation. It may include both recurring and non-recurring components. Vendors may propose structured pricing that differentiates onetime costs (hardware, installation) from annual operating expenses (licensing, connectivity, hosting, support).

Alternate pricing models, including phased deployment, subscription models, hardware as a service, leasing arrangements, and separate capital/operational cost structures—may be submitted for County consideration.

4. Asset Inventory Details:

Addendum 2 states that the contract covers a total of 680 assets, consisting of 543 vehicles for street use, Fire vehicles, and other non-vehicle equipment. Can the County provide a detailed breakdown of the specific make, model, year, and engine protocols of these units so we can accurately specify the necessary diagnostic connection adapters and harnesses?

Answer: The County provides high-level fleet counts within the solicitation. Detailed inventory information (including make, model, year, VIN, protocol type, and equipment classification) will be provided to the awarded vendor during implementation.

Fire department units are included within the overall fleet totals; however, certain specialty apparatus may require non-OBD telematics solutions.

5. Vehicle Camera Preferences:

Addendum 2 requests pricing for a combination of an OBD II device and a camera. Please clarify how many of the 543 street vehicles require a camera system deployment, and confirm whether the County prefers road-facing only or dual-facing AI camera units

Answer: The County is evaluating camera deployment options. Vendors shall provide pricing for both road-facing and dual-facing AI-enabled camera configurations and may include recommendations based on best practices.

6. Esri ArcGIS Integration Scope:

Addendum 1 states that the County expects our solution to integrate with your enterprise Esri ArcGIS environment. Could you please clarify if you require basic real-time vehicle location tracking data feeds on your maps, or if you also require additional data streams—such as historical route replays, geofenced zone events, or engine fault diagnostics—integrated into your GIS framework?

Answer: The County expects support for real-time location integration with its existing ArcGIS environment. Additional capabilities (geofencing, diagnostic data, route history, etc.) may be proposed and should include descriptions of required technical dependencies.

7. Preferred Training Methodology:

The submittal format requires a detailed plan on how staff will be trained in the proper use of the system. Does the County prefer on-site instructor-led training, virtual web-based sessions, or a "train-the-trainer" delivery method?

Answer: The County is open to multiple training formats, including on site, virtual, and train the trainer programs. Vendors should include recommended training approaches and associated costs.

8. What are the top three success factors for this project / what KPIs or other measurements will be used to indicate the success of the project?

Answer: Support for Microsoft Entra ID/Azure AD single sign on, multifactor authentication, and role based provisioning is strongly preferred. Vendors shall describe related capabilities and configurations.

9. Can you please provide an overview of your current solution?
- What are the top 3 things you like about your current system/vendor?
 - What are the top 3 things you wish to change about your current system/vendor?

Answer: The County is open to multiple training formats, including on site, virtual, and train the trainer programs. Vendors should include recommended training approaches and associated costs.

10. Who will be evaluating the RFP responses? Can you share their titles and respective departments or functions?

Answer: Key areas of evaluation include:

- System reliability
- Data accuracy
- User adoption

Vendors may propose additional KPIs aligned with their solution.

11. Do you desire to have a solution to help coach drivers regarding risky or non-productive driving behaviors? If so, please explain your ideal solution.

Answer: The County uses basic tracking and maintenance processes. Vendors should focus on demonstrating improvements in automation, reporting accuracy, integration, and overall user experience.

12. Does the County fleet share a pool of vehicles? How does the County manage vehicles across different departments?

Answer: We are unable to provide the requested information at this specific time. We are looking for vendor who specializes in the fleet tracking and maintenance industry to propose solutions and options based on the information provided in the solicitation.

13. Please provide additional details regarding the types of vehicles in the County fleet (e.g., Make, Models, Year, etc.)

Answer: We are unable to provide the requested information at this specific time. We are looking for vendor who specializes in the fleet tracking and maintenance industry to propose solutions and options based on the information provided in the solicitation.

14. Who is the County's FMC service provider? Will the selected solution need to be integrated with this provider?

Answer: We are unable to provide the requested information at this specific time. We are looking for vendor who specializes in the fleet tracking and maintenance industry to propose solutions and options based on the information provided in the solicitation.

15. Are there any specific software or solutions you require the system to integrate with?

Answer: Vendors shall propose their installation methodology and assumptions. The County will coordinate vehicle availability and scheduling following award. Vendors may outline strategies for multi vehicle installation efficiencies.

16. Please rank the following on a scale of 1 to 5 (1 being low, 5 being highly important):

	Item	Importance		Item	Importance
A	Hardware Quality		H	Retention and Data Ownership	
B	Ease of use of the system		I	Privacy Controls	
C	System Accuracy		J	Ease of Installation	
D	Solution Configurability		K	Support	
E	Artificial Intelligence capabilities		L	Product Roadmap	
F	Video Capabilities		M	Integration capabilities	
G	Reporting capabilities		N	Costs	

Answer: We are unable to provide the requested information at this specific time. We are looking for vendor who specializes in the fleet tracking and maintenance industry to propose solutions and options based on the information provided in the solicitation.

17. We usually see organizations of your size and structure go through a pilot program before final selection. Would you be open to doing a side-by-side pilot to evaluate the top solutions to finalize a vendor?

Answer: The County is willing to consider recommendations regarding phased deployment, pilot programs, or departmental rollout sequencing.

18. Would the County accept email submitted bids in lieu of a physical hard-copy submission?

Answer: Macon-Bibb County only accept submission via mail Federal Express, UPS or any other carrier) or brought into the office on the due date by 12:00 noon any late submissions will be considered non-responsive.

19. Could you please confirm whether there is a Minority-, Women-, or other Disadvantaged Business Enterprise participation goal for this project? If so, please let us know whether such participation receives any additional consideration or scoring advantage as part of the evaluation process.

Answer: Participation is encouraged. No mandatory percentage applies unless specified elsewhere in the solicitation.

20. With regard to Installations:
- Do you desire a vendor who will manage installations of telematics hardware for your vehicles?
 - Will vehicles be made available during regular business hours?
 - Will vehicles be made available so that we can manage multiple installs per day at the same location? (i.e., by sending an installer we can make multiple installations)
 - Are there any other considerations we should be aware of regarding vehicle availability for installation?

Answer: Vendors shall propose their installation methodology and assumptions. The County will coordinate vehicle availability and scheduling following award. Vendors may outline strategies for multi vehicle installation efficiencies.

21. Can you provide additional information regarding next steps? Do you anticipate vendor shortlist evaluation and any identified timeframes? (e.g., will there be vendor demos?)

Answer: Proposals will be evaluated by personnel from Procurement, Fleet, IT, and other operational departments participating. Shortlisted vendors may be asked to provide demonstrations or presentations.

22. For pricing, would the County prefer one base proposal with alternates, or separate line items for:
- OBD-II only
 - OBD-II + camera
 - battery-powered asset trackers
 - County-performed installation
 - third-party installation?

Answer: Submission requirements remain as outlined in the RFP. Any updates will be issued by addendum. If addendum acknowledgment fields are absent in the bid form, vendors may attach a separate signed acknowledgment page.

23. Are cameras being considered for all street vehicles or only for certain departments, vehicle classes, or use cases?

Answer: We are unable to provide the requested information at this specific time. We are looking for vendor who specializes in the fleet tracking and maintenance industry to propose solutions and options based on the information provided in the solicitation.

24. Even though no go-live date has been established, does the County have a preferred deployment sequence, pilot phase, or departmental rollout order?

Answer: The County is willing to consider recommendations regarding phased deployment, pilot programs, or departmental rollout sequencing.

25. Does this amount represent the total first-year budget inclusive of 543 OBD-II devices, 137 asset trackers, software licensing, cellular service, implementation, installation, training, hosting, and support, or are one-time hardware and implementation costs funded separately?

Answer: The referenced \$45,000 amount represents an estimated first year allocation. It may include both recurring and non-recurring components. Vendors may propose structured pricing that differentiates onetime costs (hardware, installation) from annual operating expenses (licensing, connectivity, hosting, support).

26. If \$45,000 is the first-year funding limitation, will the County accept any of the following structures?

- a. A phased deployment, beginning with the fleet-management platform and a subset of vehicles/assets;
- b. A lease or hardware-as-a-service model under which device costs are distributed across the anticipated four-year contract term;
- c. Annual installment pricing or another financing arrangement;
- d. Separate capital pricing for hardware and installation, with software, cellular connectivity, hosting and support funded through the annual operating budget.

Answer: Refer to answer #25.

27. If leasing or hardware-as-a-service is acceptable, please clarify whether the County prefers vendor-owned equipment throughout the agreement or ownership transfer to the County at the conclusion of the contract term.

Answer: We are unable to provide the requested information at this specific time. We are looking for vendor who specializes in the fleet tracking and maintenance industry to propose solutions and options based on the information provided in the solicitation.

28. Please confirm that the controlling solicitation number is **26-051-LH** and that proposals, package labels, bid forms, and addendum acknowledgements should all reference 26-051-LH, notwithstanding the original PDF showing 26-050-LH

Answer: The controlling solicitation number is 26 051 LH. All submissions, labels, forms, and acknowledgments shall reference this number.

29. Please clarify whether the approximately \$45,000 represents:

- a. First-year, all-inclusive not-to-exceed amount covering the complete deployment; or
- b. An estimated budget that may be adjusted based on the proposals received.

Answer: The referenced \$45,000 amount represents an estimated first year allocation. It may include both recurring and non-recurring components. Vendors may propose structured pricing that differentiates onetime costs (hardware, installation) from annual operating expenses (licensing, connectivity, hosting, support).

Alternate pricing models, including phased deployment, subscription models, hardware as a service, leasing arrangements, and separate capital/operational cost structures—may be submitted for County consideration.

30. Will pricing be evaluated based on first-year cost, annual recurring cost, or the total cost over the anticipated four-year term?

Answer: We are unable to provide the requested information at this specific time. We are looking for vendor who specializes in the fleet tracking and maintenance industry to propose solutions and options based on the information provided in the solicitation.

31. Must the initial base proposal include all **680 assets**, or may respondents propose a phased implementation or pilot followed by subsequent deployment phases?

Answer: We are unable to provide the requested information at this specific time. We are looking for vendor who specializes in the fleet tracking and maintenance industry to propose solutions and options based on the information provided in the solicitation.

32. Please provide an asset inventory identifying the 543 road vehicles and 137 other assets, including year, manufacturer, model, vehicle or equipment type, fuel type, VIN where available, OBD-II/J1939/J1708 interface availability, power availability, and department.

Answer: The County provides high-level fleet counts within the solicitation. Detailed inventory information (including make, model, year, VIN, protocol type, and equipment classification) will be provided to the awarded vendor during implementation.

33. Are the 54 fire vehicles included within the stated 543 road vehicles? Please identify any fire apparatus, heavy trucks, specialty vehicles or equipment that cannot use a standard OBD-II device.

Answer: Fire department units are included within the overall fleet totals; however, certain specialty apparatus may require non OBD telematics solutions.

34. May respondents propose commercially available, vendor-supplied GPS/OBD devices—including devices already held in inventory—provided they meet the functional, network, security and reporting requirements? Are there required device certifications or approved cellular carriers?

Answer: We are unable to provide the requested information at this specific time. We are looking for vendor who specializes in the fleet tracking and maintenance industry to propose solutions and options based on the information provided in the solicitation.

35. Please identify the minimum responsive configuration. Specifically, are the following part of the mandatory base scope or optional alternatives:

a. GPS/OBD telematics for 543 vehicles;

b. Asset trackers for 137 non-road assets;

Answer: Commercially available GPS/OBD devices meeting RFP functional, network, reporting, and security requirements are acceptable.

Vendors shall propose pricing for all requested components and clearly indicate base requirements versus optional enhancements.

36. May respondents attach a detailed unit-price and options schedule to the County's cost proposal form showing per-device hardware, per-asset subscription, installation, asset-tracker, integration and optional-module pricing? How should the "Total Cost" field be calculated when multiple alternatives are requested?

Answer: Vendors shall propose pricing for all requested components and clearly indicate base requirements versus optional enhancements.

37. Please provide the County's detailed fleet-maintenance workflow requirements, including number of shops, technicians and users; preventive-maintenance rules; work orders; labor; parts and inventory; vendors and purchasing; warranty tracking; recalls; inspections; fuel records; downtime; and vehicle-replacement criteria.

Answer: Vendors shall detail available integrations with County systems, including finance, fuel management, identity management, GIS, work order platforms, and public dashboards. The County will finalize integration requirements with the selected vendor.

38. Addendum 1 states that historical data will be available "where applicable," while also stating that no existing fleet-management system requires migration. Does the County maintain historical vehicles, maintenance, work-order, fuel, parts or mileage data in spreadsheets, databases or other systems? If so, please identify formats and approximate record volumes.

Answer: Commercially available GPS/OBD devices meeting RFP functional, network, reporting, and security requirements are acceptable.

Vendors shall propose pricing for all requested components and clearly indicate base requirements versus optional enhancements.

39. Please identify the existing systems requiring integration, including the County's finance, fuel, GIS, identity-management, work-order and public-dashboard systems. Which integrations must be included in the base price?

Answer: The County uses basic tracking and maintenance processes. Vendors should focus on demonstrating improvements in automation, reporting accuracy, integration, and overall user experience.

40. Does the County require Microsoft Entra ID/Azure AD single sign-on, multifactor authentication, automated user provisioning or role synchronization?

Answer: Support for Microsoft Entra ID/Azure AD single sign on, multifactor authentication, and role-based provisioning is strongly preferred. Vendors shall describe related capabilities and configurations.

41. Please clarify the required mobile functionality for drivers, supervisors, technicians and executives. Are native iOS/Android applications required, or is a responsive mobile web application acceptable? Is offline operation required?

Answer: Vendors shall describe available mobile functionality, including native iOS/Android applications, responsive web platforms, and any offline capabilities.

42. Please provide the County's required hosting, cybersecurity, data-residency, encryption, backup, disaster recovery, breach-notification, uptime, support-response and service-level requirements.

Answer: Vendors shall fully describe hosting environments, cybersecurity practices, encryption standards, disaster recovery procedures, breach notification protocols, uptime commitments, and service-level expectations.

Units requiring CJIS aligned hosting must be fully supported and identified within proposed pricing structures.

43. Please provide the proposed contract terms, including payment milestones, system acceptance, termination, annual price adjustments, hardware warranty/RMA, data ownership, data return and deletion at contract conclusion.

Answer: Contract terms, including acceptance criteria, payment milestones, annual adjustments, warranty/RMA provisions, data ownership, and data return/deletion requirements, will be finalized during the contracting process. Vendors may include proposed standard terms for County review.

44. Each addendum directs respondents to acknowledge it “on the bid form,” but the supplied bid form has no acknowledgement field. May respondents include a separate signed addendum acknowledgement page?

Answer: We are unable to provide the requested information at this specific time. We are looking for vendor who specializes in the fleet tracking and maintenance industry to propose solutions and options based on the information provided in the solicitation.

45. At what point must an out-of-state respondent be authorized to do business in Georgia: proposal submission, notice of intent to award, or contract execution?

Answer: Registration in Georgia Marketplace is not required for submission of proposals to Macon Bibb County. Vendors are encouraged to register with the State to receive notifications regarding future solicitations.

46. Is there a required MBE/WBE/DBE participation percentage, or is participation encouraged without a mandatory minimum?

Answer: Participation is encouraged. No mandatory percentage applies unless specified elsewhere in the solicitation.

47. Does the County anticipate inviting the highest scoring bidders to give oral presentations?

Answer: Proposals will be evaluated by personnel from Procurement, Fleet, IT, and other operational departments participating. Shortlisted vendors may be asked to provide demonstrations or presentations.

48. **CJIS-aligned hosting requirements.** Beyond the excluded Sheriff's Office units, please identify any departments or vehicle groups the County requires to be hosted under a CJIS-aligned configuration (for example, District Attorney investigator vehicles, State Court Probation, State Court Solicitor, or fire investigation units), as this affects hosting configuration and per-vehicle pricing.

Answer: The County provides high-level fleet counts within the solicitation. Detailed inventory information (including make, model, year, VIN, protocol type, and equipment classification) will be provided to the awarded vendor during implementation.

49. **Automobile liability insurance.** Beyond the Workers' Compensation, Errors and Omissions, and General Liability coverage stated in the RFP, is automobile liability coverage required for installation crews working on County premises?

Answer: Submission requirements remain as outlined in the RFP. Any updates will be issued by addendum.

If addendum acknowledgment fields are absent in the bid form, vendors may attach a separate signed acknowledgment page.

Standard liability insurance for services performed on County premises is required. Vendors shall include any related coverage in their proposals.

50. **Renewal horizon.** Addendum 1 indicates an initial one-year agreement with three one-year renewal options. Would the County consider providing for additional renewal options up to a total program horizon of six years, subject to annual appropriations? A longer available horizon allows respondents to amortize hardware and secure long-term rate protections, resulting in lower blended per-unit pricing for the County.

Answer: Vendors may outline pricing impacts associated with longer renewal horizons. The County will evaluate renewal options based on operational needs and appropriations.

Please incorporate this change into the Invitation for Bid and acknowledge receipt of this addendum on your bid form.

Sincerely,

Laura Hardwick