



**CITY OF SALINAS
COUNCIL STAFF REPORT**

DATE: JUNE 20, 2023
DEPARTMENT: PUBLIC WORKS DEPARTMENT
FROM: DAVID JACOBS, DIRECTOR OF PUBLIC WORKS
BY: ANDREW EASTERLING, TRAFFIC ENGINEER
TITLE: SERVICE AGREEMENT WITH FUSUS

RECOMMENDED MOTION:

A motion to approve a Resolution authorizing the City Manager, upon approval of the City Attorney, to execute a 30-month Service Agreement with Fusus for a total cost not to exceed \$250,000 and authorizing the use of ARPA (3911) funds for the Service Agreement with Fusus.

EXECUTIVE SUMMARY:

The Public Works Department has identified the need to supplement traffic safety infrastructure projects with targeted technology to support traffic and community safety. The Public Works Department recommends the dedication of \$250,000 of the \$6 Million in American Rescue Plan Act (ARPA) Street Repair and Traffic Safety funds toward the funding of a 30-month Service Agreement with Fusus.

BACKGROUND:

On November 16, 2021, the City Council approved \$6 Million of American Rescue Plan Act (ARPA) funds to be dedicated to Street Repair and Traffic Safety. Public Works will be funding infrastructure projects to support traffic safety but also wants to leverage technology to focus on traffic and community safety. To support real-time monitoring of the traffic system cameras, and technology that supports the gathering of analytical data related to traffic patterns and volume, Public Works plans to utilize \$250,000 of the ARPA Traffic Safety funds towards a 30-month Service Agreement with Fusus. Public Works will also partner with the Police Department to utilize components of Fusus technology to support community safety issues.

Fusus is a unified platform that can bring traffic and community safety resources together for real-time monitoring and analytical data collection. Fusus can support remote viewing and data collection for traffic cameras throughout the City, thus allowing a rapid response to traffic safety concerns and analysis of traffic patterns. Furthermore, the Fusus platform is equipped with technology to assist in traffic counts, turn movement patterns, and vehicle classification traffic

data collection to assist the City's traffic operations and planning efforts. The platform also supports appropriate public safety planning and response, and there are additional functionalities of the Fusus system that can support community safety. The Fusus live video feed can be integrated into the City's Traffic Operations Center so that City staff can remotely review and respond to traffic conditions in real time.

The annual cost for the Fusus Pro platform is \$100,000, and the Department is requesting the approval of a 30-month Service Agreement for a total cost of \$250,000. With execution of a Service Agreement prior to June 30, 2023, Fusus company is offering several additional community safety applications at no initial or ongoing cost. The Service Agreement is directly with the software developer, Fusus, and not available from any other vendor. City Council has the authority to approve this direct purchase under Salinas Municipal Code Section 12-27 and without application of the local purchasing preference pursuant to Salinas Municipal Code Section 12-28.080.

CEQA CONSIDERATION:

Not a Project. The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

STRATEGIC PLAN INITIATIVE:

Approving the proposed resolution will support the City Council's Strategic Plan Goal of Infrastructure and Environmental Sustainability, Public Safety, and Effective and Culturally Responsive Government.

DEPARTMENTAL COORDINATION:

The Public Works Department will coordinate with the Legal Department and Finance Department during the purchasing process and will coordinate with the Police Department on implementation of any public safety aspects of the platform.

FISCAL AND SUSTAINABILITY IMPACT:

There is no impact to the general fund. ARPA funds dedicated to traffic safety will be used to fund the 30-month Service Agreement with Fusus. The account number is 3911.50.8180, and there is sufficient funding available.

ATTACHMENTS:

- Resolution
- Attachment 1: Fusus Service Agreement Proposal
- Attachment 2: Fusus Quote