

KERN COUNTY SHERIFF'S OFFICE

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DONNY YOUNGBLOOD
Sheriff - Coroner - Public Administrator



September 1, 2026

Board of Supervisors
Kern County Administrative Center
1115 Truxtun Avenue
Bakersfield, CA 93301

**REQUEST TO APPROVE THE SOLE SOURCE PROCUREMENT OF SAMSARA
EQUIPMENT TRACKING SOFTWARE FOR SHERIFF'S OFFICE VEHICLES
(Fiscal Impact: \$650,000 [FY 2026-27 \$225,000]; General Funds; Budgeted;
Discretionary)**

The Sheriff's Office is requesting Board approval for the sole source purchase of Samsara equipment tracking software for Sheriff's Office vehicles in an amount not to exceed \$650,000 for a three-year contract period.

The Sheriff's Office currently uses Zonar GPS tracking devices and EVIR inspection reporting services. Over the past two years, significant operational issues have been documented:

- Battery drains when Zonar devices are installed in newer GMC, Chevrolet, and Ford vehicles
- Inaccurate idle time, location, and route reporting
- Incompatibility with 2024 and newer model years
- Inconsistent support and unresolved technical issues

Despite repeated attempts to resolve these deficiencies, the system continues to fail to meet operational expectations.

The Sheriff's Office identified three essential requirements that must be met: Full Compatibility with All Vehicle Makes and Model, User-Friendly and Accurate Tracking & Reporting, and Dedicated, Responsive Customer Support. Samsara is the only evaluated vendor offering reliable functionality across the entire fleet, including newer-model GMC, Chevrolet, and Ford units. Samsara also provides real-time 2-second location updates, customizable reporting, idle monitoring, and route history. Lastly, Samsara offers phone, Zoom, and in-person support options, ensuring timely issue resolution and reduced downtime.

Ford Pro was evaluated but is functional only for Ford vehicles and lacks required reporting capability, geofencing, and mixed-fleet support. It also requires additional hardware for non-Ford vehicles and cannot produce audit-ready data.

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A comparison of all vendors against essential requirements demonstrated that only Samsara meets all criteria, making it the only system capable of supporting operational readiness across the entire fleet.

Purchasing has reviewed and approved sole source. The County Administrative Office concurs with this request. County Counsel has reviewed and approves as to form.

Therefore, IT IS RECOMMENDED Board approve sole source purchase of Samsara equipment tracking software for Sheriff's Office vehicles in an amount not to exceed \$650,000 for a three-year contract period and authorize the Purchasing Agent to issue Purchase Order.

Sincerely,

DONNY YOUNGBLOOD, Sheriff-Coroner



By: Cindy Cisneros, Chief Deputy
Support Services Bureau

/wvs

cc: Purchasing
County Counsel
CAO