

REPORT TO THE BOARD OF MAYOR & ALDERMEN

DATE: November 24, 2025

FROM: Josh Russell, Public Works Director

SUBJECT: Contract for Automated Routing Software for Sanitation Vehicles and Equipment

INTRODUCTION:

The purpose of this agenda item is to request the Board of Mayor and Alderman approve a contract with Routeware, Inc. for automated routing software for Sanitation vehicles and equipment.

BACKGROUND:

Routing software for solid waste trucks is designed to optimize collection routes, reduce fuel consumption, and improve overall operational efficiency. By using GPS data, real-time mapping, and historical collection patterns, the software calculates the most efficient paths for garbage and recycling trucks. It also provides tools for monitoring driver and route performance, documenting service exceptions, and generating analytics that support data-driven decision making. Ultimately, routing software helps municipalities reduce operating costs, improve service reliability, and better manage daily collection operations.

DISCUSSION:

In FY25, \$33,200 was budgeted for the purchase of automated routing software for the Sanitation Division. On September 9, 2024, the Board of Mayor and Aldermen approved the issuance of a Request for Proposals (RFP) to secure a contract for this service. The RFP was released on October 4, 2024, and although four (4) vendors requested copies, only one (Routeware, Inc.) submitted a proposal, which was received on March 5, 2025.

RouteWare, Inc. proposed a five (5) year contract beginning with a three-month pilot program. As part of the negotiation process, the Town and Routeware, Inc. agreed the Town would pay \$15,000 at the conclusion of the pilot program only if the Town chose not to move forward with a contract. Because staff is recommending full implementation, the Town will not incur the \$15,000 pilot cost and will instead pay the full first-year contract amount of \$40,100. Under the proposed agreement, subsequent annual costs are projected at \$33,480 for year two (2), \$36,158.40 for year three (3), \$39,051.07 for year four (4), and \$42,175.16 for year five (5).

Due to the extended time required to negotiate the contract details and provide the contractor with the necessary information to launch the pilot program, this project carried over into FY26. In anticipation of the pricing received and recognizing the first-year cost exceeded the original FY25 allocation, staff increased the FY26 software budget to \$41,000 to accommodate the first-year cost of the contract.

A copy of the proposal submitted by Routeware, Inc. has been attached to this report for your reference.

BUDGET IMPACT:
FY 2026

Fund	Dept.	Obj. Code	Description	Approved Line Item Budget	Previous Expenses	Proposed Expense	Balance	Budget Impact
125	43200	255	Software Maintenance	\$41,000.00	\$0.00	\$40,100.00	\$900.00	N/A

ATTACHMENTS:

[Routeware, Inc. Proposal.pdf](#)

PROPOSED MOTION:

To approve a contract with Routeware, Inc. for Automated Routing Software for Sanitation vehicles and equipment.

Board Action: Motion By_____ Seconded By_____

Vote Total	Hall	Jordan	Robbins	Marshall	Stamps	Fraser
Yes						
No						
Abstain						