
Re: Statement of Sole Source for Fleetpaths

From Marsha Commond <mcommond@cityoffortpierce.com>

Date Tue 7/21/2026 2:46 PM

To Maksimow, Rob <rob.maksimow@verizonconnect.com>

Cc Ronnie Oudijk <ronnie.oudijk@verizonconnect.com>; Gilberto Arbelo <garbelo@cityoffortpierce.com>

Thanks, Rob.

I'll work with Gil to move this forward for approvals. We'll keep you all posted.

Best,

Marsha Commond, MPA

Administrative Services Manager | City of Fort Pierce

Public Works Department, 52 Savannah Road, Fort Pierce, FL 34982

O: 772-467-3836

Public Works Customer Service

Monday-Friday, 8:00 a.m. - 5:00 p.m. *(except holidays)*

Phone: 772-467-3794

Email: pwcustserv_DL@cityoffortpierce.com

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From: Maksimow, Rob <rob.maksimow@verizonconnect.com>

Sent: Tuesday, July 21, 2026 2:25 PM

To: Marsha Commond <mcommond@cityoffortpierce.com>

Cc: Ronnie Oudijk <ronnie.oudijk@verizonconnect.com>; Gilberto Arbelo <garbelo@cityoffortpierce.com>

Subject: Re: Statement of Sole Source for Fleetpaths

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Thank you! Yes. Everything is Chris Ellmore's document is correct and true.

Thank you,

Rob Maksimow

619-876-0888 Cell
Rob.Maksimow@VerizonConnect.com

Client Executive
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On Tue, Jul 21, 2026 at 11:01 AM Marsha Commond <mcommond@cityoffortpierce.com> wrote:
Sorry, It's attached now.

Thank you!

Marsha Commond, MPA
Administrative Services Manager | City of Fort Pierce
Public Works Department, 52 Savannah Road, Fort Pierce, FL 34982
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From: Maksimow, Rob <rob.maksimow@verizonconnect.com>

Sent: Tuesday, July 21, 2026 11:57 AM

To: Marsha Commond <mcommond@cityoffortpierce.com>

Cc: Ronnie Oudijk <ronnie.oudijk@verizonconnect.com>; Gilberto Arbelo <garbelo@cityoffortpierce.com>

Subject: Re: Statement of Sole Source for Fleetpaths

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Thank you,

Rob Maksimow

619-876-0888 Cell
Rob.Maksimow@VerizonConnect.com

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On Tue, Jul 21, 2026 at 7:49 AM Marsha Commond <mcommond@cityoffortpierce.com> wrote:

Thank you, Rob!

We received the attached sole-source justification document from FleetPaths. Can you verify their claims in item 2 and 3 particularly? They state that FleetPaths is the only partner/company that Verizon Connect has the ability to work with to provide the services they outlined.

Thank you for your help with this.

Best,

Marsha Commond, MPA

Administrative Services Manager | City of Fort Pierce

Public Works Department, 52 Savannah Road, Fort Pierce, FL 34982

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From: Maksimow, Rob <rob.maksimow@verizonconnect.com>

Sent: Tuesday, July 21, 2026 10:12 AM

To: Marsha Commond <mcommond@cityoffortpierce.com>

Cc: Ronnie Oudijk <ronnie.oudijk@verizonconnect.com>; Gilberto Arbelo <garbelo@cityoffortpierce.com>

Subject: Re: Statement of Sole Source for Fleetpaths

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Hi Marsha,

I can answer that question for you.

Here is a link to our marketplace, where we integrate with several other software and hardware options: <https://reveal.us.vzconnect.com/en-US/marketplace/partners>

Additionally, we offer an Open API that is already included on your account at no charge. This allows Reveal to push data and integrate with any other software that has an API.

Best regards,

Rob Maksimow

Thank you,

Rob Maksimow

619-876-0888 Cell
Rob.Maksimow@VerizonConnect.com

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On Tue, Jul 21, 2026 at 6:45 AM Marsha Commond <mcommond@cityoffortpierce.com> wrote:
Thanks, Rob,

Hi Ronnie, can you also please let me know if FleetPaths is the only 3rd party you contract with or authorize to integrate with the Verizon Connect technology and devices we already have?

If further clarity is needed, please feel free to reach out.

Best,

Marsha Commond, MPA
Administrative Services Manager | City of Fort Pierce
Public Works Department, 52 Savannah Road, Fort Pierce, FL 34982
O: 772-467-3836

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From: Maksimow, Rob <rob.maksimow@verizonconnect.com>
Sent: Tuesday, July 21, 2026 9:32 AM
To: Marsha Commond <mcommond@cityoffortpierce.com>; Gilberto Arbelo <garbelo@cityoffortpierce.com>
Cc: Ronnie Oudijk <ronnie.oudijk@verizonconnect.com>
Subject: Re: Statement of Sole Source for Fleetpaths

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I'm reaching out to make sure we make your onboarding as seamless as possible as you get set up with **FleetPaths**.

Since FleetPaths runs natively on top of our **Verizon Connect** telematics architecture, your team shouldn't have to navigate a multi-month RFP process to get this fully deployed. Because FleetPaths relies directly on Verizon Connect's raw GPS feeds, PTO sensor inputs, and engine diagnostics to power its real-time specialized workflows, this qualifies for a **Statement of Sole Source / Single Source Justification**.

To save your team time, I've looped in your dedicated Customer Success Manager, [+Ronnie Oudijk](#) so the three of us can complete the necessary sole-source documentation together and get this over to your procurement department.

[+Ronnie Oudijk](#), I have pulled together a quick outline of the technical justifications we typically include for procurement boards:

- **Native Software Integration:** FleetPaths' real-time mapping and dispatch modules require the native Verizon Connect API pipeline to capture live vehicle telemetry without data latency.
- **Avoidance of Hardware Duplication:** Utilizing your existing Verizon Connect telematics hardware eliminates the need to buy, install, and maintain dual tracking devices across your vehicles, saving significant labor and capital expenditure.
- **Audit-Ready Pricing:** We can cross-reference this justification with our existing cooperative purchasing contracts (e.g., Sourcwell) to satisfy your internal price reasonableness benchmarks.

Next Steps: Please connect with **Ronnie** to review the sole-source template, plug in your specific fleet details, and hand it off to your purchasing team?

Let us know what day/time works best for you!

Best regards,

Thank you,

Rob Maksimow

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Rob.Maksimow@VerizonConnect.com

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