

Olivehurst Public Utility District

Agenda Item Staff Report



Meeting Date: September 17, 2026

Item description/summary:

Proposal: GPS Vehicle Tracking System - Bouncie vs. Vyncs

Staff previously presented two GPS vehicle tracking options for the OPUD fleet: Bouncie and Vyncs. At the prior Board meeting, the Board requested additional information regarding vendor longevity and reputation, including the risk of selecting a vendor that could discontinue operations. The Board also expressed interest in Vyncs because of its more formal driver analytics.

Core Capabilities - Both Options

- GPS vehicle location tracking and historical route/trip review.
- Speed monitoring, hard-braking and rapid-acceleration events, geofencing, and driver alerts.
- Accident/collision detection, vehicle diagnostics, web/mobile access, and OBD-II plug-in installation.
- Fuel/vehicle information where supported by the vehicle.

Primary Difference - Driver Analytics

Vyncs provides a more structured fleet-driver analytics layer. In addition to recording unsafe driving events, Vyncs provides a Driver Score and Trip Performance Index (TPI), speeding histograms, mapped rapid-acceleration and harsh-braking events, idling analysis, and driver-safety alerts. This makes it easier for management to review driving trends over time rather than evaluating individual events one at a time.

Bouncie also provides substantial driver behavior data, including speed monitoring, speed bands, acceleration/braking events, idling, trip history, and custom alerts. Its emphasis is more on straightforward real-time tracking, safety alerts, and individual driving events rather than the formalized scoring and trip-performance analytics emphasized by Vyncs.

Vendor Longevity / Continuity

- **Vyncs:** The company states that its connected-vehicle technology is the product of more than 25 years of research and development, with telematics research beginning in the mid-1990s. Vyncs hardware evolved into a compact commercial design in 2016, giving the Vyncs product/platform approximately 10 years of commercial history.
- **Bouncie:** Bouncie launched in 2017. Its parent company, Tail Light, LLC, reports that it has provided automotive technology solutions since 1998. Bouncie therefore has approximately 9 years of product history and is backed by a parent organization with more than 25 years in automotive technology.

Both vendors have established histories in the automotive technology/telematics market. Vyncs has a slightly longer history as the specific GPS/telematics product being evaluated, while Bouncie is supported by a parent company with a longer operating history. No vendor can eliminate future business-continuity risk, but neither option appears to be a newly established provider.

Summary

Bouncie is the simpler option with lower recurring service costs and very frequent map updates. Vyncs has a lower initial cost and offers a more fleet-oriented analytics platform, particularly its Driver Score, Trip Performance Index, speeding histogram, and related driver-performance reporting. Based on the Board's stated interest in driver analytics, Vyncs is the stronger fit for that priority.

Fiscal Analysis:

Estimated Cost Per Vehicle

Time Period	Bouncie	Vyncs Fleet 4G+
Year 1	\$190.20	\$165.98
Annual after Year 1	\$100.20	\$119.99
3-Year Total	\$390.60	\$405.96
5-Year Total	\$591.00	\$645.94

Pricing assumptions:

- **Bouncie:** approximately \$90 one-time device cost plus \$8.35 per month per device (\$100.20 annually) for three or more devices.
- **Vyncs Fleet 4G+:** \$119.99 per year plus a one-time \$45.99 device activation fee in the first year.

Vyncs is approximately \$24.22 less per vehicle in Year 1. Bouncie has the lower recurring annual cost and becomes less expensive over a multi-year period. At five years, Bouncie is approximately \$54.94 less per vehicle. Total District cost will depend on the final number of vehicles selected for deployment. Pricing is subject to vendor changes, taxes, shipping, and optional upgrades.

Sample Motion/Staff Recommendation:

Recommendation:

Staff recommends that the Board authorize implementation of the Vyncs Fleet 4G+ GPS tracking system for designated OPUD fleet vehicles. Both options satisfy the core GPS tracking and safety requirements; however, Vyncs provides the more formalized driver analytics requested by the Board, including Driver Score, Trip Performance Index, speeding analysis, and mapped driving-event data. Vyncs also has an established telematics history and a lower first-year cost.

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