SUBJECT: APPROVAL OF CHANGE ORDER NO. TWO FOR CONTRACT 25-114P WITH STRONG DATA INC FOR PROVIDNG ENTERPRISE WASTE MANAGEMENT SOFTWARE TO ADD $61,000.00 TO THE CURRENT CONTRACT.

AGENDA OF: August 4, 2026

ASSEMBLY ACTION:

AGENDA ACTION REQUESTED: Present to the Assembly for consideration.

Route To:	Signature
Originator	7/20/2026 X Kierstyn Hollibaugh Signed by: Kierstyn Hollibaugh
Solid Waste Division Manager	7/20/2026 X Jeff Smith Signed by: Jeff Smith
Public Works Director	7/21/2026 X Tom Adams, PE Signed by: Tom Adams
Purchasing Director	7/21/2026 X R Krafft Signed by: Russ Krafft
Finance Director	7/21/2026 X Cheyenne Heindel Signed by: Cheyenne Heindel
Borough Attorney	7/21/2026 X Nicholas Spiropoulos Signed by: Nicholas Spiropoulos
Borough Manager	7/21/2026 X Michael Brown Signed by: Mike Brown
Borough Clerk	7/22/2026 X Lonnie McKe... Signed by: Lonnie McKechnie

ATTACHMENT(S): Fiscal Note (1pp)
25-114P Change Order 2 (5pp)

SUMMARY STATEMENT:

The Matanuska-Susitna Borough entered into Contract No. 25-114p with Strong Data for the purchase and implementation of software with automated lane support for the new landfill entrance and scale house in the amount of $59,650.00 on October 1, 2025.

During the initial contract development, automated lane kiosks were not included in the original contract while the Solid Waste

Division finalized requirements and negotiated payment processing capabilities with the credit card service provider for use in the automated lanes.

Resolution No. 25-044 approved the reappropriation of $150,000 from the Solid Waste Operating Fund to a Solid Waste Project Fund for the purchase, implementation and improvement of software with automated lane support for the new landfill entrance and scale house.

Change Order No. 1 added $12,900.00 for transfer station licensing and support. Change Order No. 2 will add automated lane kiosks, provide additional software functionality required to operate the kiosks, and include related services necessary to complete the system and meet the operational needs of the Solid Waste Division. These services are necessary to ensure the Strong Data system is fully integrated and operational for the new landfill entrance and scale house. The improvements will provide enhanced customer transaction processing, automated lane support, improved operational efficiency, and more reliable data collection and reporting.

Funding is available for this change order; however, additional Assembly approval is required because the resulting contract value will exceed the $100,000 threshold. In accordance with MSB 3.8.170(C)(1), any change order that causes the total contract value to exceed $100,000 requires Assembly approval.

Approval of this change order will increase the total contract value to $133,550.00 with Strong Data.

Administration is also requesting additional contract authority for up to 120 days to accommodate unforeseen delays that may occur during final implementation and completion of the project.

FISCAL IMPACT:
This action does not require additional funding. Funds were previously approved and appropriated through Resolution No. 25-044 and are available within the Solid Waste Project Fund.

RECOMMENDATION OF ADMINISTRATION:
Approve legislation authorizing Contract No. 25-114p with Strong Data INC to increase the contract value above the $100,000 threshold established in MSB 3.8.170(C)(1), allowing execution of Change Order No. 2 to add kiosks for automated lanes, software, implementation, and related services associated with the new landfill entrance improvements.

MATANUSKA-SUSITNA BOROUGH
FISCAL NOTE

Agenda Date: 8/4/2026

SUBJECT: APPROVAL OF CHANGE ORDER NO. TWO FOR CONTRACT 25-114P WITH STRONG DATA INC FOR PROVIDNG ENTERPRISE WASTE MANAGEMENT SOFTWARE TO ADD $61,000.00 TO THE CURRENT CONTRACT.

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT **YES** NO
AMOUNT REQUESTED $61,000	FUNDING SOURCE Landfill Capital Projects
FROM ACCOUNT # 420.000.000 4xx.xxx	PROJECT# 25007-4200-4201
TO ACCOUNT:	PROJECT #
VERIFIED BY: 7/21/2026 X Liesel Zanto Signed by: Liesel Zanto	

EXPENDITURES/REVENUES: **(Thousands of Dollars)**

OPERATING	FY2026	FY2027	FY2028	FY2029	FY2030	FY2031
Personnel Services						
Travel						
Contractual						
Supplies						
Equipment						
Land/Structures						
Grants, Claims						
Miscellaneous						
TOTAL OPERATING						
CAPITAL		61.0				
REVENUE						

FUNDING: **(Thousands of Dollars)**

General Fund						
State/Federal Funds						
Other		61.0				
TOTAL		61.0				

POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary)

APPROVED BY:	Recoverable Signature X Cheyenne Heindel

Signed by: Cheyenne Heindel

MATANUSKA-SUSITNA BOROUGH
PURCHASING DIVISION

CONTRACT AMENDMENT/CHANGE ORDER ROUTING SHEET

GENERAL INFORMATION

Date Prepared: 7/13/2026
Contract No.: 25-114P
Contract Name: PROVIDE ENTERPRISE WASTE MANAGEMENT SOFTWARE
Change Order No.: 2

CHANGE REASON

Contract Amendment is necessary per Borough Code Section 3.08.170: (Check the reason(s) that apply)

- ☐ #1: To change the quantity ordered or date of delivery under contract for supplies, where necessary to meet unforeseen borough requirements. (Attach Assembly approved legislation if applicable).
- ☑ #2: To change the quantity of services or professional services to be rendered, or to change the scope of a project under a contract for services or professional services wherever necessary to meet unforeseen changes in borough requirements.
- ☐ #3: To change the scope of a project or the scope of services or professional services under a construction contract to meet unforeseen borough requirements, or to change the specifications under a construction contract because unforeseen conditions render the original specifications impracticable.
- ☐ #4: To change the time for completing a project under a contract for services, professional services or construction. (Attach Assembly approved legislation if applicable).
- ☐ #5: To correct an error in contract specifications made by the borough in good faith or to resolve a good faith dispute between the borough and a contractor as a party's rights and obligations under the contract.
- ☐ #6: To change administrative provisions of a contract without materially altering the contract terms governing the quantity or quality of supplies, services, professional services or construction furnished the borough.

ACCOUNTING SUMMARY

Top Level GL:	420.000.000 426.312
Project Number:	25007-4200-4201
Project Number:	

CONTRACT SUMMARY

Original Contract Amount:	$59,650.00
Previous Additions:	$12,900.00
Previous Deductions:	
Current Contract Amount	$72,550.00
Modification Authorizing Action Memorandum Number:	

ACCEPTANCE & APPROVAL

Order	Workflow	Reviewed/Approval By:
1	Originator/Requestor	Kierstyn Hollibaugh Digitally signed by Kierstyn Hollibaugh Date: 2026.07.13 15:47:17 -08'00'
2	Division Manager	Jeff Smith Digitally signed by Jeff Smith Date: 2026.07.13 15:51:12 -08'00'
3	Department Director	Tom Adams, PE Digitally signed by Tom Adams, PE Date: 2026.07.15 09:37:29 -08'00'
4	Purchasing Coordinator	
5	Accounting	
6	Finance Director	
7	Purchasing Coordinator	

MATANUSKA-SUSITNA BOROUGH
PURCHASING DIVISION

CONTRACT AMENDMENT/CHANGE ORDER

General Information			
Change Order No.:	2	Date Prepared:	7/13/2026
P.O. No.:	2026-842	Current Completion Date:	6/30/2028
Contract No.:	25-114P	Current Contract Amount:	$72,550.00
Contract Name:	PROVIDE ENTERPRISE WASTE MANAGEMENT SOFTWARE		
Vendor Name:	STRONG DATA INC		
Mailing Address:	PO BOX 404, GANDER, NL, A1V1W8		
Email Address:	ROCKY@STRONGDATA.CA		

Description of Change

The following change(s) to the above Contract are made in accordance with the terms of the contract and the conditions outlined below. This document will serve as an amendment to the Contract, and all provisions of the Contract shall remain applicable.

During the last several months, negotiations for automated lanes have been finalized using our existing credit card provider, Elavon. This increase is for the purchase of automated kiosks at Central Landfill using the strong software for automated lanes.

Change Order Summary	
Calendar Days (+/ -):	
New Completion Date:	
Amount of Change Order ($):	61,000.00
New Contract Amount:	133,550.00

Acceptance & Approval

No vendor may provide supplies, services, professional services, or construction to the borough until the Borough's Purchasing Officer has reviewed and signed this amendment. MSB 3.08.170

Recommended By: Jeff Smith — Digitally signed by Jeff Smith Date: 2026.07.13 15:52:01 -08'00'
MSB Requesting Department Representative — Date

Accepted By: [signature] — 7/14/2026
Vendor Authorized Representative — Date

APPROVAL:
MSB Purchasing Officer — **Date**

INVOICE

STRONG
DATA AUTOMATION

Strong Data Inc.
P.O. Box 404
Gander, NL, A1V 1W8
Phone 1-877-671-6226
info@strongdata.ca

INVOICE TO
Matanuska-Susitna Borough
350 East Dahlia Avenue
Palmer, Alaska 99645 US

Project PO

HST/GST # 129238184RT0001
Thank you for your business!
Any questions contact your sales representative.

INVOICE NO.	2182
TERMS	Net 30
DATE	12/03/2026
DUE DATE	11/04/2026

DESCRIPTION	QTY	RATE	TAX	AMOUNT
Touchscreen Kiosk with QR Code Reader Touchscreen Kiosk with QR Code Reader Replace existing kiosk and add two new terminals for the new scales. - 15" touch screen monitor (1500 nits) and onscreen keyboard input - Windows 11 Computer - RFID Reader - Receipt printer - 80mm - Climate controlled stand with 50W heater, and 2x 35 CFM fans - Minimum 1 year warranty	1	18,000.00		18,000.00

Strong Data Inc. ACH information
Account Holder: Strong Data Inc
RBC Bank (Georgia) NA
Business Checking 505398003
Routing Number 063216608

SUBTOTAL	18,000.00
DISCOUNT	
TAX	0.00
SHIPPING	
TOTAL	18,000.00
DEPOSIT	
TOTAL OF NEW CHARGES	
BALANCE DUE	**USD 18,000.00**

Tax Summary

TAX RATE	TAX AMOUNT	NET AMOUNT

26-842

ETF Details:
Account Holder:Strong Data Inc
Account Number:1004613
Branch Transit Number:9153
Bank Institution Number:003
Bank Name/ Address:Royal Bank of Canada
PO Box 6011 Station A, Montreal, QC H3C 3B8
Reference: Please use your invoice number

Commercial

INVOICE

STRONG
DATA AUTOMATION

Strong Data Inc.
P.O. Box 404
Gander, NL, A1V 1W8
Phone 1-877-671-6226
info@strongdata.ca

INVOICE TO
Matanuska-Susitna Borough
350 East Dahlia Avenue
Palmer, Alaska 99645 US

Project PO

HST/GST # 129238184RT0001
Thank you for your business!
Any questions contact your sales representative.

INVOICE NO. 2224
TERMS Net 30
DATE 18/06/2026
DUE DATE 18/07/2026

DESCRIPTION	QTY	RATE	TAX	AMOUNT
Touchscreen Kiosk with QR Code Reader Touchscreen Kiosk with QR Code Reader: Replace existing kiosk and add two new terminals for the new scales. - 15" touch screen monitor (1500 nits) and onscreen keyboard input- Windows 11 Computer- RFID Reader- Receipt printer - 80mm- Climate controlled stand with 50W heater, and 2x 35 CFM fans - Minimum 1 year warranty	2	18,000.00		36,000.00
Payment Terminal Integrated CC terminals	2	2,000.00		4,000.00

Strong Data Inc. ACH information
Account Holder: Strong Data Inc
RBC Bank (Georgia) NA
Business Checking 505398003
Routing Number 063216608

SUBTOTAL	40,000.00
DISCOUNT	
TAX	0.00
SHIPPING	
TOTAL	40,000.00
DEPOSIT	
TOTAL OF NEW CHARGES	
BALANCE DUE	USD 40,000.00

Tax Summary

TAX RATE	TAX AMOUNT	NET AMOUNT

26-842

ETF Details.
Account Holder:Strong Data Inc
Account Number:1004613
Branch Transit Number:9153
Bank Institution Number:003
Bank Name/ Address Royal Bank of Canada
PO Box 6011 Station A, Montreal, QC H3C 3B8
Reference: Please use your invoice number

Residential

STRONG
DATA AUTOMATION

Swing Away Arm 2026-07-14

	Item Description	Price / Unit	UOM	Qty	Ext Price
1	**Kiosk Swing Arm** Does not include 3" Sch. 80 mounting pipe. See drawings for details.	1,500.00	EA	2	3,000.00
2	TOTAL HARDWARE COSTS				3,000.00

TERMS

All pricing in USD

Tax and Duties not included.

Quote valid for 120 days from proposal date.

Installation related costs have not been quoted for implementation of optional equipment unless stated otherwise

Installation of equipment and extras does not include the following:
- Electrical work.
- Underground conduit if needed.
- Running of Cat5e (can be discussed during negations)
- Suitable mounting surface for all equipment
- Other costs not explicitly stated

† Additional 10% administration fee applied if Software Subscription and Support fees are paid monthly rather than annually.
† Software fees paid in advance.
† Scale software license is required for each individual scale.
† Hardware invoiced on order.
† Hourly and day rates billed monthly.
† License and Support fees to begin once logins are provided.
† Fixed Setup fees and or 50% of hours in "Implementation Costs" are billed on kickoff meeting.