RFP No. CRFP DOT22*01 - Cost-Price Proposal

Cost Summary

Select On-Premise or SaaS Solution, set one to "Y" and one to "N"

If On-Premise solution, provide the additional fields D. Unit Price, E. Discount % (not needed for SaaS solution)

On-Premise Solution? N Y = On-Premise Solution, Any other Value represents a SaaS Solution

1. Software - Core Solution	A. SKU	B. Product No.	C. Quantity	D. Unit Price	E. Discount %	F. Total Pric	ce
			0	\$	0%	\$	
						\$	-
						\$	1.
						\$	
						\$	A
						\$	_
					Software Subtotal	\$	-

2. Third Party Products	A. SKU	B. Product No.	C. Quantity	D. Unit Price	E. Discount %	F.	Total Price
GeoTab G09 Device			3578	\$ 1	00	\$	3,578.00
NFC Device and reader			3578	\$ 50	.00	\$	178,900.00
					17.	s	
						\$	
						s	
						s	
						\$	
					Third Party Subtotal	\$	182,478.00

3. Services		Total Price
Implementation (from Implementation Tab)		\$ 3,000.00
10	Impl Services Subtotal	\$ 3,000.00

PROPOSED 4. Ongoing Costs	A. Ba	se-Implementation	B. Ba	B. Base-Post Production		C. Option Term		otal Price (A+B+C)
Annual SaaS Subscriptions	\$	-	\$	-	\$		\$	-
Annual Third Party SaaS Subscription	\$	3,533,632.80	\$	4,914,025.20	\$	3,005,520.00	\$	11,453,178.00
SaaS-Application Managed Services			\$	1.00	\$	2.00	\$	3.00
						Ongoing Costs Subtotal	\$	11,453,181.00

Total Contract Price (Sum of Subtotals of Section 3 and 4 only)	
total compact rince (sum of subtotals of section 5 and 4 only)	\$ 11,456,181.00

CRFP No. DOT22*01 Cost-Price Proposal Fleet Implementation Services



1. Deliverables/Miletones	A.	Total Price
Project Work Plan	\$	2,967.00
Project Kick-off Meeting	\$	1.00
Project Management Plan	\$	1.00
Quality Management Plan	\$	1.00
Knowledge Transfer Plan	\$	1.00
Stakeholder Engagement Plan	\$	1.00
Organizational Change Management Plan	\$	1.00
Master Test Plan	\$	1.00
Data Conversion Plan	\$	1.00
Interface Plan	\$	1.00
Training Plan	\$	1.00
Go-Live Deployment Plan	\$	1.00
Post Go-Live Plan	\$	1.00
System Detailed Design Document (SDDD)	\$	1.00
Security Plan	\$	1.00
Requirements Traceability Matrix	\$	1.00
Configured Software	\$	1.00
Unit Tested Interface Programs	\$	1.00
Unit Tested Conversion Programs	\$	1.00
Mock Data Conversion 1	\$	1.00
Mock Data Conversion 2	\$	1.00
Unit Tested Custom Objects (Forms, Reports, Workflows) - ties to		
Customizations Subtotal for Fleet	\$	1.00
System Test Report	\$	1.00
Integration Test Report	\$	1.00
Security Test Report	\$	1.00
Performance Test Report	\$	1.00
User Acceptance Test Report	\$	1.00
Training Materials	\$	1.00
Training Course Pilot (pre User Acceptance Test)	\$	1.00
End-user Training	\$	1.00
Enterprise Readiness Plan	\$	1.00
OCM Support/Materials per approved plan	\$	1.00
Cut-over to Production	\$	1.00
Acceptance	\$	1.00
Fleet Services Subtotal	\$	3,000.00



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Customization Cost - Complete By Phase for Each Item in Requirements Matrix Classifed as Customization or Third-Party Customization

Customization Name/Description	Requirement #	Complexity	Pr	ice
	Fleet Customizations			12 31 - 2
Fleet Management System with open API			\$	1.00
			\$	-
			\$	
			\$	-
Add Lines Above As Required			\$	<u>-</u>
		Total Cost, Fleet Customizations	\$	1.00

CRFP No. DOT22*01 Cost-Price Proposal On-Premise **Annual Software Maintenance**

A American Marian	Implementation			on	Post Production				ontract	
1. Annual Software Maintenance - Core Solution		2021		2022		2023		2024	2	025
	\$	-	\$	-	\$		\$	-	\$	_
	\$	-	\$	_	\$		\$	_	\$	_
Software Maintenan	ce: Imple	mentation	\$	-				ance: Post- se Contract		

	Post Pr	Post Production Options							
20	26	2027	T	otal Price					
\$	- \$	_	ş						
\$	- \$	-	\$	_					
	\$	2026 s - \$							

1. Annual Software Maintenance - Third-Party	Implementation				Post Production Base Contract						
Aunuai Surtware Waintenance - Frarg-Party	2021		2022		2023		2024		2025		
Fleet Management System	\$	1.00	\$	1.00	\$	1.00	\$	1.00	\$	1.00	
	\$		\$	2	\$	-	\$.20	\$	_	
Software Maintenar	ice: Imple	ementation	\$	2.00		Software M Product		ance: Post- se Contract		3.00	

1. Annual Software Maintenance - Third Party	Post Production Options								
		2026		2027	Total Price				
Fleet Management System - Included	\$	1.00	\$	1.00	\$	2.00			
	\$	_	\$	+1	\$				
Software N	/laintena	nce - Post Pr	oducti	on Ontions	Ś	2.00			

CRFP No. DOT22*01 Cost-Price Proposal SaaS Solution Annual Software Subscriptions

Offeror: Sewell Fleet Management

	Implementation				Post Production Base Contract					
1. Annual Software Subscription	2021		2022		2023		2024		2025	
	\$	-	\$	-	\$	- 8	\$	-	\$	
	\$	-	\$		\$		\$	-	\$	
Software Subscri	ption - Impler	nentation	\$	-	S			tion - Pos		

1. Annual Software Subscription	Post Production - Options							
	2	2	027	Total Price				
	\$		\$	<u> </u>	\$			
	\$		\$	200	\$	_		
Software Subscription - Post Production O	ptions				\$	-		

1. Annual Software Subscription - Third-Party		Implementation				Post Production Base Contract					
		2021		2022		2023		2024		2025	
Fleet Management System	\$	944,592.00	\$	858,720.00	\$	772,848.00	\$	772,848.00	\$	772,848.00	
GeoTab / Telematics / Pro-Plus	\$	865,160.40	\$	865,160.40	\$	865,160.40	\$	865,160.40	\$	865,160.40	
Software Subscription - Implementation			Ť		Software Subscription - Post						

1. Annual Software Subscription - Third-Party	Post Production - Options								
	2026		2027	Total Price					
Fleet Management System	\$ 644,040.00	\$	644,040.00	\$ 1,288,080.00					
GeoTab / Telematics / Pro-Plus	\$ 858,720.00	\$	858,720.00	\$ 1,717,440.00					

Software Subscription - Post Production Options \$ 3,005,520.00



CRFP No. DOT22*01 Cost-Price Proposal **All Solutions Application Managed Services**

	Base	Options Period				
1. Application Managed Services	2023		2024		2025	
Fleet Management System	\$ 1.00	\$	1.00	\$	1.00	
			Appl Managed Services-			
Application Managed Services-Base	\$ 1.00		Options Period	\$	2.00	

Total Price - Managed Services	\$ 3.00
Total Price - Managed Services	\$ 3.00



Offeror: Sewell Fleet Management

<u>Instructions:</u> Vendors shall complete and submit this Rate Sheet. Vendors shall include billing rates for key staff that may provide professional services under this contract. Billing Rates shall be fully-burdened and include overhead, other direct costs and profit. These rates shall be used as a basis for the purchase of additional professional services under this Contract.

ltem No.	Role	Role Description	Unit	Billing Rate
1	Technical Support Specialist		Hour	Included
2	Technology Support		Hour	Included
3	Account Executive	1	Hour	Included
4	Account Manager		Hour	Included
5	Strategic Account Manager		Hour	Included
6	Accounting Manager		Hour	Included
7	Software Developer		Hour	Included
8	Logistics Coordinator		Hour	Included
9	Licensing Specialist		Hour	Included
10	Title and Registration Coordinator		Hour	Included
11			Hour	\$
12			Hour	\$
13			Hour	\$
14			Hour	\$
15			Hour	\$