



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at wvOASIS.gov. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at WVPurchasing.gov with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 2

List View

- General Information**
- Contact
- Default Values
- Discount
- Document Information
- Clarification Request

Procurement Folder: 1797541

Procurement Type: Central Master Agreement

Vendor ID: 000000104765

Legal Name: AT&T ENTERPRISES LLC

Alias/DBA:

Total Bid: \$0.00

Response Date: 12/10/2025

Response Time: 12:28

Responded By User ID: bfspradlin

First Name: Beth

Last Name: Spradlin

Email: ef8030@att.com

Phone: 3046900140

SO Doc Code: CRFQ

SO Dept: 0803

SO Doc ID: DOT2600000037

Published Date: 12/11/25

Close Date: 12/16/25

Close Time: 13:30

Status: Closed

Solicitation Description: 81260040 Winter Fleet Management Tracking

Total of Header Attachments: 2

Total of All Attachments: 2

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Fleet Management System Software	0.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: response attached

Extended Description:

Fleet Management System including software, tracking, real time monitoring, firmware updates.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Fleet Management System Hardware	0.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
31160000			

Commodity Line Comments: response attached

Extended Description:

Fleet Management System Hardware

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Fleet Management System Firmware	0.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43233005			

Commodity Line Comments: response attached

Extended Description:

Fleet Management System including software, tracking, real time monitoring, firmware updates.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Fleet Management System User Interface	0.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43232306			

Commodity Line Comments: response attached

Extended Description:

Fleet Management System including software, tracking, real time monitoring, firmware updates.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Fleet Management System Bread Crumbing & Asset Route Tracing	0.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: response attached

Extended Description:

Fleet Management System including software, tracking, real time monitoring, firmware updates.

VENDOR NAME: AT&T Enterprises LLC
BUYER: John Estep
SOLICITATION NO: CRFQ 0803 DOT2600000037
BID OPENING DATE: November 25, 2025
BID OPENING TIME: 1:30
FAX NUMBER: 304-558-3970



AT&T Response to The State of West Virginia RFQ for Web-based fleet management and tracking GEOTAB

December 11, 2025

December 11, 2025

John Estep
Department of Administration, Purchasing Division
State of West Virginia
2019 Washington Street
East Charleston, WV 25305-0130

Dear John Estep:

Your organization has a successful history of serving its constituents. To continue this success, you need advanced communication services that can support your critical operations and enhance employee efficiency. Therefore, you want a qualified provider that can meet your requirements without sacrificing service and performance.

AT&T understands your objectives and the priorities that are driving change to your network. We've designed an integrated, cost-effective solution to meet your key requirements.

Our proposed solution offers you

- Comprehensive account team support, customer service, and account management
- Decreased capital expenditures by using AT&T infrastructure, network, and staff
- Streamlined implementation and network management via a single vendor

With our innovation, experience, and dedication, we're well-positioned to help your organization realize the greatest benefits from its communication network. We'll collaborate extensively with you to make sure the service we provide helps you achieve your business objectives. In addition, we'll back our services with the ongoing support of an experienced account team.

We're eager to develop our relationship with you, and we look forward to working together on this important project. I'll follow up with you soon to discuss our proposed solution.

Sincerely,

Elizabeth Spradlin

Senior Client Solutions Executive

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Executive Summary

To address citizen needs, municipalities must improve efficiencies, upgrade technologies, and find creative ways to deliver services on a tight budget. Therefore, municipalities like yours need to align operating practices with evolving technologies.

Relying on paper logs to track vehicle and driver performance can be expensive and inefficient. You need a faster, more reliable way to monitor vehicle status and driver activities—and to help optimize your operating costs.

A telemetric device (plugged into each vehicle) collects detailed status and performance data (including idle time, speeding, excessive braking, over-revving the engine, fuel consumption, and vehicle diagnostics) and reports that data via the AT&T wireless network. Then, your fleet operators can retrieve and analyze the data via a web-based portal.

When you have access to accurate, near real-time vehicle status and performance data, you can better manage driver behaviors. In addition, you can improve maintenance and logistics planning.

State of West Virginia must have an infrastructure in place that will support operations and future objectives effectively. You want a supplier that can help you build a network platform to support these objectives:

- **Build for scalability**—As businesses grow and expand, the networking technology needs to be scalable to accommodate the growing number of users, devices, and applications. You need networking technology that can be easily scaled up or down as your needs change.
- **Decrease cost**—Your network is critical to your daily business, so you need to be strategic in selecting services and solutions to optimize value. Experts who understand the technology options can help you make the right decisions for your business objectives.
- **Get expert service and support**—You need a service team that specializes in helping business customers design resilient and reliable networks, implement digital transformations, and quickly resolve any issues with ongoing services so you can stay focused on your core value proposition.
- **Improve performance**—Networking technology must be reliable and resilient to ensure smooth communication and data transfer among employees, departments, and customers; reduce downtime, and enhance remote access and mobile work capabilities.

Solution

We've carefully reviewed your business and technology goals and designed a flexible, cost-effective solution that allows you to streamline your operations. Our solution for State of West Virginia is a good value and a

smart investment because it not only meets your current needs, but it can easily scale to meet future demands.

The key components of your solution include the following:

AT&T Fleet Management is a telematics platform that tracks and monitors fleet performance and movement. AT&T Fleet Management provides near real-time data from each of your vehicles to help you manage compliance, control costs, and optimize the use of your fleet.

- **Universal Plug and Play Devices** connect to each fleet vehicle to collect data and send it to a cloud-based platform. You can use the data to create custom reports that provide you with insights into fleet and driver performance. Consequently, you can make informed decisions on how to best use your fleet.
- **Highly Secure Data Transfer** uses AT&T's high-speed mobile network to transmit vehicle and driver data. Additionally, the platform provides end-to-end data protection. And, a highly secure mobile connection helps guard against hacking threats. So, our solution helps protect your valuable data.
- **Driver Safety and Coaching** delivers in-vehicle coaching and interactive alerts such as seatbelt reminders. As a result, Fleet Management helps you support good driver behavior and reinforce company safety procedures.
- **Accident Detection, Notification, and Reconstruction** sends accident alerts to a designated fleet manager, collects accident data, and supports accident reconstruction to help identify fault. So, you can quickly respond to accidents, use data to help determine driver error and fault, and reinforce accident response procedures.
- **Dash Cameras and Asset Trackers** integrate directly with your AT&T Fleet Management suite. We offer a robust set of pre-certified road-facing and dual-facing dash cameras, plus solar-powered, hardwired, and small form factor asset tracking devices. These devices and their integration help you streamline business operations and drive simpler, safer processes.



FirstNet built with AT&T

FirstNet built with AT&T is a portfolio of wireless service plans, management capabilities, and ancillary services for first responders and the entities that support them.

AT&T provides these services and equipment under the direction of the First Responder Network Authority (FirstNet Authority). The establishment of the FirstNet Authority as an independent federal authority within the National Telecommunications and Information Administration of the United States Department of Commerce was a result of the Middle Class Tax Relief and Job Creation Act of 2012.

FirstNet built with AT&T addresses the FirstNet Authority's goals of maximizing the utility and dependability of wireless communications for first responders and the personnel and entities that support them. We provision FirstNet solutions using the FirstNet Evolved Packet Core (EPC). The EPC provides the first high-speed, nationwide broadband network with dedicated access that we've specifically designed to meet the needs of local, state, federal, and tribal public safety entities.

AT&T is proud to be the exclusive provider of FirstNet™—the first and only official broadband network dedicated to first responders and those who support them. Before the federal government selected AT&T to build a nationwide public safety network, public safety entities and supporting agencies had to share networks with consumers and businesses. Congestion on those networks, especially during crises and major events, along with poor interoperability (e.g., among devices, radio networks, and carriers), prevented public safety responders from communicating with one another during emergencies.

To address these connectivity issues, the First Responder Network Authority selected AT&T to build and manage FirstNet. AT&T earned this honor through a competitive process based on many rigorous criteria. To successfully implement and manage this ambitious project, AT&T assembled a team that included Motorola Solutions, General Dynamics, Sapien Consulting, and Inmarsat Government.

We've designed and continue to enhance FirstNet to improve public safety communications and coordination, leading to faster response times and safer communities. At the center of the FirstNet network, we employ 700MHz Band 14 spectrum. This highly reliable spectrum easily propagates in urban and rural areas, passing through buildings and walls and covering large geographic areas with minimal infrastructure. And to alleviate congestion, Band 14 is set aside for public safety and unavailable to other commercial carriers. In fact, AT&T is legally required to clear all commercial traffic off Band 14, creating a first responder VIP lane.

In addition to dedicated access to Band 14, FirstNet features

- A network designed and contractually required to meet a 99.99% end-to-end service availability objective and not subjected to throttling—a standard unmatched by any other large-scale LTE network in the world today
- Cybersecurity that includes a multi-layered defense platform; a dedicated Security Operations Center; Identity, Credential, and Access Management (ICAM); and single sign-on capability across all FirstNet and agency applications to help ensure end-to-end security
- 24/7 priority and preemption (First Priority®) to help ensure that first responder voice, data, and video communications are always at the front of the line. First Priority removes or reassigns lower priority users to other bands to ensure first responders maintain access to their applications.
- Access to millimeter wave (mmWave) 5G+ service in select cities and venues to provide high speed, low latency connections in specific areas
- Dedicated 24/7 technical support from emergency communication professionals to support first responders and help ensure available and responsive assistance

- Select primary user rate plans and purpose-built devices with advanced features to facilitate communication, situational awareness, and responsiveness

FirstNet offers more than just a public safety-grade wireless connection. It also enables device and app ecosystems that feature innovative, life-saving technologies. These advanced technologies, tools, and services support

- Applications that reliably share videos, text messages, photos, and other information in near-real time
- Advanced capabilities like camera-equipped connected drones and robots (e.g., to deliver images of wildfires, floods, and other events)
- Improved location services to help with mapping capabilities during rescue and recovery operations
- Wearables that can relay the biometric data of a patient to the hospital or send an alert when a firefighter is in distress
- Identity, Credential, and Access Management (ICAM) features that use multifactor authentication and mobile single sign-on to protect access to your devices, applications, administrative websites, and services
- Integration with Next Generation 9-1-1 and Smart Cities public safety applications that help ensure emergency work/call flows are available to public safety entities



FirstNet advantages extend beyond first responders to those who support them (extended primary users), bringing the entire responder community together to work faster, safer, and more securely. Extended primary users are individuals, agencies, organizations, and non-profit or for-profit companies that may support primary users with the mitigation, remediation, overhaul, cleanup, restoration, or provision of other services required during an emergency or its aftermath.

Extended primary users have access to these FirstNet capabilities and benefits:

- Advanced and augmented priority coverage via FirstNet's highly secure and resilient network—featuring more than 99% population coverage in urban and rural areas, with no throttling anywhere in the country—to provide connections virtually everywhere
- Elevated network status (uplift) during an incident to help provide priority when you need it
- Dedicated 24/7 technical support from emergency communication professionals to help ensure available and responsive assistance
- Interoperability to improve information sharing across agencies, disciplines, and jurisdictions
- Select extended primary rate plans with advanced features to help you communicate and coordinate with relief personnel

Advantages of AT&T

State of West Virginia will benefit from working with AT&T because we have the expertise, experience, and resources to meet your needs. Here are a few advantages:

- **5G Network Coverage**—AT&T's 5G network now reaches over 315 million people across more than 26,900 U.S. cities and towns. Our 5G+ mid-band spectrum is available nationwide, covering more than 285 million people. Positioned between our other bands, it offers a balanced combination of ultra-fast speeds and broad geographic coverage. Meanwhile, our 5G+ high-band spectrum delivers super-fast speeds and exceptional performance in high-traffic areas, large venues, and airports.
- **Community Engagement**—In 2023, AT&T and the AT&T Foundation contributed \$77.5 million to philanthropic organizations, focusing on education, community support, health services, and the arts. We prioritize underserved communities and provide innovative connectivity solutions to bridge the digital divide in K-12 schools, colleges, and universities across 50 states.
- **Environmental Responsibility**—AT&T is committed to achieving carbon neutrality by 2035 with net zero Scope 1 and 2 emissions. We've already reduced these emissions by nearly 52% since 2015 and aim for a 63% reduction by 2030. Our Connected Climate Initiative also aims to help business customers cut 1 billion metric tons of emissions by 2035.
- **First for Public Safety**—FirstNet and AT&T address public safety needs in ways unmatched by other networks. FirstNet reaches more than 2.99 million square miles of the nation, with an additional 20,000 square miles of terrestrial wireless coverage in 2024.
- **Global IP Network**—AT&T offers connections for customers on the one of the world's most powerful and advanced IP/Multiprotocol Label Switching (MPLS) networks. AT&T's global network carries upwards of 713.6 petabytes of data traffic on an average day as of 2Q24. Our monthly wireline, and wireless, data consumption is forecasted to reach over 2TB by 2025.

Personalized Support

Because we understand the importance of personalized service, we give you an account team of specialists to design and implement your new solution. You'll receive ongoing, coordinated support from your account team for all your AT&T services.

Your AT&T Account Team

Resource	Title
Primary Contact	Elizabeth Spradlin Senior Client Solutions Executive +1 304.690.0140 elizabeth.frazier.1@att.com

Resource	Title
Secondary Contact	Delmar J Sigman Lead Client Solution Executive +1 304.932.8194 delmar.sigman@att.com
Additional Support Resources	

You'll see from our proposal that we understand your objectives and have the expertise and resources to support them. We look forward to working with you to help you reach your goals.

Important Information

AT&T Fleet Management® is only available to customers with a Qualified AT&T business or government agreement and a Foundation Account Number (FAN) and their respective CRUs. Activation of an eligible AT&T wireless rate plan on a compatible device is required. May not be available for purchase in all areas or through all channels. Coverage not available in all areas. Availability, security, speed, timeliness, accuracy and uninterrupted use of service are not guaranteed. Not all features available on all devices. Compatible device required for GPS or a GPS derived location information. Activating data blocking features will result in Cell ID or Enhanced Cell ID location information only. AT&T Fleet Management® is subject to Geotab's additional terms and conditions, including without limitation its software license. Additional hardware, software, services, internet access and/or special network connection may be required.

Proposal Validity Period—The information and pricing contained in this response (the "Response" or the "Proposal") is valid for a period of thirty (30) days from the date written on the Proposal cover page, unless rescinded or extended in writing by AT&T.

Terms and Conditions—This Proposal is conditioned upon negotiation of mutually acceptable terms and conditions.

Proposal Pricing—Pricing proposed herein is based upon the specific product/service mix and locations outlined in this Proposal. Any changes or variations in the proposed terms and conditions, the products/services/quantities, length of term, locations, and/or design described herein may result in different pricing. Prices quoted do not include applicable taxes, surcharges, or fees. In accordance with the tariffs or other applicable service agreement terms, Customer is responsible for payment of such charges.

Providers of Service—Subsidiaries and affiliates of AT&T Inc. provide products and services under the AT&T brand. Either AT&T Enterprises LLC or AT&T Mobility National Accounts LLC is the proposer for itself and on behalf of its service-providing affiliates.

Software—Any software used with the products and services provided in connection with this Proposal will be governed by the written terms and conditions applicable to such software. Title to software remains with AT&T or its supplier. Customer must comply with all such terms and conditions, and they will take precedence over any agreement between the parties as relates to such software.

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AT&T Enterprises, LLC ("AT&T") is submitting this bid pursuant to the terms and conditions of the current existing Participating Addendum, Statewide Contract No. CPHONE20A, between AT&T and the State of West Virginia dated December 1, 2020, as amended; and the responses, answers, clarifications and set forth in and/or incorporated into the Bid Response.

AT&T takes a general exception to "General Terms and Conditions" and the "Software As A Service Addendum" contained in the RFP. AT&T takes such a general exception primarily because the requested Fleet Management solution is already available under CPHONE20A. In the event AT&T is awarded, AT&T will work in good faith with the State to incorporate and amend any applicable additional terms into the State's CPHONE20A as appropriate.

RFQ - SPECIFICATIONS

1. PURPOSE AND SCOPE

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Here after, the system will be referred to as "GPS tracking system".

The initial contract shall include costs associated with the turn-key implementation and configuration of the product. The contract shall also include hourly rates associated with professional services that may be utilized in the future. The contract shall be for one (1) year with three (3) optional one (1) year renewals.

The Vendor will be required to provide licenses, hardware, system configuration and professional services through the term of the contract. All costs shall be outlined in Exhibit A — Pricing Page. This contract may be utilized for the purchase of hardware, professional services and technical support to include but is not limited to planning for future initiatives and reporting.

Each professional services engagement will require the development of a detailed Statement of Work (SOW) and utilize the hourly rates set by the resulting contract. The SOW will be developed in collaboration with the successful Vendor and WV DOT. The SOW will outline the services and approval process required, along with a detailed list of deliverables, deadlines, and payment structure. Each SOW will result in an agency release order (ADO) resulting from this contract and will include a firm fixed price for services to be performed. In the event of an emergency such as a system failure, or if maintenance is required to prevent a system failure, services will be billed on an as needed basis; however, prior authorization will be required.

The initial intent for the GPS tracking solution will be for a pilot program intended to capture near real time GPS data associated vehicles tasked with snow and ice removal. The initial implementation will be for a very basic system configuration and set up for a small group of vehicles. The initial pilot will be further defined in a SOW.

Some of the snow removal equipment will be equipped with dash cameras which may be integrated into the solution. The system will also be required to capture data from both the vehicle and specialized attachments such as plows and spreaders to allow for comprehensive reporting of snow removal activities.

Long term, the resulting GPS tracking solution will be required to interface with other third-party solutions further described in the background section of this document.

Background:

WVDOT owns, operates and maintains their own vehicles along with highway construction and maintenance equipment. All equipment is centrally managed by the Equipment Division located in Buckhannon, WV with additional garage and repair facilities located across the State in each of the department's ten (10) Districts. Below is a summary of the current Fleet and Equipment Assets.

EQUIPMENT TYPE	QUANTITY
Passenger Cars	2,066
371 Class Single Axle Dump Trucks	574
377 Class Tandem Axle Dump Trucks	405
370 Class F550	229
Graders	212
Excavators/Backhoes	123
352 Class Skid Steers	157
Pavers	39
Tractors	485

In total there are (1435) vehicles that already have Certified Power Fleet Pilot System units installed on them. (229) units are located on WVDOT 370-Class, (573) WVDOT 371 -Class Single Axle Dump Trucks and (382) WVDOT 377-Class Tandem Axle Dump Trucks.

Most vehicles listed in the series require (1) one operator, however during our Salt Removal and Ice Control (SRIC) Season, (2) two operators are assigned to each plow truck. Most equipment that is in the WVDOT fleet has an assigned primary and secondary operator. The plows and spreaders are all controlled through the certified power system.

All fleet vehicles are assigned with a unique equipment identifier and are registered in the department's Fleet Management System Assetworks. In addition, vehicles are also registered as rolling stock assets in the State financial ERP accounting system wvOASIS which is a CGI Advantage Financial product.

Additionally, WVDOT maintains approximately 140 fueling stations throughout the state. All fuel tanks are equipped with Fuel Master, which is an electronically controlled fuel monitoring system. This system utilizes either an Automotive Information Module (AIM Unit) or a Prokee to transfer information to the database via the Fuel Master Unit (FMU).

WVDOT utilizes dTIMs as a replacement to our previous Maintenance Management System and portions of REMIS. dTIMs is where work requests, work orders, work scheduling and reporting is tracked and managed while it's integrating with wvOASIS. The vendor may be required to interface with the Maintenance Management System.

WVDOT maintains a 511 State Highway information center that provides real-time roadway condition, traffic and accident reporting data. The vendor may be required to interface with the State's 511 System.

WVDOT currently maintains both an ArcGIS Online environment and an ArcGIS Enterprise environment in production. Our Enterprise deployment is running version 10.8.1, with plans underway to upgrade to version 11.5 soon. The vendor will be required to interface with both Systems.

AT&T Response:

AT&T has read and understands.

2. DEFINITIONS

The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.

- 2.1 "**Contract Item**" or "**Contract Items**" means the items identified in Section 3.1 below and on the Pricing Pages.
- 2.2 "**Pricing Pages**" means the schedule of prices, estimated order quantity, and totals contained in wvOASIS or attached hereto as Exhibit A, and used to evaluate the Solicitation responses.
- 2.3 "**Solicitation**" means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.
- 2.4 "**WVDOH**" means West Virginia Department of Highways.
- 2.5 "**EPA**" means Environmental Protection Agency.
- 2.6 "**OSHA**" means Occupational Safety and Health Administration.
- 2.7 "**GPS**" means Global Positioning System.
- 2.8 "**Kbps**" means Kilobits per second.
- 2.9 "**OBD2**" means On-Board Diagnostics second generation.
- 2.10 "**ISO**" means The International Organization for Standardization, and is an independent, nongovernment, international organization that develops standards to ensure the quality, safety and efficiency of products, services and systems.
- 2.11 "**LTE**" means Long-Term Evolution.
- 2.12 "**PWM**" means Pulse Width Modulation

- 2.13 **"Telematics"** means diagnostic technology that combines telecommunications and informatics to wireless send and receive data from a vehicle providing real time insights into location and condition.
- 2.14 **"VPW"** means Variable Pulse Width.
- 2.15 **"SAE"** means Society of Automotive Engineers.
- 2.16 **"NOAA"** means National Oceanic and Atmospheric Administration.
- 2.17 **"mA"** means Milliampere.
- 2.18 **"ISO 14229"** means data link independent requirements of diagnostic services, which allow a diagnostic tester to control diagnostic functions in an o-vehicle electronic control unit.
- 2.19 **"J1850 PWM"** means pulse width modulation at 41.6 Kbps. Two wire differentials.
- 2.20 **"J1850 VPW"** means variable pulse width at 10.4/41.6 Kbps. Single Wire.
- 2.21 **"J1708"** means standard for serial communication between modules with micro controllers in heavy duty vehicles.
- 2.22 **"J1 708 CAT"** means standard for serial communication between modules with micro controllers in heavy duty vehicles manufactured by Caterpillar.
- 2.23 **"WWH-OBd"** means world harmonized on-board diagnostics global technical regulations.
- 2.24 **"ISO Toyota"** means International Organization for Standardization for Toyota.
- 2.25 **"ISO Vario"** means International Organization for Standardization for Vario.
- 2.26 **"ISO Ford"** means International Organization for Standardization for Ford.
- 2.27 **"ISO Isuzu"** means International Organization for Standardization for Isuzu.
- 2.28 **"SAE J1455"** means the specifications that characterize the environmental performance and reliability requirements of electronic equipment designed for heavy duty on and off-road vehicles.

AT&T Response:

AT&T has read and understands.

3. GENERAL REQUIREMENTS

3.1 Contract Items and Mandatory Requirements: Vendor shall provide Agency with the Contract Items listed below on an open-end and continuing basis. Contract Items must meet or exceed the mandatory requirements as shown below.

3.1. General

3.1.1.1 Vendor shall provide Geotab GO9, or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. The system will be utilized to collect operating data from DOT fleet vehicles using telematics devices.

3.1.1.2 Products provided as part of the GPS tracking solution shall be installed in vehicles that fall into the following asset categories. both Light Duty and Heavy-Duty Vehicles.

3.1.1.3 Light Duty Vehicles are defined as being powered by an internal combustion engine equipped with OBD II protocol diagnostics and diagnostic connector. In the event the vehicle does not have OBD II capabilities, the vendor shall provide alternative harness configuration solutions.

3.1.1.3.1 All available data from the asset shall be collected via the OBD II or alternative diagnostic connector and transmitted wirelessly to the GPS tracking solution.

3.1.1.3.2 Light Duty Assets include but are not limited to sedans, sport utility vehicles and pick-up trucks.

3.1.1.3.3 Heavy Duty vehicles are defined as being powered by an internal combustion engine equipped with Communication Protocol (CAN-bus) J1708 and J1939 CAN-bus and diagnostic connector. Construction, off road, and auxiliary engine equipped assets are included in this category.

All available data from the asset shall be collected via the CAN-bus connector, if equipped, and transmitted wirelessly to the web-based GPS tracking solution.

3.1.1.3.3.1 Heavy Duty Assets include but are not limited to: Snowplow Trucks, Snow Blowers, Paint Striper Trucks, Personal Hoist Trucks, Street Sweepers, Mower Tractors and Attenuator Trucks.

3.1.2 Asset Data Services

- 3.1.2.1 The data and hardware service for the GPS tracking system shall include any necessary hardware and data transfer services, data collection, data storage, reporting, diagnostic trouble code (DTC) and equipment alerts.
- 3.1.2.2 The GPS Tracking solution shall be capable of supporting the asset fleet and asset operators as described in the Background section of the specifications.
- 3.1.2.2.1 The vendor shall provide pricing for unlimited data for both cellular and satellite communication. However, WV DOT may provide connectivity via existing communication contracts.
- 3.1.2.2.2 The data and hardware service shall include overlay mapping and wireless data transmission services for assets statewide and potentially in neighboring states.
- 3.1.2.2.3 Transmission of data from the in-asset hardware will be wireless and bi-directional to and from the vendor and/or the state's data warehouse.
- 3.1.2.2.4 The GPS tracking solution shall allow for troubleshooting such as firmware updates and device health checks. The system shall allow for data to be pushed to the in-asset hardware via the communications network.
- 3.1.2.2.4.1 The GPS tracking solution shall provide all wireless transmission, and communications shall take place over secure and encrypted channels.
- 3.1.2.2.5 WV DOT reserves the right to assign system access rights, activate or de-activate any device, at any time via the GPS tracking solution. The vendor may be required to provide technical assistance for these services.
- 3.1.2.2.6 The data collection, storage, reporting and alert service will be provided statewide, twenty-four (24) hours a day, seven (7) days a week, including all holidays. WV DOT does not expect 100% uptime on the web application, but the vendor is required to provide twenty-four (24) hour notice for scheduled system maintenance. Maintenance shall be scheduled outside normal business hours.
- 3.1.2.2.6.1 The vendor shall address unanticipated downtime within one (1) hour of being reported to the vendor.

3.1.2.3 GPS Device & OBD II Link Software

- 3.1.2.3.1 At a minimum, the GPS tracking solution shall collect the following data points:
- 3.1.2.3.2 Asset Usage Information:

- 3.1.2.3.2.1 Location information by latitude and longitude and nearest address where it is available
- 3.1.2.3.2.2 Date and time of travel
- 3.1.2.3.2.3 Trip route
- 3.1.2.3.2.4 Milage of trip
- 3.1.2.3.2.5 Dash odometer values at beginning and end of each trip
- 3.1.2.3.2.6 ECM engine operating hours
- 3.1.2.3.2.7 Storage location
- 3.1.2.3.2.8 Asset operator ID
- 3.1.2.3.2.9 Days of use
- 3.1.2.3.3 Diagnostic Information:
 - 3.1.2.3.3.1 Malfunction indication light (MIL)
 - 3.1.2.3.3.2 Diagnostic trouble codes
 - 3.1.2.3.3.3 Fluid Levels
 - 3.1.2.3.3.4 Tire pressure
 - 3.1.2.3.3.5 Emissions monitor status
- 3.1.2.3.4 Asset Operator Behavior
 - 3.1.2.3.4.1 Excessive idling
 - 3.1.2.3.4.2 Speeding
 - 3.1.2.3.4.3 Harsh braking
 - 3.1.2.3.4.4 Harsh acceleration
- 3.1.2.3.5 Other:
 - 3.1.2.3.5.1 Fuel Usage

3.1.2.3.5.2 Green House Gas Emissions

3.1.2.3.5.3 Low Fuel

3.1.2.3.5.4 Low charge

3.1.2.3.6 GPS tracking system record location via trips through event-based data transmissions or pings, in latitude and longitude and nearest address where available.

3.1.2.4 In Asset Data Requirements

3.1.2.4.1 GPS tracking system devices shall include but are not limited to the following:

3.1.2.4.1.1 Asset use via geofencing

3.1.2.4.1.2 Accident notification

3.1.2.4.1.3 Rapid acceleration/deceleration

3.1.2.4.1.4 Maintenance reminders such as oil change due, inspections due, other types of maintenance needs

3.1.2.4.1.5 Excessive idle and speeding events

3.1.2.4.1.6 Low primary power supply, battery level trend reporting

3.1.2.4.1.7 Loss of primary power

3.1.2.4.1.8 Fuel consumption

3.1.2.4.1.9 Odd hour activity as defined by WVDOT

3.1.2.4.2 GPS tracking system alerts shall be sent via email, SMS text messaging, multimedia messages.

3.1.2.4.3 GPS tracking system messaging shall be user definable via the application based on user hierarchy.

3.1.2.5 GPS Tracking System Device Data Storage

3.1.2.5.1 GPS tracking system devices shall be capable of storing data without loss, for a minimum of forty-five (45) days. When assets are operating in an area of no service. The device must be capable of transmitting stored data when connectivity is available.

- 3.1.2.5.2 In the event the device storage has reached maximum capacity, the system shall provide an alert.

Geotab Response:

Currently there is no notification for a GO Device overwriting existing data if device storage has reached maximum capacity. The GO9 device has 64-MB of non-volatile flash memory, allowing up to 80,000 logs in offline mode (when the device is out of coverage)

- 3.1.2.5.3 If the device is not downloaded in a timely manner and the device needs to overwrite stored data, it is permissible for the device to overwrite the oldest data first.
- 3.1.2.5.4 Devices that reach capacity shall not freeze or lock up. It is not permissible for the device to completely erase data after a hard reset.

3.1.2.6 Device Hardware Requirements

- 3.1.2.6.1 Any GPS tracking system device provided by the vendor shall be the most current version of the device at the time of order placement. Devices shall always use the most current version of technology available to communicate with OBD II or CAN bus protocols to effectively process GPS, diagnostic and sensor data.
- 3.1.2.6.2 GPS tracking system devices shall be installed utilizing industry standard "Y" cabling sized appropriately for electrical load and shielded to prevent interference during operation and transfer of data.
- 3.1.2.6.3 Vendor provided "Y" cabling shall connect directly to OEM installed OBD II or CAN-Bus diagnostic port connectors. In the event OEM connectors are not available a three (3) wire connection is acceptable to supply platform voltage, ground and ignition (key on) signal.
- 3.1.2.6.4 Vendor shall provide unit pricing for all cabling and accessories needed to connect GPS tracking devices to the asset. All pricing shall be included on pricing page Exhibit A.
- 3.1.2.6.5 GPS tracking system devices shall be connected to the OBD II diagnostic port or CAN-bus diagnostic port will "step aside" electronically when diagnostic equipment is attached allowing diagnostic data to pass freely via the OBD II or CAN-bus as applicable while performing diagnostic work. This "step aside" function shall be capable of being performed automatically and shall not require physically unplugging the telemetry device.
- 3.1.2.6.6 GPS tracking system device shall be able to utilize RFID, Radio Frequency Identification or equivalent proximity (non-contact) technology to identify asset operator. System shall have

- an audible asset operator alarm alerting the operator that it is necessary to register their ID if not accomplished within thirty (30) seconds of key in event.
- 3.1.2.6.7 GPS tracking system device shall utilize a form of proximity or quick identifier to identify the asset operator.
 - 3.1.2.6.8 GPS tracking system device firmware shall be configured to request the asset operator ID within ten (10) seconds of a key on event.
 - 3.1.2.6.9 GPS tracking system shall provide hardware necessary to identify operator ID. The hardware shall be able to be installed/mounted in an accessible location that does not impair operator vision or cause a safety hazard for the occupant. Device shall not impair OEM systems or operations. All hardware necessary to accomplish this requirement shall be identified in the Pricing Page, Exhibit A.
 - 3.1.2.6.10 GPS tracking system device hardware shall identify operator identity including the specific personnel ID number that shall be visible in the GPS tracking system software and shall be identified on reports defined by the WVDOT.
 - 3.1.2.6.11 All accessories required to perform operator identification shall be of robust construction and shall be capable of withstanding off-road conditions which includes but is not limited to shaking, vibration, extreme temperatures -25 F to 150 F, dust and noise.
 - 3.1.2.6.12 All hardware necessary for the GPS tracking system to function must be of the most current version/technology at the time of order placement and shall be capable of communicating with OBD II or CAN-bus control systems as appropriate to process telemetry and diagnostic data including but not limited to, live asset instrument display (dash), odometer and/or dash hour-meter reading and emission control system information.
 - 3.1.2.6.13 GPS tracking system hardware shall provide proper GPS device functionality, reporting capabilities, data integrity and effective GPS device communication with onboard asset systems and data transmission networks.
 - 3.1.2.6.14 GPS tracking system hardware shall allow for device firmware to be updated regularly to match evolving asset control protocol and communication teleology advancements and configured to eliminate interference with asset systems communication.
 - 3.1.2.6.15 During the contract period, Vendor shall provide device firmware/software updates to accommodate advances in technology and device updates. Vendor shall provide updates and support necessary for WVDOT to perform updates on an as needed basis.

- 3.1.2.6.16 GPS tracking system hardware shall not cause harmful interference with or be adversely affected by mobile shortwave radio receivers or transmitters. Vendor shall provide appropriate parts and pricing for materials required to shield or provide noise suppression of equipment to prevent transmission or receipt of harmful interference.
- 3.1.2.6.17 GPS tracking system hardware shall be labeled to comply with Federal Communications Commission (FCC) rules. The device label shall indicate the following message: "This device complies with part 15 of the FCC rules. Operation is submitted to the following two conditions (1) This device may not cause harmful interface and (2) this device must accept any interface received, including interference that may cause undesired operation". The vendor shall also label any other components provided under this contract that require such labeling to be in compliance with FCC requirements.
- 3.1.2.6.18 GPS tracking system hardware shall be capable of providing health check functionality to allow for the following:
- 3.1.2.6.18.1 Devices that have not reported via a key-on event within twenty-three (23) hours will "wake up" automatically and report location, condition and battery voltage (internal and supplied).
 - 3.1.2.6.18.2 The GPS tracking system shall be able to query all devices daily to determine asset "health" and report.
 - 3.1.2.6.18.3 The GPS system shall perform supplied battery voltage trend analysis which shall be able to be conducted each week on all installed and activated devices to preempt non-reporting devices.
 - 3.1.2.6.18.4 The GPS system shall be able to notify WVDOT of problematic devices/assets via report which should identify asset ID, device serial number, last reported location of asset trend analysis and current supplied battery charge.
- 3.1.2.6.19 The GPS system hardware for powered devices shall report, at a minimum live asset dash odometre4 and/or dash hour meter reading, asset ID, battery voltage (internal and supplied), position information in latitude and longitude (per ping rate or event) from key on to key off, engine RPM information, asset operator ID, date and time of trave, speed, and any additional parameters available in the industry as well as details defined by WVDOT.
- 3.1.2.6.20 The GPS system hardware shall obtain dash odometer and dash hour-meter values directly from the onboard computer data dream. If the dash odometer/hour-meter Parameter in Display (PID) is not available in the data stream, the data will be identified and supplied from the manufacture data stream. When the dash odometer and/or dash hour meter PID

is not available in any onboard data stream, any applied meter calculation algorithms will be calibrated within one hundred (100) miles for odometers and fifty (50) hours for hour meters or less per six (6) month period. If manual adjustments are required, the GPS system shall be able to perform adjustments. The Vendor shall supply a means for performing an annual certification or accuracy of odometers and hour meters to WVDOT.

- 3.1.2.6.21 GPS tracking system hardware shall provide usage and movement information for assets traveling at speeds slower than that of normal motorized assets (equal to or greater than one (1) mile per hour), including non-passenger assets.
- 3.1.2.6.22 GPS tracking system hardware shall be configured to operate, report, and communicate within a primary voltage range of 6vdc (volts direct current) and 36 vdc as supplied by the asset. No voltage converter or reducers will be permitted.
- 3.1.2.6.23 GPS tracking system hardware necessary to operate each device and the system shall be listed on Pricing Page. Exhibit A to allow WVDOT to purchase equipment on an ongoing and as needed basis.
- 3.1.2.6.24 GPS tracking system hardware must incorporate input/output ports to accommodate asset operator ID method, alert buzzer or asset operator ID and two (2) additional ports for potential expansion.
- 3.1.2.6.25 All GPS tracking system hardware shall be complaint with Federal Motor Carrier Standards (FMCS) regulations for collecting and reporting Daily Vehicle Inspection Reports and electronic logging devices. All proposed hardware must be of the current model.

3.1.2.7 Non-Self-Propelled Assets

- 3.1.2.7.1 Selected assets that do not have an electrical system will be equipment with GPS Tracking device hardware that can be powered by a rechargeable battery.
- 3.1.2.7.2 GPS tracking system hardware for non-self-propelled assets shall be capable of providing utilization information such as, but not limited to, hours of use, days of use, the distance traveled and location of system.
- 3.1.2.7.3 GPS tracking system hardware for non-self-propelled assets may be equipped with solar panels to facilitate charging of internal batteries. If solar is not an option, the vendor shall provide alternative means of battery charging. All equipment necessary shall be listed in Pricing Page, Exhibit A.

- 3.1.2.7.4 GPS tracking system hardware for trailer applications shall allow the device to be connected to the tow asset power supply when the trailer cord is connected and will use this power supply to charge the internal battery and power the device.
- 3.1.2.7.5 If selected assets have mounted power equipment mounted powered equipment will be equipped with the asset operator ID option. Usage data, including but not limited to, days and hours of use, will be provided. Data points reported/required are specific to WVDOT with be determined for configuration in the in the SOW for system configuration.

3.1.2.8 Automated Vehicle Location (ALV)

- 3.1.2.8.1 The Vendor should provide AVL options for Heavy Duty assets and other assets as needed. AVL shall provide real-time data collection, control, data analysis and reporting as described below:
 - 3.1.2.8.1.1 GPS Tracking System must be in compliance with state and federal asset operator reporting requirements.
 - 3.1.2.8.1.2 GPS Tracking System shall collect real-time data necessary to support cost savings for winter maintenance compatible with communication protocols such as Clear Roads "CR 14-04 Plug and Play" or equivalent.
 - 3.1.2.8.1.3 GPS Tracking System shall automate the collection and reporting of highway maintenance activities.
 - 3.1.2.8.1.4 GPS Tracking System shall be able to provide video feed of winter maintenance activities and may be required to interface with video feeds from existing WVDOT dash cam recording devices that utilizes Nextbase 622GW dash cams.

Geotab Response:

Xirgo KP2 is an intelligent, cloud-based dash camera system that integrates with Geotab and operates on the FirstNet Network, offering advanced features for fleet monitoring and safety. The integration allows the user to receive video events based on Geotab rules. All event-based video will be held for 12 months. The KP2 modularity allows WVDOT the ability to start with a road-facing camera and add as your needs change a driver facing camera. The driver facing camera system can be mounted in remote locations in the cab allowing the fleet to view the driver without the obstruction of a visor if needed.

Xirgo's grow-as-you-go" strategy also allows you the ability to add additional cameras that provide views in or around the vehicle. The use of external cameras can provide views around the vehicle that allow the operator or fleet to monitor conditions otherwise not seen by a typical dashcam. Depending on the configuration, the base KP2 can be expanded to support a total of 10 views in and around the vehicle. All Xirgo camera systems

utilize a driver initiated alert button. This button can be used in conjunction with customized rules in Geotab to locate important details such as pot-holes that are observed by the operator.

In addition to the integration of video into the Geotab telematics platform, Xirgo also offers customers access to video outside of Geotab. The customer can have direct integration with Xirgo to view or retrieve video for other systems or usage that might be outside of a standard telematics application. One of the most common applications being for service verification. In this application, the fleet can retrieve or view (even via live stream) video from the vehicle for specific purposes.

- 3.1.2.8.1.5 GPS Tracking System shall capture real time tracking of assets for highway incident response and winter operations.
- 3.1.2.8.1.6 The Vendor shall provide all equipment and hourly professional services rates necessary to collect data to allow for assessment of conditions of items listed in section 3.1.2.8. Vendor shall include pricing information on Pricing Page, Exhibit A.
- 3.1.2.8.1.7 GPS Tracking System shall provide compatibility with a wide variety of light duty and heavy-duty vehicles maintained by WVDOT.
- 3.1.2.8.1.8 GPS Tracking System hardware cellular and GPS antennas shall be internal to the unit.
- 3.1.2.8.1.9 GPS Tracking System hardware shall contain serial ports for Power Take Off (PTO) inputs.
- 3.1.2.8.1.10 GPS Tracking System hardware shall provide battery power for unpowered assets or a rechargeable solution.

Geotab Response:

Geotab has a fully integrated, Geotab Marketplace partner that can provide. BeWhere Inc. offers a portfolio of low-power, rugged asset tracking devices that align with — and in many cases exceed — the functionality and performance of the comparables listed in the RFP, specifically the MKH-TT6600LM0QGL and MKH-TT603LM0QGL.

Compliance with Battery/Rechargeable Power Requirement

BeWhere offers two commercially available GPS tracking units that fulfill the requirement of **battery power for unpowered assets or a rechargeable solution**:

1. BeTen+ (Model: B4-MIOT-MR BTP)

Comparable to: MKH-TT6600LM0QGL

- **Power Source:** Replaceable 2x AA Lithium Thionyl Chloride batteries with supercapacitor assistance.
- **Battery Life:** Up to 4,100 events under optimal LTE and GPS conditions.
- **Connectivity:** LTE-M1 / NB-IoT, GNSS, Wi-Fi, BLE 5.2
- **Enclosure:** Ruggedized IP69K-rated (dustproof and high-pressure waterproof)
- **Use Case:** Ideal for long-duration deployments on unpowered assets.
- **Indoor/Outdoor:** Supports both via GNSS + Wi-Fi positioning.

2. BeSol+ (Model: B4-MIOT-MR BSP)

Comparable to: MKH-TT603LM0QGL

- **Power Source:** Rechargeable 7000mAh lithium-ion battery with integrated solar panel.
- **Battery back up:** Up to 3,000 events when fully charged and not recharging.
- **Runtime:** 5+ years of service life under solar-assisted recharging.
- **Connectivity:** LTE-M1 / NB-IoT, GNSS, Wi-Fi, BLE 5.2
- **BLE Gateway:** Supports integration with BLE sensor tags.
- **Enclosure:** IP69K rugged housing for harsh environments.
- **Use Case:** Designed for assets requiring higher update frequency and long-term deployments.

Additional Notes

- **Compliance:** Both units meet or exceed RFP requirements for power, ruggedization, and GNSS connectivity.
- **Versatility:** Devices operate across LTE-M in North America and globally.
- **Scalability:** BeWhere supports large-scale deployment with seamless configuration tools and over-the-air updates.
- **Integration:** Native support for third-party platforms (e.g., Geotab) and custom webhook/API services.

Additional Offering: BeWired+ (Model: B4-MIOT-MR BTW)

Comparable to: MKH-TT603LM0QGL (*with Connector, CAN, RS232, BLE*)

- **Power Source & battery backup:**
 - Externally powered via vehicle or asset wiring harness (power/ground, minimum 6.5V and up to 120V. Ignition optional for runtime and HOS)

- Built-in rechargeable battery (2700 mAh) provides backup power for up to 1,200 events when fully charged and not recharging.
- Maintenance-free operation in active powered environments
- **Connectivity & Interfaces:**
 - LTE-M1 connectivity
 - GNSS (GPS, Galileo, GLONASS, BeiDou, QZSS)
 - Wi-Fi for indoor location
 - **BLE Gateway support** – enables BLE sensor & tag integration
 - **Wiring harness** supports options:
 - Ignition sensing (engine runtime monitoring)
 - OneWire temperature probe (up to 4 zones)
 - Two analog input channels for external sensors
- **Ruggedization:**
 - IP68 / IP69K rated housing
 - Designed for harsh environments and continuous operation
- **Use Case Fit:**
 - **Ideal for powered trailers, heavy equipment, vehicles, and high-frequency reporting applications**
 - Superior to MKH-TT603LM0QGL by offering more I/O flexibility and BLE gateway capabilities.

3.1.2.8.1.11 GPS Tracking System shall provide real-time PTO tracking, service and detailed reports and alerts for the following:

3.1.2.8.1.11.1 Spreader operation

3.1.2.8.1.11.2 Brine control

3.1.2.8.1.11.3 Material flow

3.1.2.8.1.11.4 Plow operation (plow up and down)

3.1.2.8.1.11.5 Wiper operation

3.1.2.8.1.11.6 Forward and rear facing video feeds if available on equipment.

3.1.2.8.1.11.7 Warning lamp operation

3.1.2.8.1.11.8 Current weather conditions, including road surface temp and pavement conditions

3.1.2.8.2 The GPS Tracking System shall be able to provide real-time asset control, detailed reports and alerts for the following:

3.1.2.8.2.1 ELD (<https://www.fmcsa.dot.gov/hours-service/elds/electronic-logging-devices>)

3.1.2.8.2.2 Video capability for reporting out of service items.

3.1.2.8.2.3 PTO work time.

3.1.2.8.3 The GPS Tracking System shall be able to interface with Assetworks Fleet Management System and shall be able to report the following data:

3.1.2.8.3.1 DVIR Data

3.1.2.8.3.2 Out of service assets

3.1.2.8.3.3 Subsystems and PTO data

3.1.2.8.3.4 Component data

3.1.2.8.3.5 Asset Operator ID, duty status and hours of service

3.1.2.8.3.6 Material Data

3.1.2.8.3.7 Highway maintenance reports

3.1.2.9 GPS Tracking Software Requirements

3.1.2.9.1 The vendor will be required to provide a web-based product access that requires no software installation

3.1.2.9.2 The GPS System shall provide continual program updates through the web without service interruption

3.1.2.9.3 The GPS System shall provide administrative ability to include unlimited users, unlimited grouping hierarchy, unlimited geo-fences, and methods to group assets outside of the normal grouping hierarchy

Geotab Response:

MyGeotab allows for unlimited users, unlimited grouping hierarchy, unlimited geo-fences. However, “groups” are global properties, groups can not be assigned to the user level. Geotab does not offer grouping methods outside of the normal grouping hierarchy as a built-in feature - this can be completed through a custom development.

3.1.2.10 Data Storage Services

- 3.1.2.10.1 The GPS Tracking System shall provide a secure confidential Data Warehouse, and help desk facility with an uninterruptible power source, firewall protections, and a backup disaster recovery plan.
- 3.1.2.10.2 The GPS Tracking System shall provide a Data warehouse that operates twenty-four (24), seven (7) days a week, including holidays. The Vendor must ensure that all data, data transmissions, and data storage is kept secure and confidential. The State does not expect 100% uptime on the Data Services, but the level of service provided with this contract will include a twenty-four (24)-hour notice for scheduled maintenance and must be communicated to the ordering agency at least twenty-four (24) hours prior. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
- 3.1.2.10.3 The GPS Tracking System Data warehouse shall have a backup power supply to maintain continuous operations in the event of utility power failures. The service center will have duplicate computers for redundancy, with the ability to, at a minimum, permit restoration of data collection and user monitoring services within twenty-four hours after computer failure.
- 3.1.2.10.4 The GPS Tracking System Data Warehouse shall have duplicate data storage devices with automated fail-over and automatic re-establishment of the duplicate databases upon replacement of the failed storage device.
- 3.1.2.10.5 The GPS Tracking System Vendor have a written Emergency Disaster Recovery Plan at the start of the contract. The associated system and equipment will provide support in case of failures in power, telephone system, data networking equipment at its host site to the user-level equipment provided by the Contractor, due to the following but not limited to, all natural or man-made disasters including flood or fire at the data storage and reporting center. A written Emergency Disaster Recovery Plan shall be provided upon request.
- 3.1.2.10.6 The GPS Tracking System data produced will be the property of WVDOT and shall be available for retrieval twenty-four (24) hours a day, seven (7) days a week, including holidays for a minimum of two (2) rolling years. The overwrite rate will be one (1) month and

begin with the oldest data first. Data will be retained for a minimum of two (2) rolling years before overwrite (overwrite rate will be one (1) month), archiving, or deletion with the option for ordering agency to download the data prior to overwrite, archiving, or deletion. The download will be available in Excel, Comma Separated Value, or other agreed upon form.

- 3.1.2.10.7 The GPS Tracking System The data will be stored in and queried from a stable, relational database. All data corrections will reflect across the entire database system. All data must be encrypted at rest using Transparent Data Encryption (TDE) or like technology.
- 3.1.2.10.8 The GPS Tracking system data points as defined during the implementation SOW with the Vendor and WVDOT agency shall integrate with Fleet Management Software/Programs if required by the WVDOT.
- 3.1.2.10.9 WVDOT will regularly batch or import new data into, or update data in the GPS Tracking System database. This will include a batch in or import geofence information or as a regular update batch on the asset hierarchy. This will reduce the time otherwise needed to manually enter or update data and reduce the potential for errors in the data. Updates can be completed by WVDOT or by the Vendor. Proof of successful batch or update completion is required if completed by the Vendor and will be provided to the WVDOT.
- 3.1.2.10.10 During the SOW for implementation of the project the Vendor will work with WVDOT to create a Data Mapping Specification to ensure the ability to bilaterally move data from an WVDOT to the GPS Tracking system.
- 3.1.2.10.11 All data collected by Vendor is owned by WVDOT. Any use of, or change to, WVDOT data must be approved in writing prior to use of, or change to WVDOT data.
- 3.1.2.10.12 The GPS Tracking System Data Warehouse shall provide for bidirectional secure and encrypted communication.
- 3.1.2.10.13 Ordering agency shall have the option to direct data to multiple alternative "cloud" or data warehouses.

3.1.2.11 GPS Tracking System Enterprise Level Web Based Data Application

- 3.1.2.11.1 The GPS Tracking System application shall allow state personnel to access securely the asset data stored in the Data Warehouse. The Application shall provide pre-configured, customizable, viewable, printable and downloadable reports as described in, and has the capability of configuring and sending SMS, MMS or email alerts to users defined from within the Application, for each user. Data shall be collected every one (1) second and transmitted directly to the Application via cloud-based PI.

- 3.1.2.11.2 The GPS Tracking System vendor shall provide a system in such a manner that the WVDOT has no responsibility for the database, the Application software, or the technical infrastructure and associated processes and procedures. Access to the Application and the underlying database will be provided through the web will be secure, encrypted and role-based.
- 3.1.2.11.3 If required by WVDOT, the vendor shall also provide an option for WVDOT to become responsible for system administration and operation. The vendor shall provide applicable training and access as required by WVDOT.
- 3.1.2.11.4 The requirements for 3.1.2.11.2 and/or 3.1.2.11.3 will be further defined in the SOW that will be created for system configuration and implementation. The vendor is required to provide rates for both options in Pricing Page, Exhibit A.
- 3.1.2.11.5 The GPS Tracking System Vendor shall provide an internet secure link to WVDOT the Application and server with all data processing functions occurring solely on the Application's servers.
- 3.1.2.11.6 The GPS Tracking System Application shall not require installation of application provided software or applications on state-owned computers.
- 3.1.2.11.7 The GPS Tracking System Vendor shall notify the ordering agency by phone and/or email thirty (30) calendar days prior to implementing Application system changes. Sixty (60) calendar day notice is required for database structure changes. All changes must be tested for functionality prior to release. All data shall be backed-up prior to release of any changes. At least one (1) prior version of the backed up data shall be available, tested and ready in the event a roll back is required.
- 3.1.2.11.8 The GPS Tracking System Application shall provide the ability to overlay map an asset's location throughout the day and provide viewable, printable, and downloadable reports for each data type collected or calculated. The mapping overlay shall be a seamless route tracking log of the fleet asset movement during the given time parameters. These reports will be customizable by authorized WVDOT via the Application interface.
- 3.1.2.11.9 The GPS Tracking System Application UI map should be updated with the current vehicles location within thirty (30) seconds of vehicle movement.
- 3.1.2.11.10 Due to possible data drift for calculated odometer and hour-meter readings, the Application shall accept odometer and hour-meter corrections for all platforms. Any odometer or hour-meter corrections entered will be actual dash odometer and dash hour-meter readings and will overwrite and eliminate the previous value causing the Application to display and store odometer and/or hour-meter increases based on this

new value and cascade backward replacing previous odometer and hour-meter values based on the corrected value for data continuity and integrity.

- 3.1.2.11.11 The GPS Tracking System Application shall accommodate an unlimited user base with a minimum of one thousand (1,000) concurrent users per WVDOT account.
- 3.1.2.11.12 The GPS Tracking system Application shall support user hierarchy (role-based) Application access levels based on user ID's and passwords. All passwords must adhere with secure salted password hashing standards. Moreover, the solution must be configured to enable the WVDOT to set a date for password changes if required. The Vendor shall establish the initial WVDOT agency user accounts based on personnel information provided by the WVDOT during the initial SOW for configuration and implementation. The Vendor's customer support shall provide ongoing support for user hierarchy, report data entry, and report generation for the term of the contract. Parameters, included but not limited to the following, will be a one click yes/no adjustment parameter for each classification/user and shall be standalone (not group dependent):

Geotab Response:

The Password Expiry feature is no longer available with the global keycloak/CIAM policy. WVDOT has an option to suspend users that don't log in after a certain amount of time. IF WVDOT wants to have their users reset passwords, that would be a custom solution developed by the partner. Alternatively if they plan on using Single-Sign-On this can be configured through WVDOT IDP client.

- 3.1.2.11.12.1 View Data — current location
- 3.1.2.11.12.2 View Data/Run Reports Historical Location
- 3.1.2.11.12.3 View Data — Asset Diagnostics
- 3.1.2.11.12.4 View Data — Asset Operator
- 3.1.2.11.12.5 Manage Users
- 3.1.2.11.12.6 Manage User Groups
- 3.1.2.11.12.7 Register/Edit Assets
- 3.1.2.11.12.8 Edit Odometer/ECM engine hours
- 3.1.2.11.12.9 Manage Geofences

- 3.1.2.11.12.10 Manage scheduled reports
 - 3.1.2.11.12.11 Manage Alerts
 - 3.1.2.11.12.12 Run Device Reports
 - 3.1.2.11.12.13 View all users
 - 3.1.2.11.12.14 Manage Asset Operations
 - 3.1.2.11.12.15 Manage Asset Operator ID Key Assignments
 - 3.1.2.11.12.16 Manage Asset Operator Schedules
 - 3.1.2.11.12.17 View Analytics Dashboard.
 - 3.1.2.11.12.18 View Asset Operator Behavior Dashboard
 - 3.1.2.11.12.19 Show Asset Operations Information
 - 3.1.2.11.12.20 Public Geofence creation
- 3.1.2.11.13 The GPS Tracking System Vendor shall provide user hierarchy templates, customizable to establish and define user rights. Initial templates will be created by the Vendor based on the rights hierarchy provided by the WVDOT. Authorized personnel will have rights to create, edit and assign custom rights and edit the templates.
- 3.1.2.11.14 The GPS Tracking System shall provide provisions to mask certain data points, such as operator and location, will be available based on user hierarchy.
- 3.1.2.11.15 WVDOT will supply a list of authorized personnel to the Vendor during the initial SOW implementation process. The authorized personnel will have access to the Application twenty-four (24) hours a day, seven (7) days per week, including holidays. Personnel changes will be made as needed by each ordering agency through the administrator account by e-mail or by phone request to Contractor. The State does not expect 100% uptime on the web application, but the level of service provided with this contract will include a twenty-four (24) hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
- 3.1.2.11.16 The GPS Tracking System Application shall allow for unlimited location pings or event-based data transmission for each asset (with key on or off) twenty-four (24) hours a day, seven (7) days a week, including all holidays. The State does not expect 100% up time on

the web application, but the level of service provided with this contract will include a twenty-four (24) hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.

- 3.1.2.11.17 The GPS Tracking system Application shall have acceptable processing performance for mapping and tracking data. Acceptable is defined as a response time of between three to four (3-4) seconds for standard and ten (10) seconds to run complex process and content availability of 99.9 percent of the time.
- 3.1.2.11.18 The GPS Tracking System Vendor shall provide the ability to download or export all data directly from the Application.
- 3.1.2.11.19 The GPS Tracking System Application shall allow users to access the application over a Secure Socket Layer connection with 256-bit encryption or equivalent utilizing Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers.
- 3.1.2.11.20 The GPS Tracking System shall overlay maps to work on all computers with Windows 7 or later, with at least 2GB of RAM, and Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers.
- 3.1.2.11.21 The GPS Tracking System application shall have the ability to geofence, both private and public. Any user created public geofences will be viewable to authorized personnel. Private geofences will be viewable to only that user account. When a user account is disabled, any geofences can be assigned to another account, or deleted by authorized personnel.

Geotab Response:

While users can not currently create their own private zone (geo-fence), a zone (geo-fence) can be hidden from the map view but not tied directly to one specific user. Zones are group based, clearance settings can only control if a zone is viewed, edited or imported.

- 3.1.2.11.22 The GPS Tracking System Application shall have a scalable search functionality. WV DOT will have access to search based on defined hierarchies, asset identifiers (year, make, model, Vehicle Identification Number (VIN) or Asset ID). A wildcard search feature is required.
- 3.1.2.11.23 The GPS Tracking Application database shall be compatibly structured to allow seamless data transfer to the ordering agency's servers at any time if deemed necessary by the ordering agency.

- 3.1.2.11.24 The GPS Tracking Application shall have real-time, secure bidirectional information transfer with the User Portal and Vendor Data Warehouse.
- 3.1.2.11.25 The GPS Tracking System Application shall allow users to access the application utilizing Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers and may be required to provide access via mobile devices such as phones, iPads and tablets.
- 3.1.2.11.26 The GPS Tracking System Application data transmission shall use Transport Layer Security (TLS) 1.2 and above.
- 3.1.2.11.27 The GPS Tracking Vendor shall patch operating software for vulnerability at a minimum every thirty (30) calendar days. Additionally, the vendor shall implement a process that recognizes zero day, critical and high vulnerabilities and must work with the agency to deploy the remediation/patching required with an expeditious manner to avoid possible risks to WVDOT's information and information assets.
- 3.1.2.11.28 The GPS Tracking System hardware shall have a bar code or QR label affixed. Prior to each installation all hardware data shall be scanned and logged. At a minimum, the following data shall be captured:
 - 3.1.2.11.28.1 Asset identification number
 - 3.1.2.11.28.2 VIN
 - 3.1.2.11.28.3 Year/Make/Model
 - 3.1.2.11.28.4 Telemetry Harness Type and Part number
 - 3.1.2.11.28.5 Telemetry/GPS device model and serial number

3.1.2.12 GPS Tracking System Web Application Reporting

- 3.1.2.12.1 The GPS Tracking System Application shall provide or generate the reports described within this section, if the required data is available from each selected asset. Reports shall provide real-time information, as needed. Reports shall be available in the Application for a minimum of two (2) years. The reports will be provided at no additional cost. If reports include confidential, personally identifiable, or sensitive information, those reports must be labeled (Confidential). Information classification can be referenced in the SIMM5305-A section. Reporting needs will be further communicated in the initial SOW for system implementation.

Geotab Response:

Geotab offers many reports available in the application where data is available for a minimum of two (2) years, however not all reports are available for 2 years due to the nature of the report (e.g. Watchdog that is based on live activity). Geotab does not label reports as 'Confidential' if there is PII or sensitive information, the owner of the data (customer) sets the specific classifications and should only allow access to these reports to users with the proper clearance.

- 3.1.2.12.2 The GPS Tracking System reports shall have minimum capabilities of being queried, sorted and filtered by any field contained in the report and by data parameters such as date or date range, asset IDs, hierarchy, asset operator, geofence activity, or other parameters as agreed upon by ordering agency.
- 3.1.2.12.3 The GPS Tracking System Reports shall be readable on screen, printable and downloadable. Reports shall be downloadable from the Application and be transmitted to the WV DOT via a scheduled email when report size allows, in any of the formats listed below. Zip file format or an option like Dropbox will be used when emailing report(s) or data, where possible. Where data transmission exceeds the allowable size for emailing, even with Zip file format, a Secure File Sharing process will be created.
- 3.1.2.12.4 The GPS Tracking System Application shall also have an ad hoc reporting feature, which allows for creation of reports that can be one time reports or become a regularly generated report. Available file types will include Excel (2013 or newer), Portable Document Format (.PDF), text comma delimited (.txt), Comma Separated Values (.CSV), and Hypertext Markup Language (HTML) at a minimum. Report(s) will be subject to approval by the ordering agency.

Geotab Response:

All data in MyGeotab can be exported in the form of XLSX, CSV, and PDF files. Once downloaded, users can open these reports using their PDF Excel applications or displayed in a graphical format on the Dashboard page. MyGeotab also allows Fleet Managers to export data in various formats, including CSV, Excel (XLSX), PDF and XML. This enables further analysis of the data using external tools or import it into other systems for additional processing.

3.1.2.13 GPS Tracking System Overlay Mapping Analysis

- 3.1.2.13.1 The GPS Tracking System track asset location and its travel plotted with no gaps between reporting points including directional arrows at reporting points on current maps. Travel will be depicted in lines corresponding to traveled route on up-to-date maps. Route will correspond to roadway traveled.

- 3.1.2.13.2 The GPS Tracking System Application Vendor is responsible for identifying gaps in data during system implementation and will be further defined in the SOW. All gaps in data shall be investigated and acted upon by the Vendor. The Vendor shall report to WVDOT all data gap instances and proposed solutions including timelines to correct the cause. If the cause is not related to hardware malfunction, data transmission coverage issue, or installation fault, the Vendor shall provide a detailed report of actionable findings to the ordering agency. Reporting will occur within one (1) week of gap occurrence, in writing. Acceptable formats are .PDF, .txt, e-mail, or Word (.doc).
- 3.1.2.13.3 The GPS System Mapping shall plot and provide latitude and longitude coordinates and nearest address if available. The pinged asset location or event-based data transmission should take no longer than thirty (30) seconds to be received via the GPS Tracking System Application overlay map. The ping or event-based data transmission will locate the asset regardless of ignition status.
- 3.1.2.13.4 The GPS Tracking System Application overlay maps shall be easy to navigate for an accurate depiction of the assets daily movements. Easy navigation means web users are able to easily find and identify daily movements of assets in a consistent manner.
- 3.1.2.13.5 The GPS Tracking System Application overlay maps shall load within (10) seconds.
- 3.1.2.13.6 The GPS Tracking System Application overlay maps and asset location shall be updated within thirty (30) seconds when a device condition/health check is requested via the application portal.
- 3.1.2.13.7 The GPS Tracking System overlay mapping will be scalable to display individual assets up to and including a nationwide view.
- 3.1.2.13.8 The GPS Tracking System Application mapping shall include selectable views allowing District, County, Region, and Zip Code boundaries to be added individually or in groups overlaid on the map display. Asset activity associated with these boundaries will be accessible in the Application and in report generation.

3.1.2.14 GPS Tracking System Application Generated Reports

- 3.1.2.14.1 The GPS Tracking System Application shall generate the following pre-built (canned) reports through the secure internet site. All canned data will be available through the Application. All canned reports will be scalable, at a minimum, by:
- 3.1.2.14.1.1 Asset(s) ID
 - 3.1.2.14.1.2 Asset Operator name and ID numbers

- 3.1.2.14.1.3 GPS Tracking Device type and serial number
- 3.1.2.14.1.4 Asset(s) odometer value
- 3.1.2.14.1.5 Asset(s) summed milage
- 3.1.2.14.1.6 Alerts
- 3.1.2.14.1.7 Geofence locations(s)/violations
- 3.1.2.14.1.8 Ordering agency groups
- 3.1.2.14.1.9 Ordering agency hierarchy
- 3.1.2.14.1.10 VIN
- 3.1.2.14.1.11 Asset year
- 3.1.2.14.1.12 Asset manufacturer
- 3.1.2.14.1.13 Asset model
- 3.1.2.14.1.14 Asset fuel type
- 3.1.2.14.1.15 WVDOT defined regions
- 3.1.2.14.1.16 WVDOT attributes

3.1.2.15 GPS Tracking System Equipment Reports

3.1.2.15.1 The GPS Tracking System Application shall provide an on-demand report of all assigned assets in use. The report at a minimum will include:

- 3.1.2.15.1.1 Asset Id
- 3.1.2.15.1.2 WVDOT Hierarchy
- 3.1.2.15.1.3 Current dash odometer reading
- 3.1.2.15.1.4 Asset operator name and ID number
- 3.1.2.15.1.5 Asset year
- 3.1.2.15.1.6 Asset model

- 3.1.2.15.1.7 GPS tracking system device serial number
- 3.1.2.15.1.8 VIN
- 3.1.2.15.1.9 Location latitude and longitude, nearest address where available and geofence information

3.1.2.16 GPS Tracking System Equipment Alert Reports

3.1.2.16.1 The GPS Tracking System Application shall provide at a minimum the ability to generate an alert report queried by Asset ID and date parameters. This report shall be available on demand or as a scheduled daily, weekly or monthly delivered report. Alerts may be sent via e-mail, SMS or MMS. Alert data will include, but not be limited to:

- 3.1.2.16.1.1 Identifying the type and time of alert, example MIL command on (as applicable)
- 3.1.2.16.1.2 Excessive idling
- 3.1.2.16.1.3 Speeding
- 3.1.2.16.1.4 Off network
- 3.1.2.16.1.5 Non-reporting unit
- 3.1.2.16.1.6 Device disconnected
- 3.1.2.16.1.7 Battery or supply voltage near lower threshold
- 3.1.2.16.1.8 Diagnostic trouble code
- 3.1.2.16.1.9 Geofence entrance or exit
- 3.1.2.16.1.10 Unidentified operator

3.1.2.17 GPS Tracking System Automobile Log Report

3.1.2.17.1 The GPS Tracking System Application shall provide a report with the following data points for each trip in report form within any time period where the data is accessible. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report:

- 3.1.2.17.1.1 Asset Id
- 3.1.2.17.1.2 Asset Operator name and ID number

- 3.1.2.17.1.3 Hierarchy
- 3.1.2.17.1.4 Date and Time of travel
- 3.1.2.17.1.5 Begin trip dash odometer/dash hour meter
- 3.1.2.17.1.6 End trip dash odometer/dash hour meter
- 3.1.2.17.1.7 Trip milage
- 3.1.2.17.1.8 Engine hours
- 3.1.2.17.1.9 Trip start location — latitude and longitude, nearest address where available and geofence information
- 3.1.2.17.1.10 Trip end location — latitude and longitude, nearest address where available and geofence information
- 3.1.2.17.1.11 Hyperlink to map for each location
- 3.1.2.17.1.12 Overnight storage location for date of trip(s)

3.1.2.18 GPS Tracking System Usage Summary Report

3.1.2.18.1 The GPS Tracking System Application shall generate a total usage summary report within any time period where the data is accessible, for a little as a one-hour time period and up to a year, indicating actual number of assets used during the selected time period. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report. This report will be summed by Asset ID. This report will be detailed to reflect the:

- 3.1.2.18.2 Asset ID
- 3.1.2.18.3 WVDOT Hierarchy
- 3.1.2.18.4 Days used
- 3.1.2.18.5 Begin dash odometer/dash hour meter value
- 3.1.2.18.6 End dash odometer/dash hour meter value
- 3.1.2.18.7 Milage and/or hours used
- 3.1.2.18.8 Overnight storage location

- 3.1.2.18.9 Start latitude and longitude
- 3.1.2.18.10 End latitude and longitude
- 3.1.2.18.11 Nearest address where available
- 3.1.2.18.12 Hyperlink to map for each location
- 3.1.2.18.13 Any geofences the asset stopped within
- 3.1.2.18.14 Fuel used for the time period

3.1.2.19 GPS Tracking System Activity Detail Report

3.1.2.19.1 This report shall show all of the asset activity data listed below, and be adjustable to any time range as for a little as a one-hour time period and up to a year. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report. WVDOT shall have the rights to pull up to one (1) month of time, in one request. This will be ping by ping (or event by event) for the time period requested. Map route tracking log will be available at a minimum for one (1) month in the Application portal and a minimum of two (2) years in the Application database. The report will provide, for each ping/event:

- 3.1.2.19.2 Asset ID
- 3.1.2.19.3 Asset Operator name and ID number
- 3.1.2.19.4 WVDOT Hierarchy
- 3.1.2.19.5 Latitude and longitude for each ping
- 3.1.2.19.6 End latitude and longitude
- 3.1.2.19.7 Asset hierarchy information
- 3.1.2.19.8 Hyperlink to map for each location
- 3.1.2.19.9 Nearest address where available
- 3.1.2.19.10 Date and time of each ping
- 3.1.2.19.11 Directional heading
- 3.1.2.19.12 Average speed

3.1.2.19.13 Max Speed

3.1.2.19.14 Instantaneous Speed

3.1.2.19.15 Posted Speed

3.1.2.20 GPS System Fleet Asset Management Report

3.1.2.20.1 The Fleet Asset Management Report will be provided on a monthly basis and include the following data for the previous month time period:

3.1.2.20.2 Days used

3.1.2.20.3 Ending dash odometer reading

3.1.2.20.4 Ending hour-meter value

3.1.2.20.5 Asset ID

3.1.2.20.6 Asset Operator ID 3.1.2.20.7 Year/Make/Model

3.1.2.20.8 VIN

3.1.2.21 GPS Tracking System Speeding Violation Report

3.1.2.21.1 A Speeding Violation Report shall be provided on a weekly basis. This report will show the raw data and data in graph form. The report shall be available in .PDF and Excel. The Vendor shall provide a subject matter expert to stand behind their data in a court of law if required. If required by an agency to provide a subject matter expert in a court of law, the WVDOT shall pay for any costs and expenses incurred by the Vendor to satisfy the WVDOT's request. This report will include and be scalable by:

3.1.2.21.2 Asset ID

3.1.2.21.3 Asset Operator name and Id number

3.1.2.21.4 WVDOT hierarchy

3.1.2.21.5 Average speed

3.1.2.21.6 Minimum speed

3.1.2.21.7 Maximum speed

- 3.1.2.21.8 Duration of speed
- 3.1.2.21.9 Posted speed
- 3.1.2.21.10 Latitude and longitude
- 3.1.2.21.11 Hyperlink to map for each location
- 3.1.2.21.12 Nearest address where available
- 3.1.2.21.13 WVDOT defined hierarchy

3.1.2.22 GPS Tracking System Overnight Storage Report

3.1.2.22.1 The Overnight Storage Report shall be provided on a monthly basis and cover a one-month time period, but will also be available on demand and for any time period up to one (1) year of data. This report shall identify the overnight storage location for all assets and will include:

- 3.1.2.22.1.1 Asset ID
- 3.1.2.22.1.2 Asset Operator name and Id number
- 3.1.2.22.1.3 WVDOT hierarchy
- 3.1.2.22.1.4 Date
- 3.1.2.22.1.5 Time
- 3.1.2.22.1.6 Begin of day location latitude and longitude and nearest address where available
- 3.1.2.22.1.7 End of day location latitude and longitude and nearest address where available
- 3.1.2.22.1.8 Hyperlink to map for each location
- 3.1.2.22.1.9 Miles traveled
- 3.1.2.22.1.10 Engine hours for the day

3.1.2.23 GPS Tracking System Key Fob "frequently operated button" Compliance Report (Asset Operator ID)

3.1.2.24 The Key Fob Compliance Report shall be provided on a weekly basis, and on demand. The ordering agency will also have rights to pull this report for any time-period up to one (1) year.

This report shall provide, per trip, if an asset operator was assigned for the trip. This report will show the raw data and the data in graph format acceptable to ordering agency.

3.1.2.25 Malfunction Indicator Lamp Report

3.1.2.25.1 The Malfunction Indicator Lamp (MIL) report shall be schedulable, on all applicable asset(s), and contain, at a minimum, the following data points:

3.1.2.25.2 VIN

3.1.2.25.3 Asset ID

3.1.2.25.4 WV DOT hierarchy

3.1.2.25.5 License Number

3.1.2.25.6 Year

3.1.2.25.7 Make

3.1.2.25.8 Model

3.1.2.25.9 Fuel Type

3.1.2.25.10 MIL status on/off

3.1.2.25.11 Active DTCs

3.1.2.25.12 Monitor status (complete/incomplete)

3.1.2.25.12.1 Catalyst

3.1.2.25.12.2 Fuel System

3.1.2.25.12.3 Oxygen Sensors

3.1.2.25.12.4 Oxygen Sensors Heater

3.1.2.25.12.5 Secondary Air System

3.1.2.25.12.6 Misfire

3.1.2.25.12.7 Comprehensive Component

3.1.2.25.12.8 Exhaust Gas Recirculation System

3.1.2.25.12.9 Evaporative System

3.1.2.25.12.10 Heated Catalyst

3.1.2.25.13 The MIL Report shall have the following filters based on current BAR/CARB program requirements and regulations:

3.1.2.25.13.1 Pass

3.1.2.25.13.2 Fail

3.1.2.25.13.3 Ineligible — indicates asset not subject to BAR/CARB smog check

3.1.2.25.13.4 CTP indicates assets participating in the BAR/CTP program

3.1.2.26 GPS Tracking System Custom Reporting Requirements

3.1.2.26.1 The Vendor shall work with the WVDOT to develop and satisfy the evolving reporting needs. Reports will be defined in future SOWs and shall be created as part of the Contract with no additional charges to ordering agency. Reports may be one-time reports, for a particular project or need, or regularly scheduled reports, delivered by e-mail when size allows, or available for download through the Application. All reports are scalable by the same parameters as the canned reports. All reports shall include the WVDOT's defined asset hierarchy. WVDOT agency defined asset operator hierarchy will also be included whenever a report requires asset operator information.

3.1.2.27 GPS System Application Program Interface (PI)

3.1.2.27.1 The PI shall be capable of providing bidirectional, real-time information transfer between:

3.1.2.27.2 The Application

3.1.2.27.3 WVDOT Fleet Management Software

3.1.2.27.4 ELD

3.1.2.27.5 WVDOT Fuel Master System

Geotab Response:

Currently, Fuel Master does not have an open platform, Geotab does not offer a Fuel Master integration option based on the closed platform. It is possible for a custom development by WVDOT and Fuel Master, however this is dependent on WVDOT current contract with Fuel Master itself to connect to Geotab open api done through Software Developer kit.

- 3.1.2.27.6 The GPS Tracking System PI will provide one directional, real-time information to the Equipment Division Fleet Coordinator and WVDOT ESRI software. The Application information transfer shall be seamless, undetectable to log in users, and shall not require portal exit log out to execute. Information must be accessible to authorized fleet managers. All interface requirements will be further defined in future SOWs.
- 3.1.2.27.7 The GPS tracking system required data elements shall be collected and an ability provided to integrate those data elements via free APIs into third-party application for reporting. Third-party application could include fleet asset management software, such as AssetWorks.
- 3.1.2.27.8 The GPS Tracking System shall PI push available industry standard diagnostic information to the fleet management software, as required by the WVDOT.
- 3.1.2.27.9 The GPS Tracking System PI shall push dash odometer, dash hour-meter, engine hour usage, days of use, overnight storage location, and other usage information to be determined, as needed to the WVDOT fleet management software.
- 3.1.2.27.10 The GPS Tracking System PI shall pull asset information, such as hierarchy, year, make, model, VIN, license plate and other asset identifying information, as needed from the fleet management software.
- 3.1.2.27.11 Further GPS Tracking System data definitions, data mapping specifications, and Representational State Transfer Architecture (RESTful) services will be developed during SOW for system implementation.
- 3.1.2.27.12 The GPS Tracking System roadmap shall be developed during the SOW for the implementation and agreed upon by the Vendor and WVDOT. The Roadmap shall include potential changes in WVDOT needs, fleet management software or need for other changes to the data definitions or RESTful services. The Vendor will be required to work with WVDOT to obtain a successful resolution to any changing needs.
- 3.1.2.27.13 The GPS Tracking System security and privacy of the PI will meet or exceed the security and privacy requirements of the Application.
- 3.1.2.27.14 The GPS Tracking System terms of service and service level for the PI will be established by a collaborative team comprised of the Vendor and WVDOT and information technology groups and shall be detailed during the SOW for system implementation. The Vendor shall obtain WVDOT and Information Technology written approval prior to commencement.

- 3.1.2.27.15 Any licensing (interface, data, code) and any policies will be provided in writing by the Vendor. The Vendor must obtain WVDOT and IT written approval prior to making commitments.
- 3.1.2.27.16 The GPS Tracking System Vendor shall maintain a Changelog, in writing, to be provided to WVDOT. The Changelog will include records of requests for changes from ordering agency, new version released information, changes between versions, bugs found, bug solutions, patch data, project phases, and other changes as decided by ordering agency. The Changelog will include a minimum date of change, date of ordering agency notification, bugs or errors arising from changes, and other information as needed by the WVDOT Vendor Technical Lead.
- 3.1.2.27.17 The GPS Tracking System PI shall be available twenty-four (24) hours a day, seven (7) days a week, including all holidays, unless notification is given twenty-four (24) hours in advance, for updates or upgrades to the PI. The updates or upgrades to PI should be completed after regular business hours of 6 AM to 5 PM Eastern Standard time. The State does not expect 100% uptime, but the level of service provided with this contract will include a twenty-four (24)-hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
- 3.1.2.27.18 The GPS Tracking System vendor shall be required to provide end user and administrative training for WVDOT for use of the PI. The vendor shall be required to provide detailed training documentation that will be used in train the trainer scenario. The vendor shall include an hourly rate for both onsite and virtual training. Pricing shall be included on Pricing Page, Exhibit A. Training needs will be defined in a future SOW.
- 3.1.2.27.19 The Vendor shall provide support for the GPS Tracking System PI at no additional cost to the ordering agencies, as any other service in the contract. Technical and Application support shall be included on the Pricing Page, Exhibit A.
- 3.1.2.27.20 The Vendor shall patch operating software for vulnerability, at a minimum, every thirty (30) calendar days.
- 3.1.2.27.21 The Vendor shall be required to complete a cloud SaaS addendum as required by the State of West Virginia. This addendum shall be signed upon contract award. A copy of the addendum is located in Exhibit C.

3.1.2.28 GPS Tracking System Security

- 3.1.2.28.1 The GPS Tracking System minimum standards for security are listed below:

- 3.1.2.28.1.1 The Vendor shall have a written risk management process for data loss and data breach of servers, web application, PI, devices, or asset through devices. This will be provided to WVDOT in the SOW for the implementation.

Geotab Response:

Geotab does not share internal process documents outside of our organization. For process documentation etc. Please refer to our [Technical and Organizational Data Security Measures STATEMENT \(TOMS\)](#)

- 3.1.2.28.1.2 The GPS Tracking System Data Warehouse security processes, firewalls, and communication encryption shall be provided in writing in the SOW that will be developed for implementation.

Geotab Response:

Geotab does not share internal process documents outside of our organization. For process documentation etc. Please refer to our [Technical and Organizational Data Security Measures STATEMENT \(TOMS\)](#)

- 3.1.2.28.1.3 The Vendor will be required to comply with Advanced Encryption Standard 256 (AES 256) or greater for data transmissions, including ordering agency-to-server, server-to-server communication, as well as any data transfer between core systems and third-party systems wired or wireless. Unencrypted communication is permissible within a protected authorized boundary, for example, internal server-to-server communications within a protected Amazon Web Services (AWS) Virtual Private Cloud (VPC).
- 3.1.2.28.1.4 The vendor will be required to adhere to the West Virginia Office of Technology Policies & Procedures (<https://technology.wv.gov/policy-governance/ot-policies>)
- 3.1.2.28.1.5 The Vendor shall ensure that the physical data centers only allow access to authorized personnel.
- 3.1.2.28.1.6 The Vendor shall ensure physical data centers have back up power capable of sustaining data center power needs with the ability to, at a minimum, permit restoration of data collection and user monitoring services within twenty-four hours after power failure.
- 3.1.2.28.1.7 The GPS Tracking System Application shall employ Secure File Transfer Protocol and Secure Hypertext Transfer Protocol.

- 3.1.2.28.1.8 The vendor shall audit its own security policies and procedures at least yearly and update/upgrade as technology advances. The vendor shall provide a copy of the annual audit at no cost. The data contained in the annual report will be certified by the Vendor for accuracy.

Geotab Response:

Geotab is able to share certifications Please refer to ISO 27001 certification: (<https://www.geotab.com/CMS-GeneralFiles-production/NA/Certificates/2025/IS%20725614%20-%200001.pdf>). SOC 2 reports, internal audit results or external audit results can be made available under a special NDA.

- 3.1.2.28.1.9 The vendor will ensure all data will be backed up daily. All data backups will be restored and tested annually to ensure that the backups' data integrity is preserved. The vendor must coordinate with the agency the test validation and provide the results of the validated restore.
- 3.1.2.28.1.10 The GPS System asset data shall be securely encrypted during transmission from the embedded or aftermarket device and transmitted via cellular and satellite network, or combination of data transmission services to the Vendor's owned data warehouse. The vendor shall provide data in the event WVDOT decides to provide cloud storage in a State operated environment.

3.1.3 Training

3.1.3.1 Manufacturers and/or dealers will be required to stage a thorough seminar about Preventative Maintenance, Operator, and Mechanic Training. To keep operators and mechanics updated, the successful vendor shall conduct training sessions covering the operation, maintenance, troubleshooting with each purchase order against this open-ended contract.

Manufacturers and/or dealers shall be required to furnish the Training Academy with one (1) Operator's Manual to be shipped directly to:

WVDOH Training Academy

P.O. Box 610

Buckhannon, West Virginia 26201

Prior to delivery of the pilot unit. Training seminar to be held at the WVDOT, Equipment Division, Buckhannon, WV 26201.

3.1.4 Warranty and Service Policy:

3.1.4.1 The bid shall include a breakdown of the complete manufacturers warranty per section. The unit must be accompanied upon delivery with a (2) two-year or better warranty and service policy. The warranty claim should be filed by a WVDOT employee by contacting the warranty provider by calling or placing it online.

Geotab Response:

Please refer to the Geotab Warranty Statement: [Geotab Warranty Statement \[PUB\]](#) and the Unified Service Level Agreement [Geotab Unified Service Level Agreement - SLA](#)

3.1.5 Customer Support/Software Support

Vendor shall provide support that meets or exceeds the following features:

3.1.5.1 Customer and Software Support utilizing a primary support phone number, ticket portal, primary support email address

3.1.5.2 Include (24/7) telephone call support, chat support and email support, both with a maximum vendor response time of (1) hour.

Geotab Response:

Response times for helpdesk cases vary based on their priority level. We are fully compliant with our targets for chat and phone support, and we are meeting our service levels for all other channels.

For specific details please refer to: [Comprehensive Guide to Support at Geotab \[PUB\]](#)

3.1.5.3 Include remote troubleshooting where a technician can remotely connect to the software to diagnose and fix the issue without needing to be on-site.

3.1.5.4 Provides a work around solution before a bug or glitch has been addressed.

3.1.5.5 Shall include access to a securely protected customer portal or an equivalent that provides account management, integrated chat, file sharing and security, ticket tracking system, or better.

3.1.5.6 The vendor must be available "On Call" basis in case of emergencies after normal business hours. Vendor must provide emergency services in the event of a system failure or any emergency. The Agency is a 24 hour per day/7 day a week operation; as a result, the system is always operational. The Vendor will be authorized to bill for emergency services based on the hourly rate in Exhibit A Pricing Page. Any work performed on an emergency basis must be approved and coordinated by Agency personnel.

3.1.5.7 Vendor must be capable of providing an onsite resource within twenty four (24) hours of request for onsite assistance. This is necessary in emergency situations due to the critical nature of our Agency.

4 CONTRACT AWARD

4.1 **Contract Award:** The Contract is intended to provide Agencies with a purchase price on all Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.

4.2 **Pricing Pages:** Vendor should complete the Pricing Pages (Exhibit A) Vendor should take estimated Quantity and multiply by unit priced to get grand total.

The Pricing Pages contain a list of the Contract Items and estimated purchase volume. The estimated purchase volume for each item represents the approximate volume of anticipated purchases only. No future use of the Contract or any individual item is guaranteed or implied.

Vendor should electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document. In most cases, the Vendor can request an electronic copy of the Pricing Pages for bid purposes by sending an email request to the following address: John.W.Estep@wv.gov.

5 ORDERING AND PAYMENT

5.1 **Ordering:** Vendor shall accept orders through wvOASIS, regular mail, facsimile, e-mail, or any other written form of communication. Vendor may, but is not required to, accept on-line orders through a secure internet ordering portal/website. If Vendor has the ability to accept on-line orders, it should include in its response a brief description of how Agencies may utilize the on-line ordering system. Vendor shall ensure that its on-line ordering system is properly secured prior to processing Agency orders on-line.

5.2 **Payment:** Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

6 DELIVERY AND RETURN:

6.1 **Delivery Time:** A completed pilot model for inspection must be provided within (5) five working day(s) after receipt of the pilot model order, by the successful vendor. Vendor shall deliver standard orders within (15) fifteen calendar days after orders are received. Vendor may ship orders without completion but will not receive payment for devices until minimum quantity has been received.

6.2 Late Delivery: The Agency placing the order under this Contract must be notified in writing if orders will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the delayed order, and/or obtaining the items ordered from a third party.

Any Agency seeking to obtain items from a third party under this provision must first obtain approval of the Purchasing Division.

6.3 Delivery Payment/Risk of Loss: Standard order delivery shall be F.O.B. destination to the Agency's location. Vendor shall include the cost of standard order delivery charges in its bid pricing/discount and is not permitted to charge the Agency separately for such delivery. The Agency will pay delivery charges on all emergency orders provided that Vendor invoices those delivery costs as a separate charge with the original freight bill attached to the invoice.

6.4 Return of Unacceptable Items: If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.

6.5 Return Due to Agency Error: Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.

6.6 Condition of Unit(s) Upon Delivery: All units must arrive at the prescribed delivery point having been completely pre-serviced with oil, lubricants, and coolant. All prescribed precautions pertaining to first operations and break in of the unit are to be posted conspicuously on the unit for ready observance by the operator.

6.7 Delivery Point: Delivery point of the completed Device Unit should be delivered to:

WVDOH Equipment Division,
Attention: JD Haller
RT. 33 and Brushy Fork Road,
Buckhannon, WV 26201

6.7.1 Delivery point of software should be delivered to:

WCVDOH – Information Technology
Attention: Gabby Selbe, gabby.selbe@wv.gov,
1900 Kanawha Blvd East, Building 5, Room 729
Charleston WV, 25305

AT&T Response:

AT&T has read and understands.

7 VENDOR DEFAULT

7.1 The following shall be considered a vendor default under this Contract.

- 7.1.5 Failure to provide Contract Items in accordance with the requirements contained herein.
- 7.1.6 Failure to comply with other specifications and requirements contained herein.
- 7.1.7 Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.
- 7.1.8 Failure to remedy deficient performance upon request.

7.2 The following remedies shall be available to Agency upon default.

- 7.2.5 Immediate cancellation of the Contract.
- 7.2.6 Immediate cancellation of one or more release orders issued under this Contract.
- 7.2.7 Any other remedies available in law or equity.

8 MISCELLANEOUS:

- 8.1 **No Substitutions:** Vendor shall supply only Contract Items submitted in response to the Solicitation unless a contract modification is approved in accordance with the provisions contained in this Contract.
- 8.2 **Vendor Supply:** Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Contract Items contained in its bid response.
- 8.3 **Reports:** Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased.

Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.

8.4 Contract Manager: During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Elizabeth Spradlin/ Delmar J Sigman

Telephone Number: +1 304.690.0140/ +1 304.932.8194

Fax Number: _____

Email Address: elizabeth.frazier.1@att.com / delmar.sigman@att.com

AT&T Attachments

AT&T Fleet Manager - GO9

Transportation FirstNet

VENDOR PREFERENCE CERTIFICATE

Certification and application is hereby made for Preference in accordance with **West Virginia Code**, §5A-3-37. (Does not apply to construction contracts). **West Virginia Code**, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

1. Application is made for 2.5% vendor preference for the reason checked:

- Bidder is an individual resident vendor and has resided continuously in West Virginia, or bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia, for four (4) years immediately preceding the date of this certification; **or**,
- Bidder is a resident vendor partnership, association, or corporation with at least eighty percent of ownership interest of bidder held by another entity that meets the applicable four year residency requirement; **or**,
- Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; **or**,

2. Application is made for 2.5% vendor preference for the reason checked:

- Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,

3. Application is made for 2.5% vendor preference for the reason checked:

- Bidder is a nonresident vendor that employs a minimum of one hundred state residents, or a nonresident vendor which has an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia and employs a minimum of one hundred state residents, and for purposes of producing or distributing the commodities or completing the project which is the subject of the bidder's bid and continuously over the entire term of the project, on average at least seventy-five percent of the bidder's employees or the bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years and the vendor's bid; **or**,

4. Application is made for 5% vendor preference for the reason checked:

- Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; **or**,

5. Application is made for 3.5% vendor preference who is a veteran for the reason checked:

- Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; **or**,

6. Application is made for 3.5% vendor preference who is a veteran for the reason checked:

- Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules.

- Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

8. Application is made for reciprocal preference.

- Bidder is a West Virginia resident and is requesting reciprocal preference to the extent that it applies.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) rescind the contract or purchase order; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: AT&T Enterprises LLC

Signed: Elizabeth Spradlin

Date: 12/11/2025

Title: Senior Client Solutions Executive

Exhibit A - Pricing Page
CRQM DOT26*21 WINTER FLEET MANAGEMENT

Cost information below as detailed in the specifications.
 (Vendor must provide the individual cost breakdown for the components listed below and all related costs associated with the implementation.)

3.2 Basic Fleet Management (or equal)	Plan or Feature Description	Unit of Measure	SKU	QTY	Unit Price	Extended Price	YEAR TWO	YEAR THREE	YEAR FOUR
GO Device Bundles with Installation or equal									
Basic Fleet Management	Geotab GO9 or GR9 telematics, Propplus plan, universal harness, standard installation (as defined below), and training or equal, Part# Propplus Plan or equal.	EA	AFMBUNGPL	3,000	\$18.25	\$ 54,750.00	54,750	54,750	42,000
Includes (1) of the following:									
AT&T is using FirstNet GO9 (included in bundle plus harness in this section)	Geotab GO9 telematics device, Part# GO9-ATT-GO9LTEAFN14	EA	ATT-GO9LTEAFN14	3,000	\$ -	\$ -	0	0	0
	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal	EA		3,000	\$ -	\$ -	0	0	0
FirstNet GoRugged (included in Go Rugged Bundle)	Geotab GO Rugged 9 telematics device Part# GR9-ATT-GR9LTEAFN14	EA	ATT-GR9LTEAFN14	3,000	\$ -	\$ -	0	0	0
	OBDII extension cable pack for GO devices Part #HRN-BS16S4 or equal	EA	HRN-BS16S4	3,000	\$ -	\$ -	0	0	0
	Custom 3-Wire harness kit, the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal	EA	HRN-CW03K3-A	3,000	\$ -	\$ -	0	0	0
	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal	EA	HRN-DS06S4	3,000	\$ -	\$ -	0	0	0
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part#HRN-DS06T2 or equal	EA	HRN-DS06T2	3,000	\$ -	\$ -	0	0	0
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part#HRN-GR09K1 or equal	EA	HRN-GR09K1	3,000	\$ -	\$ -	0	0	0
	connector kit includes a 9-pin T-harness and 4 different mounting adapters for use in most Heavy-Duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS09K2 or equal.	EA	HRN-GS09K2	3,000	\$ -	\$ -	0	0	0
	Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS16K2 or equal.	EA	HRN-GS16K2	3,000	\$ -	\$ -	0	0	0
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.	EA	HRN-RS12S2	3,000	\$ -	\$ -	0	0	0
	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit, Part# HRN-RW03K4 or equal.	EA	HRN-RW03K4	3,000	\$ -	\$ -	0	0	0
Includes (1) of the following:									
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included, Part# INS-GOHDWIRE or equal.	EA		3,000	\$188	\$ 564,000.00	\$ -	0	0
	Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.	EA		3,000	\$ 150.00	\$ 450,000.00	0	0	0
GO Device Bundles without Installation	Geotab GO9 or GR9 telematics, Propplus plan, universal harness, standard installation (as defined below), and training, Part # Propplus plan or equal. *Self installed*	EA	AFMBUNGPL	3,000	\$ 14.00	\$ 42,000.00	42,000	42,000	42,000
Includes (1) of the following:									
AT&T is using FirstNet GO9 (included in bundle plus harness in this section)	Geotab GO9 telematics device, Part# GO9-ATT-GO9LTEAFN14	EA	ATT-GO9LTEAFN14	3,000	\$ -	\$ -	0	0	0
	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal	EA		3,000	\$ -	\$ -	0	0	0
FirstNet GoRugged (included in Go Rugged Bundle)	Geotab GO Rugged 9 telematics device Part# GR9-ATT-GR9LTEAFN14	EA	ATT-GR9LTEAFN14	3,000	\$ -	\$ -	0	0	0
	OBDII extension cable pack for GO devices Part #HRN-BS16S4 or equal	EA	HRN-BS16S4	3,000	\$ -	\$ -	0	0	0
	Custom 3-Wire harness kit, the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal	EA	HRN-CW03K3-A	3,000	\$ -	\$ -	0	0	0

	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal	EA	HRN-DS06S4	3,000	\$	-	\$	-	0	0	0	
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part#HRN-DS06T2 or equal	EA	HRN-DS06T2	3,000	\$	-	\$	-	0	0	0	
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part#HRN-GR09K1 or equal	EA	HRN-GR09K1	3,000	\$	-	\$	-	0	0	0	
	Universal Rugged Heavy-Duty T-Harness Kit - Multi connector kit includes a 9-pin T-harness and 4 different mounting adapters for use in most Heavy-Duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS09K2 or equal.	EA	HRN-GS09K2	3,000	\$	-	\$	-	0	0	0	
	Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS16K2 or equal.	EA	HRN-GS16K2	3,000	\$	-	\$	-	0	0	0	
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.	EA	HRN-RS12S2	3,000	\$	-	\$	-	0	0	0	
	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit, Part# HRN-RW03K4 or equal.	EA	HRN-RW03K4	3,000	\$	-	\$	-	0	0	0	
	Includes (1) of the following:											
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included, Part# INS-GOHDWIRE or equal.	EA		3,000		\$188	\$	564,000.00				
	Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.	EA		3,000		\$150.00	\$	450,000.00				
	OEM embedded Solutions											
	Part # Ford Premium Plan or equal	EA	AFMFRDPR5	3,000	\$	16.00	\$	48,000.00	48,000	48,000	48,000	
	Part # GM Premium Plan or equal	EA	AFMGMPRM	3,000	\$	14.00	\$	42,000.00	42,000	42,000	42,000	
	Extended Coverage											
	Monthly service plan for IOX Iridium satellite add-on. Must be combined with the GO-Bundle. Part #Satellite Plan or equal.	EA	AFMSAT	3,000	\$	50.00	\$	150,000.00	150000	\$	150,000.00	
	IOX Add-On for Iridium Satellite Support (Includes Iridium modem and antenna) Part# IOX-SATIRDV2 or equal	EA	IOX-SATIRDV2	3,000	\$	595.00	\$	1,785,000.00	0	0	0	
	Public Works (Winter Ops)											
	AT&T FirstNet Public Works Bundle	EA	AFMBUNGPW	3,000	\$	28.00	\$	84,000.00	\$	84,000.00	\$	84,000.00
	IOX-WKS integrates with the GO9 device as a part of the Geotab Public Works Solution for government fleets part# IOX-WRKS or equal.	EA	IOX-WRKS	3,000	\$	135.00	\$	405,000.00	0	0	0	
	End of Life w Geotab- per Geotab, please contact manufacturer	EA	N/A	3,000	\$	-	\$	-	0	0	0	
	End of Life w Geotab- per Geotab, please contact manufacturer	EA	N/A	3,000	\$	-	\$	-	0	0	0	
	Cable - DB-9 Null Modem Integration, Part# HRN-DB9NM or equal.	EA	HRN-DB9NM	3,000	\$	35.00	\$	105,000.00	0	0	0	
	Cable - DB-9 Serial Integration (15FT), Part # HRN-DB9S11F or equal	EA	HRN-DB9S11F	3,000	\$	15.00	\$	45,000.00	0	0	0	
	Cable - Force America Integration, Part # HRN-FAI or equal	EA	HRN-FAI	3,000	\$	40.00	\$	120,000.00	0	0	0	
	End of Life w Geotab- per Geotab, please contact manufacturer	EA	N/A	3,000	\$	-	\$	-	0	0	0	
	End of Life w Geotab- per Geotab, please contact manufacturer	EA	N/A	3,000	\$	-	\$	-	0	0	0	
	End of Life w Geotab- per Geotab, please contact manufacturer	EA	N/A	3,000	\$	-	\$	-	0	0	0	
	Camera Add-On Solution											
	AT&T- FirstNet Xirgo KP2 Bundled Offer	EA	AFMBUNSN1	3,000	\$	26.00	\$	78,000.00	78,000	78,000	78,000	
	AT&T- FirstNet Xirgo KP2 Road and DFC	EA	MKH-KP2ATFN64RFC	3,000	\$	-	\$	-	0	0	0	
	* included in bundle with camera	EA	HRN-KP2OBDPWRPT	3,000	\$	-	\$	-	0	0	0	
	Optional Accessory	EA	HDW-SWPBBTPS	1	\$	21.99	\$	21.99				
							\$	-				
	Geotab Keyless for Car Sharing Fleets											
	Includes hardware and data plan	EA	AFMBUNGKL	3,000	\$	30.00	\$	90,000.00	90,000.00	90,000.00	90,000.00	
	Includes hardware and data plan	EA	AFMBUNGKL	3,000	\$	30.00	\$	90,000.00	90,000.00	90,000.00	90,000.00	

	IOX Add-On for Keyless functionality, with integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRINHIB or equal.	EA	IOX-KEYLESS	3,000	\$	144.99	\$	434,970.00	0	0	0
	IOX Add-On for Keyless functionality, without integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRINHIB or equal.	EA	IOX-KEYLESS-NK	3,000	\$	89.99	\$	269,970.00	0	0	0
	Geotab Keyless NFC fob (with adhesive backing) to be used with Part# IOX-NFCREADER or equal.	EA	GEO-KLNFCFOB	3,000	\$	8.99	\$	26,970.00	0	0	0
	Minimum mileage for Geotab Keyless or use with a part# IOX-Keyless version BI for bladed key installations requiring starter inhib functionality. NOT for use with non-labeled versions of IOX-Keyless, part# HRN-CX10S4	EA	HRN-CX10S4	3,000	\$	14.50	\$	43,500.00	0	0	0
	QR Tag for IOX-Keyless key shipment to Geotab, Part# SPR-QRTAG or equal	EA	SPR-QRTAG	3,000	\$	2.00	\$	6,000.00	0	0	0
Installation Services											
	Installation of a hardwired Asset tracker. Trip fees up to 50 mi/km are included, part# INS-Asstewired or equal.	EA		3,000		\$188.00	\$	564,000.00	0	0	0
	Installation of a Solar or Batter Powered Asset Tracker. Trip fees up to 50 mi/km are included. Part # INS-Asstewireless or equal.	EA		3,000		\$150.00	\$	450,000.00	0	0	0
	Installation of one front facing camera solution. Does not include GO device installation. Trip fee up to 50 mi/km are included, Part# INS-Camera or equal.	EA		3,000		\$150.00	\$	450,000.00	0	0	0
	Installation of a GO device with T-harness and up to two IOX cables (i.e. Part# IOX-NFCREADER, IOX-GOTALK) Trip fees up to 50 mi/km are included. Part # INSGOADV or equal	EA		3,000		\$188.00	\$	564,000.00	0	0	0
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included. Part # INS-GOHDWIRE or equal.	EA		3,000		\$188.00	\$	564,000.00	0	0	0
	Installation of a GO Rugged Device with or without a T-Harness, part# INS-GORUGGED or equal.	EA		3,000		\$150.00	\$	450,000.00	0	0	0
	Installation of a GO device with or without a T-Harness, part# INS-GOSTRD or equal.	EA		3,000		\$150.00	\$	450,000.00	0	0	0
	RO Device. The swap needs to occur in the same vehicle on the same day and applies for standard, advanced and hardwired installations. Trip fees up to 50 mi/km are included. Part # INS-GOSWAP or equal	EA		3,000		\$188.00	\$	564,000.00	0	0	0
	Vehicle not available at the time and place of the scheduled installation, part# INS-NOSHOW or equal.	EA		3,000		\$100	\$	300,000.00	0	0	0
This is included WITH an install. But, if cancel and want us to remove the device would be the charge in this scenario	Removal of a GO device. Applies for hardwired, advanced, and standard installed devices. Removed device and harness will be returned to the customer. Trip fees up to 50mi/km are included. Part# INS-Removal or equal.	EA		3,000		\$150	\$	450,000.00	0	0	0
included in our fixed price installs	Removal of a competitor device before GO device installation. Can be ordered only in addition to a Standard, Advanced, and/or Hardwired Install. Part# INS-REMOVALNONGO or equal	EA		3,000		\$0.00	\$	-	0	0	0
	Service or repair of an existing GO device or Geotab accessory. Trip fees up to 50 mi/km are included. Part# INS-Service or equal	EA		3,000		\$150.00	\$	450,000.00	0	0	0
Do not charge separately for mileage	Trip fee per 1 mi/km for installations that require trips over 50 mi/km. Only mileage kilometers in excess of 50 mi/km one way shall be billable. Part# INS-Tripfee or equal.	EA		3,000			\$	-	0	0	0
More info is needed to scope/price this use-case	Installation of Public Works (Winter Ops) solution. Includes spreader and plow controller and one external accessory connection. Part # INS-WTROPS or equal.	EA		3,000			\$	-			
Additional Hardware One Time Cost											
	Blue NFC Driver ID Tag Part#GEO-NFCFOBLUA or Equal	EA	GEO-NFCFOBLUA	3,000	\$	4.99	\$	14,970.00	0	0	0
	NFC Driver ID Sticker Tag with blue inner label Part # GEO-NFCSTKBLU or Equal	EA	GEO-NFCSTKBLUA	3,000	\$	4.99	\$	14,970.00	0	0	0
	Bag of (20) qty. Blue NFC Driver ID Tag Part # GEO-NFCSTKBLU30 or Equal	EA	GEO-NFCSTKBLUA20	3,000	\$	54.00	\$	162,000.00	0	0	0
	Serialized cable tie, also known as a zip tie (pack of 100) Part # GEO-ZIPSEAL100 or Equal	EA	GEO-ZIPSEAL100	3,000	\$	55.00	\$	165,000.00	0	0	0
	Battery disconnect bypass harness for GO device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the harness and fuse kit. Part #HRN-BD16K1 or equal.	EA	HRN-BD16K1	3,000	\$	15.00	\$	45,000.00			
	Custom proprietary harness for enhanced engine data support on select Fiat and Chrysler vehicles in Latin America Part # HRN-BF11A1 or equal	EA	HRN-BF11A1	3,000	\$	5.00	\$	15,000.00			
	OBDII extension cable pack for GO devices - replaces the part# HRN-INSTALLPACKV2, Part# HRN-BS16S4 or equal.	EA	HRN-BS16S4	3,000	\$	12.00	\$	36,000.00			
	Flat OBDII extension harness for GO devices. Part # HRN-BS16S4F Or equal	EA	HRN-BS16S4F	3,000	\$	15.00	\$	45,000.00			
	OBDIII harness for GO devices - includes special vehicle connector to receive engine data from medium-duty vehicles, part# HRN-BUY16Y5 or equal.	EA	HRN-BUY16Y5	3,000	\$	19.99	\$	59,970.00			
	Custom proprietary adapter for Volvo vehicles in Latin America and Europe. Requires Part# HRN-CM24Y1. Part# HRN-CE04A4 or equal.	EA	HRN-CE04A4	3,000	\$	12.00	\$	36,000.00			
	Custom harness kit for Volvo/Mack vehicles, 2019 or newer, in North America. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part # HRN-CE10K2 or equal	EA	HRN-CE10K2	3,000	\$	42.00	\$	126,000.00			
	4-Pin Custom Adapter for use with Volkswagen truck only. Part# HRN-CG04T3 or equal	EA	HRN-CG04T3	3,000	\$	30.00	\$	90,000.00			
	Custom 13-pin adapter for use with HRN-GS16K2 Universal Harness Kit Part# HRN-CG13S1 or equal	EA	HRN-CG13S1	3,000	\$	12.00	\$	36,000.00			
	Custom proprietary HINO FMS adapter. Requires HRN-CM24Y1. Part#HRN-CH06A2 or equal.	EA	HRN-CH06A2	3,000	\$	12.00	\$	36,000.00			
	Custom 10-pin HINO FMS adapter for 2019+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CH10A2 or equal.	EA	HRN-CH10A2	3,000	\$	15.00	\$	45,000.00			
	Customer Isuzu FMS adapter for 2017+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CI04A2 or equal	EA	HRN-CI04A2	3,000	\$	15.00	\$	45,000.00			
	Custom harness kit for Mack Vehicles, 2018 or older, in North America. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part# HRN-CK10K2 or equal.	EA	HRN-CK10K2	3,000	\$	35.99	\$	107,970.00			
	Harness for custom GO device installations - includes Molex connectors for two OBD and one J1939 points, Part# HRN-CM24Y1 or equal.	EA	HRN-CM24Y1-A	3,000	\$	15.00	\$	45,000.00			
	PSM module connection for Mercedes Sprinters (907 Chassis) for global markets. Requires HRN-CM24Y1. Part # HRN-CP04A2 or equal.	EA	HRN-CP04A2	3,000	\$	22.99	\$	68,970.00			
	14-pin connector harness for heavy-duty applications. Refer to the Vehicle Specific Installation document for more information. Part# HRN-CS14S21 or equal.	EA	HRN-CS14S21-A	3,000	\$	20.99	\$	62,970.00			

	14-Pin T-harness for heavy-duty applications. For use with vehicles with an RP1226 diagnostic connection. Part# HRN-CS14T2 or equal.	EA	HRN-CS14T2	3,000	\$	17.99	\$	53,970.00			
	Custom harness for Tesla Model 3 vehicles. Part# HRN-CT20T1 or equal.	EA	HRN-CT20T1	3,000	\$	25.00	\$	75,000.00			
	Custom Harness for Tesla Model 3 Vehicles. Part# HRN-CT20T11 or equal.	EA	HRN-CT20T1	3,000	\$	25.00	\$	75,000.00			
	Custom Harness for Tesla Model Y. Part# HRN-CT26T1 or Equal.	EA	HRN-CT26T1-A	3,000	\$	26.99	\$	80,970.00			
	Custom 3-wire harness kit. The custom kit contains the harness and a fuse kit. Part# HRN-CW03K3 or equal.	EA	HRN-CW03K3-A	3,000	\$	19.00	\$	57,000.00			
	Custom 8-Wire harness kit for vehicles with no supported connectors. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part# HRN-CW08K4 or equal.	EA	HRN-CW08K4	3,000	\$	18.00	\$	54,000.00			
	14-pin harness for CAT vehicles, part# HRN-DC14S2 or equal.	EA	HRN-DC14T1	3,000	\$	89.99	\$	269,970.00			
	6-pin starlight harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS06S4 or equal.	EA	HRN-DS06S4	3,000	\$	58.00	\$	174,000.00			
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications. Part # HRN-DS06S2 or equal	EA	HRN-DS06S4	3,000	\$	58.00	\$	174,000.00			
	9-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS09S4 or equal.	EA	HRN-DS09S4	3,000	\$	20.00	\$	60,000.00			
	Diagnostic connector for Mercedes Vehicles - used on older generations medium-duty trucks and buses. Part # HRN-EE14S1 or equal.	EA	HRN-EE14S1	3,000	\$	64.99	\$	194,970.00			
	Diagnostic connector for European markets, primarily for the DAF Euro 3 up to 2006. Part # HRN-EA16S1 or equal	EA	HRN-EA16S1	3,000	\$	64.99	\$	194,970.00			
	European interface harness for generic vehicles with FMS, part# HRN-ES12S1 or equal.	EA	HRN-ES12S1	3,000	\$	19.99	\$	59,970.00			
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part# HRN-GR09K1 or equal.	EA	HRN-GR09K1	3,000	\$	30.00	\$	90,000.00			
	Universal Heavy-Duty T-Harness kit - Multi-connector kit includes 9-pin T-Harness and 4 different mounting adapters for use in most Heavy Duty International Vehicles. Eliminates the need to know the vehicle information in advance. Part # HRN-GS09K2 or equal	EA	HRN-GS09K2	3,000	\$	30.00	\$	90,000.00			
	Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance. Part# HRN-GS16K2 or equal	EA	HRN-GS16K2	3,000	\$	32.00	\$	96,000.00			
	12-pin Komatsu-specific harness for GO RUGGED device. Part# HRN-RC12T2 or equal	EA	HRN-RC12T2	3,000	\$	67.99	\$	203,970.00			
	Polaris interface harness for the GO RUGGED device. Part# HRN-RD04S1 or equal	EA	HRN-RD04S1	3,000	\$	26.99	\$	80,970.00			
	CAT Specific Adapter, Part# HRN-RMRC1 or equal	EA	HRN-RMRC1	3,000	\$	19.99	\$	59,970.00			
	Battery disconnect bypass harness for GO RUGGED device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the harness and fuse kit. Part #HRN-RS12S2 or equal.	EA	HRN-RS12S2	3,000	\$	19.99	\$	59,970.00			
	Pulse harness for engines not reporting ignition/RPM for the GO RUGGED device. Required for ground service equipment. Part# HRN-RW04S4 or equal	EA	HRN-RW04S4	3,000	\$	11.99	\$	35,970.00			
	3-wire harness kit for GO Rugged. The kit contains the harness and fuse kit. Part# HRN-RW03K4 or equal.	EA	HRN-RW03K4	3,000	\$	20.00	\$	60,000.00			
	Differential harness used for negative battery disconnect/oil pressure switch/negative output ignition for the GO RUGGED device. Required for ground service equipment. Part# HRN-RW04S4 or equal	EA	HRN-RW04S4	3,000	\$	11.99	\$	35,970.00			
	15-Pin connector harness for vehicles without diagnostic reports (off-road vehicles only). Requires a GO RUGGED. Part# HRN-RW07T1 or equal.	EA	HRN-RW07T1	3,000	\$	35.99	\$	107,970.00			
	8-Wire harness kit for GO Rugged. The kit contains the harness and a fuse kit. Part# HRN-RW08K1 or equal.	EA	HRN-RW08K1	3,000	\$	35.99	\$	107,970.00			
	6-way IOX harness for GO RUGGED to provide digital auxiliary support. Part# HRN-RX06S4 or equal	EA	HRN-RX06S4	3,000	\$	19.99	\$	59,970.00			
	Ford EDI TUG engine interface harness for the GO RUGGED device. Required for ground service equipment. Part # HRN-RZ04S4 or equal.	EA	HRN-RZ04S4	3,000	\$	16.00	\$	48,000.00			
	Kubota gas engine interface harness for the GO RUGGED device. Required for ground service equipment. Part# HRN-RZ04T4 or equal.	EA	HRN-RZ04T4	3,000	\$	26.99	\$	80,970.00			
	6 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S6 or equal.	EA	HRN-UD03S6	3,000	\$	14.00	\$	42,000.00			
	8 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S7 or equal.	EA	HRN-UD03S7	3,000	\$	14.00	\$	42,000.00			
	10 ft extension cable to be used with IOX-RS232D. Part #HRN-UD03S8 or equal.	EA	HRN-UD03S8	3,000	\$	17.99	\$	53,970.00			
	14 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S9 or equal	EA	HRN-UD03S9	3,000	\$	17.99	\$	53,970.00			
	European interface harness for Mercedes Sprinters with PSM. Part# HRN-UP21Y2 or equal	EA	HRN-UP21Y2	3,000	\$	13.99	\$	41,970.00			
	Input/Output expander to send an alert message to MyGeotab. Part# IOX-Alert or equal.	EA	IOX-ALERT	3,000	\$	44.99	\$	134,970.00			
	Input/output expander Add-On for GO devices to support analog auxiliary input. [BETA] Part# IOX-Analog or equal.	EA	IOX-Analog	3,000	\$	58.99	\$	176,970.00			
	IOX Add-On for GO devices for auxiliary support. Part# IOX-AUXM or equal.	EA	IOX-AUXM	3,000	\$	45.00	\$	135,000.00	0	0	0
	Input/output expander with Bluetooth low energy for GO devices - supports proximity beacons with a public MAC address and select sensor-enabled beacons. Part# IOX-BT or equal.	EA	IOX-BT	3,000	\$	71.99	\$	215,970.00			
	Input/output expander for an external buzzer or beeper. Part # IOX-Buzz or equal.	EA	IOX-Buzz	3,000	\$	71.99	\$	215,970.00			
	Input/output expander for CAN integrations (i.e. Mobileye, Valor) Part# IOX-CAN or equal	EA	IOX-CAN	3,000	\$	71.99	\$	215,970.00			
	Input/output expander for driver identification - includes tag reader only. Part # IOX-NFCREADER or equal.	EA	IOX-NFCREADER	3,000	\$	68.00	\$	204,000.00	0	0	0
	Input/output expander for GO Devices to control a relay. Part# IOX-OutputM or equal	EA	IOX-OUTPUTM	3,000	\$	44.99	\$	134,970.00			
	Input/output expander for RS232 support - 3 pin Delphi Connector Part # IOX-RS232D or equal	EA	IOX-RS232D	3,000	\$	71.99	\$	215,970.00			

	Input/Output expander for RS232 Support - female connector Part # IOX-RS232F or equal.	EA	IOX-RS232F	3,000	\$	58.99	\$	176,970.00			
	Input/output expander for RS232 Support - male connector. Part # IOX-RS232M or equal.	EA	IOX-RS232M	3,000	\$	58.99	\$	176,970.00			
	Input/Output expander to allow two-way data transfer and charge external devices - uses female USB type-A connector. Part# IOX-USB or equal	EA	IOX-USB	3,000	\$	58.99	\$	176,970.00			
	Shunt for GO7, or newer devices with short PIN. Part # SPR-ALDLSHUNT or equal	EA	SPR-ALDLSHUNT	3,000	\$	2.50	\$	7,500.00			
	Bracket required for 2015 Ford F-150, Ford Fusion, and Ford Mondeo Vehicles. Part# SPR-BSFBKT or equal	EA	SPR-BSFBKT	3,000	\$	2.50	\$	7,500.00			
	Mounting bracket and material for GO devices - includes two cable (zip) ties, two screws, and double-sided tape for installation purposes. Part #SPR-INSTALLBAG or equal	EA	SPR-INSTALLBAG	3,000	\$	4.99	\$	14,970.00			
	GO housing only. Used for marketing purposes. Part# SPR-MKTGOSHELL or equal.	EA	SPR-MKTGOSHELL	3,000	\$	5.99	\$	17,970.00			
	Mounting bracket and holder for IOX-NFCREADER. Includes 2 screws and double-sided tape for the bracket for the installation purposes. Part # SPR-NFCBRACKET or equal.	EA	SPR-NFCBRACKET	3,000	\$	3.50	\$	10,500.00			
	Driver ID relay kit. Requires a Geotab Authorized Installer or licensed automotive electrician or mechanic. Part# SPR-Relaykit or equal.	EA	SPR-Relaykit	3,000	\$	35.99	\$	107,970.00			
	Cost of standard shipping per order. Part# shipping or equal.	EA	shipping	3,000	\$	40.00	\$	120,000.00			
Citizen Insight Solution											
These SKUs are not billed per vehicle	Citizen Insights Monthly Fee (Population up to 50k) Part# MKT-FEE-CITIZENS1 or equal	Per Month	MKT-FEE-CITIZENS1	1	\$	4,500.00	\$	4,500.00			
	Citizen Insights Monthly Fee (Population 50k - 100k) Part# MKT-FEE-CITIZENS2 or equal	Per Month	MKT-FEE-CITIZENS2	1	\$	8,400.00	\$	8,400.00			
	Citizen Insights Monthly Fee (Population 100k - 500k) Part# MKT-FEE-CITIZENS3 or equal	Per Month	MKT-FEE-CITIZENS3	1	\$	14,400.00	\$	14,400.00			
	Citizen Insights Monthly Fee (Population 500k - 1m) Part# MKT-FEE-CITIZENS4 or equal	Per Month	MKT-FEE-CITIZENS4	1	\$	20,400.00	\$	20,400.00			
	Citizen Insights Monthly Fee (Population >1m) Part# MKT-FEE-CITIZENS5 or equal	Per Month	MKT-FEE-CITIZENS5	1	\$	26,400.00	\$	26,400.00			
Asset Tracking Solution											
	Monthly service plan for Positioning Universal Asset Tracker Part#Asset Tracker Plan or equal	Per Month	Asset Tracker Plan	3,000	\$	6.00	\$	18,000.00			
* have two options solar or battery powered; depends on use-case and application. Example is battery powered version	Positioning Universal Asset Tracker (no connector) Part# MKH-TT660LM0QGL or equal	EA	B4-MIOT-MR BTP	3,000	\$	75.00	\$	225,000.00			
	Positioning Universal Asset Tracker (With Connector, CAN, RS232, BLE) Part# MKH-TT603LM0QGL or equal	EA	B4-MIOT-MR BTW	3,000	\$	100.00	\$	300,000.00			
3.4 Professional Services											
		Unit of Measure	SKU	Estimated Qty for Eval. Only		Hourly Rate					
	Professional Services Senior Programmer	per hour	ATTC-SrDev	100	\$	225.00	\$	22,500.00			
	Professional Services Analysis	per hour	ATTC-Consultant	100	\$	210.00	\$	21,000.00			
	Professional Services Training Services	per hour	ATTC-Trainer	100	\$	190.00	\$	19,000.00			
** Project Mgmt for new customers is included 1k+ roll-out	Project Management	per hour	ATTC-PM	100	\$	200.00	\$	20,000.00			
	OverTime/Emergency	per hour	ATTC-O/E	50	\$	270.00	\$	13,500.00			
							Total Bid Cost	\$18,616,641.99	\$0.00	\$0.00	\$0.00

**The quantities listed in this pricing page are estimates provided. They do not represent a commitment or guarantee by the vendor to purchase any specific quantity of goods. Actual quantities ordered may vary, higher or lower, based on the agency's needs.

Vendor must not alter pricing page and should fill out pricing page as it is. The addition of alterations of the pricing page or addition of commodities other than those listed on the pricing page online or as an attachment will result in disqualification of bid submittal.

CRFQ 0803 DOT2600000037 – Pricing Notes

Row 9 – Basic Fleet Management

The AT&T / FirstNet Unit Price is Reflected as a Monthly Price

Standard Installation is included in the Basic Fleet Management Bundle Price

– Row 24 & 25 Installation Cost would not apply if purchasing the Bundle

Row 26 – Go Device Bundles without Installation

The AT&T / FirstNet Unit Price is Reflected as a Monthly Price

Row 50 – Public Works Bundle is listed as a Monthly Bundle Price which is called out in the description.

Pricing Notes

There is no specific column for Year 1 Pricing where a monthly unit price can be calculated as a Yearly price.

The current spreadsheet is heavily weighted toward installation cost (Spreadsheet Rows 74-88) which may or may not be applicable depending on the Geotab SKU.

Software as a Service Addendum

1. Definitions:

Acceptable alternative data center location means a country that is identified as providing equivalent or stronger data protection than the United States, in terms of both regulation and enforcement. DLA Piper's Privacy Heatmap shall be utilized for this analysis and may be found at <https://www.dlapiperdataprotection.com/index.html?t=world-map&c=US&c2=IN>.

Authorized Persons means the service provider's employees, contractors, subcontractors or other agents who have responsibility in protecting or have access to the public jurisdiction's personal data and non-public data to enable the service provider to perform the services required.

Data Breach means the unauthorized access and acquisition of unencrypted and unredacted personal data that compromises the security or confidentiality of a public jurisdiction's personal information and that causes the service provider or public jurisdiction to reasonably believe that the data breach has caused or will cause identity theft or other fraud.

Individually Identifiable Health Information means information that is a subset of health information, including demographic information collected from an individual, and (1) is created or received by a health care provider, health plan, employer or health care clearinghouse; and (2) relates to the past, present or future physical or mental health or condition of an individual; the provision of health care to an individual; or the past, present or future payment for the provision of health care to an individual; and (a) that identifies the individual; or (b) with respect to which there is a reasonable basis to believe the information can be used to identify the individual.

Non-Public Data means data, other than personal data, that is not subject to distribution to the public as public information. It is deemed to be sensitive and confidential by the public jurisdiction because it contains information that is exempt by statute, ordinance or administrative rule from access by the general public as public information.

Personal Data means data that includes information relating to a person that identifies the person by first name or first initial, and last name, and has any of the following personally identifiable information (PII): government-issued identification numbers (e.g., Social Security, driver's license, state identification card); financial account information, including account number, credit or debit card numbers; or protected health information (PHI).

Protected Health Information (PHI) means individually identifiable health information transmitted by electronic media, maintained in electronic media, or transmitted or maintained in any other form or medium. PHI excludes education records covered by the Family Educational Rights and Privacy Act (FERPA), as amended, 20 U.S.C. 1232g, records described at 20 U.S.C. 1232g(a)(4)(B)(iv) and employment records held by a covered entity in its role as employer.

Public Jurisdiction means any government or government agency that uses these terms and conditions. The term is a placeholder for the government or government agency.

Public Jurisdiction Data means all data created or in any way originating with the public jurisdiction, and all data that is the output of computer processing or other electronic manipulation of any data that was created by or in any way originated with the public jurisdiction, whether such data or output is stored on the public jurisdiction's hardware, the service provider's hardware or exists in any system owned, maintained or otherwise controlled by the public jurisdiction or by the service provider.

Public Jurisdiction Identified Contact means the person or persons designated in writing by the public jurisdiction to receive security incident or breach notification.

Restricted data means personal data and non-public data.

Security Incident means the actual unauthorized access to personal data or non-public data the service provider believes could reasonably result in the use, disclosure or theft of a public jurisdiction's unencrypted personal data or non-public data within the possession or control of the service provider. A security incident may or may not turn into a data breach.

Service Provider means the contractor and its employees, subcontractors, agents and affiliates who are providing the services agreed to under the contract.

Software-as-a-Service (SaaS) means the capability provided to the consumer to use the provider's applications running on a cloud infrastructure. The applications are accessible from various client devices through a thin-client interface such as a Web browser (e.g., Web-based email) or a program interface. The consumer does not manage or control the underlying cloud infrastructure including network, servers, operating systems, storage or even individual application capabilities, with the possible exception of limited user-specific application configuration settings.

2. Data Ownership: The public jurisdiction will own all right, title and interest in its data that is related to the services provided by this contract. The service provider shall not access public jurisdiction user accounts or public jurisdiction data, except (1) in the course of data center operations, (2) in response to service or technical issues, (3) as required by the express terms of this contract or (4) at the public jurisdiction's written request.

3. Data Protection and Privacy: Protection of personal privacy and data shall be an integral part of the business activities of the service provider to ensure there is no inappropriate or unauthorized use of public jurisdiction information at any time. To this end, the service provider shall safeguard the confidentiality, integrity and availability of public jurisdiction information and comply with the following conditions:

- a) The service provider shall implement and maintain appropriate administrative, technical and physical security measures to safeguard against unauthorized access, disclosure or theft of personal data and non-public data. In Appendix A,

the public jurisdiction shall indicate whether restricted information will be processed by the service provider. Such security measures shall be in accordance with recognized industry practice and not less stringent than the measures the service provider applies to its own personal data and non-public data of similar kind. The service provider shall ensure that all such measures, including the manner in which personal data and non-public data are collected, accessed, used, stored, processed, disposed of and disclosed, comply with applicable data protection and privacy laws, as well as the terms and conditions of this Addendum and shall survive termination of the underlying contract.

- b) The service provider represents and warrants that its collection, access, use, storage, disposal and disclosure of personal data and non-public data do and will comply with all applicable federal and state privacy and data protection laws, as well as all other applicable regulations, policies and directives.
- c) The service provider shall support third-party multi-factor authentication integration with the public jurisdiction third-party identity provider to safeguard personal data and non-public data.
- d) If, in the course of its engagement by the public jurisdiction, the service provider has access to or will collect, access, use, store, process, dispose of or disclose credit, debit or other payment cardholder information, the service provider shall at all times remain in compliance with the Payment Card Industry Data Security Standard ("PCI DSS") requirements, including remaining aware at all times of changes to the PCI DSS and promptly implementing all procedures and practices as may be necessary to remain in compliance with the PCI DSS, in each case, at the service provider's sole cost and expense. All data obtained by the service provider in the performance of this contract shall become and remain the property of the public jurisdiction.
- e) All personal data shall be encrypted at rest and in transit with controlled access. Unless otherwise stipulated, the service provider is responsible for encryption of the personal data.
- f) Unless otherwise stipulated, the service provider shall encrypt all non-public data at rest and in transit, in accordance with recognized industry practice. The public jurisdiction shall identify data it deems as non-public data to the service provider.
- g) At no time shall any data or process – that either belong to or are intended for the use of a public jurisdiction or its officers, agents or employees — be copied, disclosed or retained by the service provider or any party related to the service provider for subsequent use in any transaction that does not include the public jurisdiction.
- h) The service provider shall not use or disclose any information collected in connection with the service issued from this proposal for any purpose other than fulfilling the service.
- i) Data Location. For non-public data and personal data, the service provider shall provide its data center services to the public jurisdiction and its end users solely from data centers in the U.S. Storage of public jurisdiction data at rest shall be located solely in data centers in the U.S. The service provider shall not allow its personnel or contractors to *store* public jurisdiction data on portable devices, including personal computers, except for devices that are used and kept only at its

U.S. data centers. With agreement from the public jurisdiction, this term may be met by the service provider providing its services from an acceptable alternative data center location, which agreement shall be stated in Appendix A. The Service Provider may also request permission to utilize an acceptable alternative data center location during a procurement's question and answer period by submitting a question to that effect. The service provider shall permit its personnel and contractors to access public jurisdiction data remotely only as required to provide technical support.

4. Security Incident or Data Breach Notification: The service provider shall inform the public jurisdiction of any confirmed security incident or data breach.

- a) Incident Response: The service provider may need to communicate with outside parties regarding a security incident, which may include contacting law enforcement, fielding media inquiries and seeking external expertise as defined by law or contained in the contract. Discussing security incidents with the public jurisdiction shall be handled on an urgent as-needed basis, as part of service provider communication and mitigation processes defined by law or contained in the contract.
- b) Security Incident Reporting Requirements: The service provider shall report a confirmed Security Incident as soon as practicable, but no later than twenty-four (24) hours after the service provider becomes aware of it, to: (1) the department privacy officer, by email, with a read receipt, identified in Appendix A; and, (2) unless otherwise directed by the public jurisdiction in the underlying contract, the WVOT Online Computer Security and Privacy Incident Reporting System at <https://apps.wv.gov/ot/ir/Default.aspx>, and (3) the public jurisdiction point of contact for general contract oversight/administration. The following information shall be shared with the public jurisdiction: (1) incident phase (detection and analysis; containment, eradication and recovery; or post-incident activity), (2) projected business impact, and, (3) attack source information.
- c) Breach Reporting Requirements: Upon the discovery of a data breach or unauthorized access to non-public data, the service provider shall immediately report to: (1) the department privacy officer, by email, with a read receipt, identified in Appendix A; and, (2) unless otherwise directed by the public jurisdiction in the underlying contract, the WVOT Online Computer Security and Privacy Incident Reporting System at <https://apps.wv.gov/ot/ir/Default.aspx>, and the public jurisdiction point of contact for general contract oversight/administration.

5. Breach Responsibilities: This section only applies when a data breach occurs with respect to personal data within the possession or control of the service provider.

- a) Immediately after being awarded a contract, the service provider shall provide the public jurisdiction with the name and contact information for an employee of service provider who shall serve as the public jurisdiction's primary security contact and shall be available to assist the public jurisdiction twenty-four (24) hours per day, seven (7) days per week as a contact in resolving obligations associated with a data breach. The service provider may provide this information in Appendix A.

- b) Immediately following the service provider's notification to the public jurisdiction of a data breach, the parties shall coordinate cooperate with each other to investigate the data breach. The service provider agrees to fully cooperate with the public jurisdiction in the public jurisdiction's handling of the matter, including, without limitation, at the public jurisdiction's request, making available all relevant records, logs, files, data reporting and other materials required to comply with applicable law and regulation.
- c) Within 72 hours of the discovery, the service provider shall notify the parties listed in 4(c) above, to the extent known: (1) date of discovery; (2) list of data elements and the number of individual records; (3) description of the unauthorized persons known or reasonably believed to have improperly used or disclosed the personal data; (4) description of where the personal data is believed to have been improperly transmitted, sent, or utilized; and, (5) description of the probable causes of the improper use or disclosure.
- d) The service provider shall (1) cooperate with the public jurisdiction as reasonably requested by the public jurisdiction to investigate and resolve the data breach, (2) promptly implement necessary remedial measures, if necessary, and prevent any further data breach at the service provider's expense in accordance with applicable privacy rights, laws and regulations and (3) document responsive actions taken related to the data breach, including any post-incident review of events and actions taken to make changes in business practices in providing the services, if necessary.
- e) If a data breach is a direct result of the service provider's breach of its contract obligation to encrypt personal data or otherwise prevent its release, the service provider shall bear the costs associated with (1) the investigation and resolution of the data breach; (2) notifications to individuals, regulators or others required by state or federal law; (3) a credit monitoring service (4) a website or a toll-free number and call center for affected individuals required by state law — all not to exceed the average per record per person cost calculated for data breaches in the United States in the most recent Cost of Data Breach Study: Global Analysis published by the Ponemon Institute at the time of the data breach (or other similar publication if the named publication has not issued an updated average per record per cost in the last 5 years at the time of the data breach); and (5) complete all corrective actions as reasonably determined by service provider based on root cause. The service provider agrees that it shall not inform any third party of any data breach without first obtaining the public jurisdiction's prior written consent, other than to inform a complainant that the matter has been forwarded to the public jurisdiction's legal counsel and/or engage a third party with appropriate expertise and confidentiality protections for any reason connected to the data breach. Except with respect to where the service provider has an independent legal obligation to report a data breach, the service provider agrees that the public jurisdiction shall have the sole right to determine: (1) whether notice of the data breach is to be provided to any individuals, regulators, law enforcement agencies, consumer reporting agencies or others, as required by law or regulation, or otherwise in the public jurisdiction's discretion; and (2) the contents of such notice, whether any

type of remediation may be offered to affected persons, and the nature and extent of any such remediation. The service provider retains the right to report activity to law enforcement.

6. Notification of Legal Requests: The service provider shall contact the public jurisdiction upon receipt of any electronic discovery, litigation holds, discovery searches and expert testimonies related to the public jurisdiction's data under this contract, or which in any way might reasonably require access to the data of the public jurisdiction. The service provider shall not respond to subpoenas, service of process and other legal requests related to the public jurisdiction without first notifying the public jurisdiction, unless prohibited by law from providing such notice.

7. Termination and Suspension of Service:

- a) In the event of a termination of the contract, the service provider shall implement an orderly return of public jurisdiction data within the time period and format specified in the contract (or in the absence of a specified time and format, a mutually agreeable time and format) and after the data has been successfully returned, securely and permanently dispose of public jurisdiction data.
- b) During any period of service suspension, the service provider shall not take any action to intentionally erase any public jurisdiction data.
- c) In the event the contract does not specify a time or format for return of the public jurisdiction's data and an agreement has not been reached, in the event of termination of any services or agreement in entirety, the service provider shall not take any action to intentionally erase any public jurisdiction data for a period of:
 - 10 days after the effective date of termination, if the termination is in accordance with the contract period
 - 30 days after the effective date of termination, if the termination is for convenience
 - 60 days after the effective date of termination, if the termination is for cause

After such period, the service provider shall have no obligation to maintain or provide any public jurisdiction data and shall thereafter, unless legally prohibited, delete all public jurisdiction data in its systems or otherwise in its possession or under its control.

- d) The public jurisdiction shall be entitled to any post-termination assistance generally made available with respect to the services, unless a unique data retrieval arrangement has been established as part of the Contract.
- e) The service provider shall securely dispose of all requested data in all of its forms, such as disk, CD/ DVD, backup tape and paper, when requested by the public jurisdiction. Data shall be permanently deleted and shall not be recoverable, according to National Institute of Standards and Technology (NIST)-approved methods. Certificates of destruction shall be provided to the public jurisdiction.

8. Background Checks: The service provider shall conduct criminal background checks in compliance with W.Va. Code §15-2D-3 and not utilize any staff to fulfill the obligations

of the contract, including subcontractors, who have been convicted of any crime of dishonesty, including but not limited to criminal fraud, or otherwise convicted of any felony or misdemeanor offense for which incarceration for up to 1 year is an authorized penalty. The service provider shall promote and maintain an awareness of the importance of securing the public jurisdiction's information among the service provider's employees and agents.

9. Oversight of Authorized Persons: During the term of each authorized person's employment or engagement by service provider, service provider shall at all times cause such persons to abide strictly by service provider's obligations under this Agreement and service provider's standard policies and procedures. The service provider further agrees that it shall maintain a disciplinary process to address any unauthorized access, use or disclosure of personal data by any of service provider's officers, partners, principals, employees, agents or contractors.

10. Access to Security Logs and Reports: The service provider shall provide reports to the public jurisdiction in CSV format agreed to by both the service provider and the public jurisdiction. Reports shall include user access (successful and failed attempts), user access IP address, user access history and security logs for all public jurisdiction files and accounts related to this contract.

11. Data Protection Self-Assessment: The service provider shall perform a Cloud Security Alliance STAR Self-Assessment by completing and submitting the "Consensus Assessments Initiative Questionnaire" to the Public Jurisdiction Identified Contact. The service provider shall submit its self-assessment to the public jurisdiction prior to contract award and, upon request, annually thereafter, on the anniversary of the date of contract execution. Any deficiencies identified in the assessment will entitle the public jurisdiction to disqualify the bid or terminate the contract for cause.

12. Data Center Audit: The service provider shall perform an audit of its data center(s) at least annually at its expense and provide a redacted version of the audit report upon request. The service provider may remove its proprietary information from the redacted version. A Service Organization Control (SOC) 2 audit report or approved equivalent sets the minimum level of a third-party audit. Any deficiencies identified in the report or approved equivalent will entitle the public jurisdiction to disqualify the bid or terminate the contract for cause.

13. Change Control and Advance Notice: The service provider shall give 30 days, advance notice (to the public jurisdiction of any upgrades (e.g., major upgrades, minor upgrades, system changes) that may impact service availability and performance. A major upgrade is a replacement of hardware, software or firmware with a newer or better version in order to bring the system up to date or to improve its characteristics.

14. Security:

- a) At a minimum, the service provider's safeguards for the protection of data shall include: (1) securing business facilities, data centers, paper files, servers, back-up

systems and computing equipment, including, but not limited to, all mobile devices and other equipment with information storage capability; (2) implementing network, device application, database and platform security; 3) securing information transmission, storage and disposal; (4) implementing authentication and access controls within media, applications, operating systems and equipment; (5) implementing appropriate personnel security and integrity procedures and practices, including, but not limited to, conducting background checks consistent with applicable law; and (6) providing appropriate privacy and information security training to service provider's employees.

- b) The service provider shall execute well-defined recurring action steps that identify and monitor vulnerabilities and provide remediation or corrective measures. Where the service provider's technology or the public jurisdiction's required dependence on a third-party application to interface with the technology creates a critical or high risk, the service provider shall remediate the vulnerability as soon as possible. The service provider must ensure that applications used to interface with the service provider's technology remain operationally compatible with software updates.
- c) Upon the public jurisdiction's written request, the service provider shall provide a high-level network diagram with respect to connectivity to the public jurisdiction's network that illustrates the service provider's information technology network infrastructure.

15. Non-disclosure and Separation of Duties: The service provider shall enforce separation of job duties, require commercially reasonable non-disclosure agreements, and limit staff knowledge of public jurisdiction data to that which is absolutely necessary to perform job duties.

16. Import and Export of Data: The public jurisdiction shall have the ability to securely import, export or dispose of data in standard format in piecemeal or in entirety at its discretion without interference from the service provider. This includes the ability for the public jurisdiction to import or export data to/from other service providers identified in the contract (or in the absence of an identified format, a mutually agreeable format).

17. Responsibilities: The service provider shall be responsible for the acquisition and operation of all hardware, software and network support related to the cloud services being provided. The technical and professional activities required for establishing, managing and maintaining the environments are the responsibilities of the service provider.

18. Subcontractor Compliance: The service provider shall ensure that any of its subcontractors to whom it provides any of the personal data or non-public data it receives hereunder, or to whom it provides any personal data or non-public data which the service provider creates or receives on behalf of the public jurisdiction, agree to the restrictions, terms and conditions which apply to the service provider hereunder.

19. Right to Remove Individuals: The public jurisdiction shall have the right at any time to require that the service provider remove from interaction with public jurisdiction any

service provider representative who the public jurisdiction believes is detrimental to its working relationship with the service provider. The public jurisdiction shall provide the service provider with notice of its determination, and the reasons it requests the removal. If the public jurisdiction signifies that a potential security violation exists with respect to the request, the service provider shall immediately remove such individual. The service provider shall not assign the person to any aspect of the contract without the public jurisdiction's consent.

20. Business Continuity and Disaster Recovery: The service provider shall provide a business continuity and disaster recovery plan executive summary upon request. Lack of a plan will entitle the public jurisdiction to terminate this contract for cause.

21. Compliance with Accessibility Standards: The service provider shall comply with and adhere to Accessibility Standards of Section 508 Amendment to the Rehabilitation Act of 1973.

22. Web Services: The service provider shall use web services exclusively to interface with the public jurisdiction's data in near real time when possible.

23. Encryption of Data at Rest: The service provider shall ensure hard drive encryption consistent with validated cryptography standards as referenced in FIPS 140-2, Security Requirements for Cryptographic Modules for all personal data.

24. Subscription Terms: Service provider grants to a public jurisdiction a license to:

- a. Access and use the service for its business purposes;
- b. For SaaS, use underlying software as embodied or used in the service; and
- c. View, copy, upload, download (where applicable), and use service provider's documentation.

25. Equitable Relief: Service provider acknowledges that any breach of its covenants or obligations set forth in Addendum may cause the public jurisdiction irreparable harm for which monetary damages would not be adequate compensation and agrees that, in the event of such breach or threatened breach, the public jurisdiction is entitled to seek equitable relief, including a restraining order, injunctive relief, specific performance and any other relief that may be available from any court, in addition to any other remedy to which the public jurisdiction may be entitled at law or in equity. Such remedies shall not be deemed to be exclusive but shall be in addition to all other remedies available at law or in equity, subject to any express exclusions or limitations in this Addendum to the contrary.

AGREED:

Name of Agency: _____

Name of Vendor: _____

Signature: _____

Signature: _____

Title: _____

Title: _____

Date: _____

Date: _____

AT&T Response: In the event AT&T is awarded, AT&T will work in good faith with the State to incorporate and amend any applicable additional terms into the State's Contract CPHONE20A as appropriate.

AT&T Enterprises LLC: 99-1008219
Vendor Code: 000000104765

Appendix A

(To be completed by the Agency's Procurement Officer prior to the execution of the Addendum, and shall be made a part of the Addendum. Required information not identified prior to execution of the Addendum may only be added by amending Appendix A and the Addendum, via Change Order.)

Name of Service Provider/Vendor: _____

Name of Agency: _____

Agency/public jurisdiction's required information:

1. Will restricted information be processed by the service provider?
Yes
No
2. If yes to #1, does the restricted information include personal data?
Yes
No
3. If yes to #1, does the restricted information include non-public data?
Yes
No
4. If yes to #1, may the service provider store public jurisdiction data in a data center in an acceptable alternative data center location, which is a country that is not the U.S.?
Yes
No
5. Provide name and email address for the Department privacy officer:
Name: _____
Email address: _____

Vendor/Service Provider's required information:

6. Provide name and contact information for vendor's employee who shall serve as the public jurisdiction's primary security contact:
Name: _____
Email address: _____
Phone Number: _____



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Centralized Request for Quote
 Info Technology

Proc Folder: 1797541			Reason for Modification: Addendum No_1 Correct Error - Revised T&C
Doc Description: 81260040 Winter Fleet Management Tracking			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-11-07	2025-11-25 13:30	CRFQ 0803 DOT2600000037	2

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Customer Code: 000000104765
Vendor Name : AT&T Enterprises LLC
Address :
Street : 208 S. Akard St.
City : Dallas
State : Texas **Country :** USA **Zip :** 75202
Principal Contact : Elizabeth Spradlin
Vendor Contact Phone: +1 304.690.0140 **Extension:**

FOR INFORMATION CONTACT THE BUYER
 John W Estep
 304-558-2566
 john.w.estep@wv.gov

Elizabeth Spradlin **13-4924710** **12/11/2025**
Vendor Signature X **FEIN#** **DATE**

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION

ADDENDUM NO_1

Addendum No_1 issued to publish and distribute the attached information to the Vendor Community

REQUEST FOR QUOTATION:

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Per the Bid Requirements, specifications, terms and Conditions Attached to this solicitation.

INVOICE TO**SHIP TO**
 DEPT. OF TRANSPORTATION
 1900 KANAWHA BLVD E,
 BLD. 5 RM-720

 DEPT. OF TRANSPORTATION
 1900 KANAWHA BLVD E,
 BLD. 5 RM-720

 CHARLESTON WV
 US

 CHARLESTON WV
 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

Fleet Management System including software, tracking, real time monitoring, firmware updates.

INVOICE TO**SHIP TO**
 DEPT. OF TRANSPORTATION
 1900 KANAWHA BLVD E,
 BLD. 5 RM-720

 DEPT. OF TRANSPORTATION
 1900 KANAWHA BLVD E,
 BLD. 5 RM-720

 CHARLESTON WV
 US

 CHARLESTON WV
 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Fleet Management System Hardware	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
31160000			

Extended Description:

Fleet Management System Hardware

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720		DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON US	WV	CHARLESTON US	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Fleet Management System Firmware	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43233005			

Extended Description:
Fleet Management System including software, tracking, real time monitoring, firmware updates.

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720		DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON US	WV	CHARLESTON US	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Fleet Management System User Interface	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232306			

Extended Description:
Fleet Management System including software, tracking, real time monitoring, firmware updates.

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720		DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON	WV	CHARLESTON	WV
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Fleet Management System Bread Crumbing & Asset Route Tracing	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:
Fleet Management System including software, tracking, real time monitoring, firmware updates.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-11-14

SOLICITATION NUMBER: CRFQ DOT2600000037

Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as CRFQ DOT2600000037 (“Solicitation”) to reflect the change(s) identified and described below.

Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

Additional Documentation:

Attached Revised Terms and Conditions

Bid Opening remains 11/25/2025 @ 1:30 PM

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

GENERAL TERMS AND CONDITIONS:

1. CONTRACTUAL AGREEMENT: Issuance of an Award Document signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance by the State of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid, or on the Contract if the Contract is not the result of a bid solicitation, signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

2. DEFINITIONS: As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.

2.1. "Agency" or "Agencies" means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

2.2. "Bid" or "Proposal" means the vendors submitted response to this solicitation.

2.3. "Contract" means the binding agreement that is entered into between the State and the Vendor to provide the goods or services requested in the Solicitation.

2.4. "Director" means the Director of the West Virginia Department of Administration, Purchasing Division.

2.5. "Purchasing Division" means the West Virginia Department of Administration, Purchasing Division.

2.6. "Award Document" means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.

2.7. "Solicitation" means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

2.8. "State" means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.

2.9. "Vendor" or "Vendors" means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

3. CONTRACT TERM; RENEWAL; EXTENSION: The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

Term Contract

Initial Contract Term: The Initial Contract Term will be for a period of (1) one year. The Initial Contract Term becomes effective on the effective start date listed on the first page of this Contract, identified as the State of West Virginia contract cover page containing the signatures of the Purchasing Division, Attorney General, and Encumbrance clerk (or another page identified as _____), and the Initial Contract Term ends on the effective end date also shown on the first page of this Contract.

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be delivered to the Agency and then submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Unless otherwise specified below, renewal of this Contract is limited to (3) One year renewals successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed the total number of months available in all renewal years combined. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Alternate Renewal Term – This contract may be renewed for _____ successive _____ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Delivery Order Limitations: In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

Fixed Period Contract: This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within _____ days.

Fixed Period Contract with Renewals: This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within _____ days. Upon completion of the work covered by the preceding sentence, the vendor agrees that:

the contract will continue for _____ years;

the contract may be renewed for _____ successive _____ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's Office (Attorney General approval is as to form only).

One-Time Purchase: The term of this Contract shall run from the issuance of the Award Document until all of the goods contracted for have been delivered, but in no event will this Contract extend for more than one fiscal year.

Construction/Project Oversight: This Contract becomes effective on the effective start date listed on the first page of this Contract, identified as the State of West Virginia contract cover page containing the signatures of the Purchasing Division, Attorney General, and Encumbrance clerk (or another page identified as _____), and continues until the project for which the vendor is providing oversight is complete.

Other: Contract Term specified in _____

4. AUTHORITY TO PROCEED: Vendor is authorized to begin performance of this contract on the date of encumbrance listed on the front page of the Award Document unless either the box for "Fixed Period Contract" or "Fixed Period Contract with Renewals" has been checked in Section 3 above. If either "Fixed Period Contract" or "Fixed Period Contract with Renewals" has been checked, Vendor must not begin work until it receives a separate notice to proceed from the State. The notice to proceed will then be incorporated into the Contract via change order to memorialize the official date that work commenced.

5. QUANTITIES: The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.

Open End Contract: Quantities listed in this Solicitation/Award Document are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

Service: The scope of the service to be provided will be more clearly defined in the specifications included herewith.

Combined Service and Goods: The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.

One-Time Purchase: This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.

Construction: This Contract is for construction activity more fully defined in the specifications.

6. EMERGENCY PURCHASES: The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute a breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State from fulfilling its obligations under a One-Time Purchase contract.

7. REQUIRED DOCUMENTS: All of the items checked in this section must be provided to the Purchasing Division by the Vendor as specified:

LICENSE(S) / CERTIFICATIONS / PERMITS: In addition to anything required under the Section of the General Terms and Conditions entitled Licensing, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits upon request and in a form acceptable to the State. The request may be prior to or after contract award at the State's sole discretion.

The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications regardless of whether or not that requirement is listed above.

8. INSURANCE: The apparent successful Vendor shall furnish proof of the insurance identified by a checkmark below prior to Contract award. The insurance coverages identified below must be maintained throughout the life of this contract. Thirty (30) days prior to the expiration of the insurance policies, Vendor shall provide the Agency with proof that the insurance mandated herein has been continued. Vendor must also provide Agency with immediate notice of any changes in its insurance policies, including but not limited to, policy cancelation, policy reduction, or change in insurers. The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether that insurance requirement is listed in this section.

Vendor must maintain:

Commercial General Liability Insurance in at least an amount of: \$1,000,000.00 per occurrence.

Automobile Liability Insurance in at least an amount of: \$1,000,000.00 per occurrence.

Professional/Malpractice/Errors and Omission Insurance in at least an amount of: _____ per occurrence. Notwithstanding the forgoing, Vendor's are not required to list the State as an additional insured for this type of policy.

Commercial Crime and Third Party Fidelity Insurance in an amount of: _____ per occurrence.

Cyber Liability Insurance in an amount of: _____ per occurrence.

Builders Risk Insurance in an amount equal to 100% of the amount of the Contract.

Pollution Insurance in an amount of: _____ per occurrence.

Aircraft Liability in an amount of: _____ per occurrence.

9. WORKERS' COMPENSATION INSURANCE: Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

10. VENUE: All legal actions for damages brought by Vendor against the State shall be brought in the West Virginia Claims Commission. Other causes of action must be brought in the West Virginia court authorized by statute to exercise jurisdiction over it.

11. LIQUIDATED DAMAGES: This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy. Vendor shall pay liquidated damages in the amount specified below or as described in the specifications:

_____ for _____.

Liquidated Damages Contained in the Specifications.

Liquidated Damages Are Not Included in this Contract.

12. ACCEPTANCE: Vendor's signature on its bid, or on the certification and signature page, constitutes an offer to the State that cannot be unilaterally withdrawn, signifies that the product or service proposed by vendor meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise indicated, and signifies acceptance of the terms and conditions contained in the Solicitation unless otherwise indicated.

13. PRICING: The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification. Notwithstanding the foregoing, Vendor must extend any publicly advertised sale price to the State and invoice at the lower of the contract price or the publicly advertised sale price.

14. PAYMENT IN ARREARS: Payments for goods/services will be made in arrears only upon receipt of a proper invoice, detailing the goods/services provided or receipt of the goods/services, whichever is later. Notwithstanding the foregoing, payments for software maintenance, licenses, or subscriptions may be paid annually in advance.

15. PAYMENT METHODS: Vendor must accept payment by electronic funds transfer and P-Card. (The State of West Virginia's Purchasing Card program, administered under contract by a banking institution, processes payment for goods and services through state designated credit cards.)

16. TAXES: The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.

17. ADDITIONAL FEES: Vendor is not permitted to charge additional fees or assess additional charges that were not either expressly provided for in the solicitation published by the State of West Virginia, included in the Contract, or included in the unit price or lump sum bid amount that Vendor is required by the solicitation to provide. Including such fees or charges as notes to the solicitation may result in rejection of vendor's bid. Requesting such fees or charges be paid after the contract has been awarded may result in cancellation of the contract.

18. FUNDING: This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available. If that occurs, the State may notify the Vendor that an alternative source of funding has been obtained and thereby avoid the automatic termination. Non-appropriation or non-funding shall not be considered an event of default.

19. CANCELLATION: The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-5.2.b.

20. TIME: Time is of the essence regarding all matters of time and performance in this Contract.

21. APPLICABLE LAW: This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code, or West Virginia Code of State Rules is void and of no effect.

22. COMPLIANCE WITH LAWS: Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable laws, regulations, and ordinances.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to comply with all applicable laws, regulations, and ordinances. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

23. ARBITRATION: Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.

24. MODIFICATIONS: This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any change to existing contracts that adds work or changes contract cost, and were not included in the original contract, must be approved by the Purchasing Division and the Attorney General's Office (as to form) prior to the implementation of the change or commencement of work affected by the change.

25. WAIVER: The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.

26. SUBSEQUENT FORMS: The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

27. ASSIGNMENT: Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments.

28. WARRANTY: The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.

29. STATE EMPLOYEES: State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.

30. PRIVACY, SECURITY, AND CONFIDENTIALITY: The Vendor agrees that it will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the Agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the Agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in www.state.wv.us/admin/purchase/privacy.

31. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor's entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled "confidential," "proprietary," "trade secret," "private," or labeled with any other claim against public disclosure of the documents, to include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

32. LICENSING: In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to be licensed, in good standing, and up-to-date on all state and local obligations as described in this section. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

33. ANTITRUST: In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.

34. VENDOR NON-CONFLICT: Neither Vendor nor its representatives are permitted to have any interest, nor shall they acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency.

35. VENDOR RELATIONSHIP: The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing.

Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

36. INDEMNIFICATION: The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.

37. NO DEBT CERTIFICATION: In accordance with West Virginia Code §§ 5A-3-10a and 5-22-1(i), the State is prohibited from awarding a contract to any bidder that owes a debt to the State or a political subdivision of the State. By submitting a bid, or entering into a contract with the State, Vendor is affirming that (1) for construction contracts, the Vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, neither the Vendor nor any related party owe a debt as defined above, and neither the Vendor nor any related party are in employer default as defined in the statute cited above unless the debt or employer default is permitted under the statute.

38. CONFLICT OF INTEREST: Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

39. REPORTS: Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at purchasing.division@wv.gov.

40. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, the State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check. Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

41. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS: Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open hearth, basic oxygen, electric furnace, Bessemer or other steel making process.
- c. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:
 1. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
 2. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

42. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL: In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a “substantial labor surplus area”, as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products. This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

43. INTERESTED PARTY SUPPLEMENTAL DISCLOSURE: W. Va. Code § 6D-1-2 requires that for contracts with an actual or estimated value of at least \$1 million, the Vendor must submit to the Agency a disclosure of interested parties prior to beginning work under this Contract. Additionally, the Vendor must submit a supplemental disclosure of interested parties reflecting any new or differing interested parties to the contract, which were not included in the original pre-work interested party disclosure, within 30 days following the completion or termination of the contract. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

44. PROHIBITION AGAINST USED OR REFURBISHED: Unless expressly permitted in the solicitation published by the State, Vendor must provide new, unused commodities, and is prohibited from supplying used or refurbished commodities, in fulfilling its responsibilities under this Contract.

45. VOID CONTRACT CLAUSES: This Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law.

46. ISRAEL BOYCOTT: Bidder understands and agrees that, pursuant to W. Va. Code § 5A-3-63, it is prohibited from engaging in a boycott of Israel during the term of this contract.

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) Elizabeth Spradlin / Senior Client Solutions Executive

(Address) 816 Lee ST E, Charleston, WV 25301

(Phone Number) / (Fax Number) +1 304.690.0140

(email address) elizabeth.frazier.1@att.com

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

AT&T Enterprises LLC

(Company)

Elizabeth Spradlin

(Signature of Authorized Representative)

Elizabeth Spradlin / Senior Client Solutions Executive (12/11/2025)

(Printed Name and Title of Authorized Representative) (Date)

+1 304.690.0140

(Phone Number) (Fax Number)

elizabeth.frazier.1@att.com

(Email Address)

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ DOT2600000037

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge the addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of the addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

AT&T Enterprises LLC

Company

Elizabeth Spradlin

Authorized Signature

12/11/2025

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Centralized Request for Quote
 Info Technology

Proc Folder: 1797541		Reason for Modification:	
Doc Description: 81260040 Winter Fleet Management Tracking		Addendum No_2 Add Revised Specifications Add Revised Pricing Page Add Vendor Questions and Respon..... See Page 2 for complete info	
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-11-18	2025-12-11 13:30	CRFQ 0803 DOT2600000037	3

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Customer Code: 000000104765

Vendor Name : AT&T Enterprises LLC

Address :

Street : 208 S. Akard St.

City : Dallas

State : Texas **Country :** USA **Zip :** 75202

Principal Contact : Elizabeth Spradlin

Vendor Contact Phone: +1 304.690.0140 **Extension:**

FOR INFORMATION CONTACT THE BUYER
 John W Estep
 304-558-2566
 john.w.estep@wv.gov

Elizabeth Spradlin **13-4924710** **12/11/2025**

Vendor Signature X **FEIN#** **DATE**

All offers subject to all terms and conditions contained in this solicitation

Reason for Modification:

Addendum No_2
Add Revised Specifications
Add Revised Pricing Page
Add Vendor Questions and Responses
Bid Opening Moves to 12/11/2025

ADDITIONAL INFORMATION

ADDENDUM NO_2

Addendum No_2 issued to publish and distribute the attached information to the Vendor Community

REQUEST FOR QUOTATION:

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Per the Bid Requirements, specifications, terms and Conditions Attached to this solicitation.

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720		DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON	WV	CHARLESTON	WV
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

Fleet Management System including software, tracking, real time monitoring, firmware updates.

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720		DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON US	WV	CHARLESTON US	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Fleet Management System Hardware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
31160000			

Extended Description:
Fleet Management System Hardware

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720		DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON US	WV	CHARLESTON US	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Fleet Management System Firmware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43233005			

Extended Description:
Fleet Management System including software, tracking, real time monitoring, firmware updates.

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720		DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON US	WV	CHARLESTON US	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Fleet Management System User Interface	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232306			

Extended Description:
Fleet Management System including software, tracking, real time monitoring, firmware updates.

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720		DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON US	WV	CHARLESTON US	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Fleet Management System Bread Crumbing & Asset Route Tracing	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:
Fleet Management System including software, tracking, real time monitoring, firmware updates.

SCHEDULE OF EVENTS		
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<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-11-14

SOLICITATION NUMBER: CRFQ DOT2600000037

Addendum Number: 2

The purpose of this addendum is to modify the solicitation identified as CRFQ DOT2600000037 (“Solicitation”) to reflect the change(s) identified and described below.

Applicable Addendum Category:

- [X] Modify bid opening date and time
- [X] Modify specifications of product or service being sought
- [X] Attachment of vendor questions and responses
- [] Attachment of pre-bid sign-in sheet
- [] Correction of error
- [X] Other

Additional Documentation:

Attach Revised Specifications

Attach Revised Exhibit A Pricing Page

Bid Opening moves to 12/11/2025 @ 1:30 PM

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

CRFQ 0803 DOT2600000037 Questions

Question 1: In efforts to provide your team with the most desired information, we would like to better understand the expectations surrounding this response. Would you like our response to specifically address mandatory items within the Specifications document provided, building a detailed technical response including sections 3-8, along with pricing, OR, would you prefer an overall acknowledgement of the requirements, with the primary focus on pricing.

Answer: This is an RFQ awarded to the lowest responsive bidder that meets all mandatory specifications.

Question 2: Additionally, how will this opportunity be scored? Would your team be able or willing to provide a scoring matrix for vendors to review?

Answer: This is an RFQ awarded to the lowest responsive bidder that meets all mandatory specifications.

Question 3: Is the agency considering awarding multiple proof of concepts from this opportunity?

Answer: No, this is an open-ended contract. Quantities are estimates. An order may be placed for a small number to be used as a pilot.

Question 4: Device Consideration: Are devices other than Geotab being considered for this solicitation?

Answer: Yes, but equipment must meet the required equivalent specifications, refer to: General 3.1.1. Alternative solutions must also be compatible with existing equipment which can be found in the background section.

Question 5: Extended Coverage: Is extended coverage a mandatory requirement?

Answer: If you are referring to a warranty, please refer to 3.1.4: Warranty and Service Policy.

Question 6: Fleet List: Could a full fleet list (including VIN, Year, and Make) be provided to ensure accurate pricing? This information is also critical for preparing our Installation and Deployment services for project rollout.

Answer: Please refer to the background section with the fleet equipment breakdown which is listed by equipment type and quantity.

Question 7: Pricing Format: The Exhibit A pricing file appears to be tailored only to Geotab and does not align with our standard format, making it difficult for us to submit accurate pricing. Would we be permitted to submit our pricing in our own format?

Answer: No, the vendor shall use Exhibit A. The vendor can use the "SKU" blank section to supply their own equivalent part numbers. We are looking for unit prices as this is an open-ended contract. All quantities are estimates.

Question 8: RFP Deadline Extension: Given that the answers to these questions will be provided the week prior to the RFP deadline, what is the possibility of an extension beyond the current due date of November 24th?

Answer: This is not an RFP. This is a Request for Quotation "RFQ". We will request Purchasing Division to extend the bid to December 11th, 2025.

Question 9: Response Format: Is the state expecting individual, point-by-point responses to everything listed in the Specification document/General Requirement section, or can vendors provide only a list of deviations from those requirements?

Answer: If the vendor is submitting an alternative solution, technical documents are required.

Question 10: Exhibit A – Pricing Page – Column E QTY & Solicitation Portal ‘Respond to Lines’ Can the client please confirm which quantity amount is accurate, the portal is showing 50 units for each of the Commodity Lines, however, in Exhibit A the pricing is showing a quantity of 1,000,000.00 for each line item. Can Exhibit A or the portal please be amended to provide the corrected quantity?

Answer: The quantities of (50) is an estimated amount for evaluation purposes but the intent is to create an open-end contract which would allow for unlimited quantity. The quantity (1,000,000) on Exhibit A pricing page is for the same purpose as above. The contract award will be an open ended contract.

Question 11: Specification Document: Section 3.1 Contract Items and Mandatory Requirements: Can the client please confirm for the Specifications listed in Section 3.1, that the bidders are to provide a red-lined copy/acknowledgement of each item within the specifications as “compliant” and upload to the attachment section of the portal for this submission or does the client expect bidders’ to provided a detailed, substantiated technical response to each line item in Section 3 for the purposes of this RFQ?

Answer: Vendors that intend to propose an equivalent solution should include technical documentation to demonstrate that the equivalent solution meets all the mandatory technical requirements. There is a column on the pricing page Exhibit A for the vendor to include manufacturer part numbers for equivalent solutions.

Question 12: Current RFQ Bid Opening Date: Tuesday, November 25th

This is the week of Thanksgiving Holiday. Can the state provide a two-week extension for the RFQ Bid Opening Date to accommodate for the Holiday?

Answer: We will request that the Purchasing Division extend the bid out to December 11th, 2025.

Question 13: There are line items in the provided pricing document — including, but not limited to, the following which are not operationally relevant to WVDOT’s stated scope of work:

- *Custom proprietary adapter for Volvo vehicles in Latin America and Europe*
- *(HRN-CE04A4, HRN-CM24Y1)*
- *Custom proprietary harness for Fiat and Chrysler vehicles in Latin America*
- *(HRN-BF11A1)*
- *Citizen Insights Monthly Fee (Population up to 50k) (MKT-FEE-CITIZENS1)*
 - **a public-facing analytics subscription intended for municipalities or small cities to share fleet data with residents, not a telematics function relevant to a state DOT.**
These examples — among others within the pricing form — include foreign-market components and marketing or citizen-engagement tools that would have no foreseeable use for the WVDOT.
- **How should respondents handle completing this pricing form?**
- **If these items are not expected to be procured or evaluated, would**
- **WVDOT allow respondents to submit equivalent pricing formats?**

Answer: No, the vendor shall use Exhibit A. The vendor can use the “SKU” blank section to supply their own equivalent part numbers. We are looking for unit prices as this is an open-ended contract. All quantities are estimates.

Question 14: If this project is to start as a pilot, will multiple vendors be selected for a pilot engagement?

Answer: No. The intent is to award an open-ended contract to the single vendor with a solution that is the lowest cost meeting all mandatory technical requirements.

Question 15: How important is it to the agency to partner with a United States based company for this project?

Answer: Per specifications 3.1.5.1 The vendor must be able to respond to (24/7) call support, chat support and email support both with a maximum vendor response time of (1) hour. Also, according to specification 3.1.5.6, The vendor must be available “On Call” basis in case of emergencies after normal business hours. In the event an on-site visit is required, the vendor shall be able to respond onsite within 24 hours. Section 3.1.5.7 has been added to outline this requirement. In addition, a new section is being added in 3.1.2.10 “Data Storage Services” and states that the data must be stored in a US based data center.

Question 16: What is the format of this response? Is WVDOT looking for specific answers to each of the requirements or is the response with pricing all the WVDOT is looking for? How should the approach and solution for this project be communicated?

Answer: Vendors that intend to propose an equivalent solution should include technical documentation to demonstrate that the equivalent solution meets all the mandatory technical requirements. There is a column on the pricing page Exhibit A for the vendor to include manufacturer part numbers for equivalent solutions.

Question 17: Section 8. Addendum Acknowledgement of the INST to Vendors document states “Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an “Addendum Acknowledgement Form”. Where can we access the Addendum Acknowledge Form?

Answer: The Addendum Acknowledgement Page is the last page of Addendum (1) issued on 11/7/2025. Note: there will be a second Addendum Acknowledgement Page included in Addendum (2).

Question 18: Could the state verify the document titled WVCloud-SaaSProcurementAddendum.pdf is Exhibit C?

Answer: Yes, WVCloud-SaaSProcurementAddendum.pdf is Exhibit C

Question 19: Regarding Section 40 of General Terms and Conditions and Section 8 of the SaaS Addendum. Does the State consider telematics data to be “sensitive or critical information” per W.Va. Code §15-2D-3?

Answer: No.

Question 20: Section 45 of General Terms and Conditions. Subject to this clause, will the State accept and review a vendor’s end user agreement?

Answer: The vendor may submit their end user agreement for review by the Purchasing Division.

Question 21: Section 11 of the SaaS Addendum. This obligation would apply to the cloud provider, not the solution provider (service provider). Please confirm this requirement would be satisfied by provision of comparable security documentation provided to the service provided from the cloud provider, such as a SOC2 report.

Answer: The vendor providing services to a state agency will be responsible for completing a Self-Assessment. This requirement applies even if the vendor utilizes a cloud provider for data storage or software, as the vendor maintains the direct account with the cloud provider. The cloud provider can provide a SOC 2 and security reports to the vendor.

Question 22: Section 8.4 of the Specifications, states that the vendor should list its Contract manager and his or her contact information. Could the state confirm these details are not required at the time of proposal submission and can be provided at time of award with Exhibit C?

Answer: The vendor should assign the vendor representative that is responsible for bid submission and can update the contract manager upon award.

Question 23: Regarding requirement 3.1.2.28.1.4 of the Specifications document. For the vendor to be able to acknowledge adherence to the West Virginia Office of Technology Policies and Procedures, could the State of West Virginia please specify which policies within the linked repository apply directly to an external Software-as-a-Service (SaaS) provider/vendor?

Answer: Please refer to CIO-19-001 and see Appendix C and Appendix D from the link that was provided in requirement 3.1.2.28.1.4.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ DOT2600000037

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge the addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of the addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

AT&T Enterprises LLC

Company

Elizabeth Spradlin

Authorized Signature

12/11/2025

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

Exhibit A - Pricing Page

Cost information below is defined in the specifications. (Vendor must provide the individual cost breakdown for the components listed below and all related costs associated with the implementation.)

3.2 Basic Fleet Management (or equal)	Part or Feature Description	SKU	QTY	Unit Price	Extended Price	YEAR ONE	YEAR TWO	YEAR THREE	YEAR FOUR
Basic Fleet Management	Geotab GO9 or GR9 telematics, Proplus plan, universal harness, standard installation (as defined below)		1,000,000						
Includes (1) of the following:	Geotab GO9 telematics device Part# GO9-TEATTA or equal		1,000,000						
	Geotab GO9 Telematics Device, Part# GO9-LIEVZWA or equal		1,000,000						
	Geotab GO Rugged 9 telematics device Part# GR9-TEATTA or equal		1,000,000						
	OBDII extension cable pack for GO devices Part #HRN-BS1684 or equal		1,000,000						
	Custom 3-Wire harness kit, the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal		1,000,000						
	6-Pin straight harness for heavy-duty Deutch connector installations in North America, Part# HRN-DS0684 or equal		1,000,000						
	6-Pin heavy-duty T-harness for installations where the Deutch connector needs to remain available for other applications, Part# HRN-DS0612 or equal		1,000,000						
	Universal Rugged Heavy-Duty T-Harness Kit (R67) Part# HRN-GR09K1 or equal		1,000,000						
	connector kit includes a 9-pin T-harness and 4 different mounting adapters for use in most Heavy-Duty International vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS09K2 or equal.		1,000,000						
	Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS16K2 or equal.		1,000,000						
Includes (1) of the following:	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-BS12S2 or equal.		1,000,000						
	5-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit, Part# HRN-RW03K4 or equal.		1,000,000						
Includes (1) of the following:	Installation of a GO device with the use of a hardwired connector to the ignition, power and ground. Trip fees up to \$50/trip are included, Part# INS-GOHDWIRE or equal.		1,000,000						
	Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.		1,000,000						
GO Device Bundles without installation	Geotab GO9 or GR9 telematics, Proplus plan, universal harness, standard installation (as defined below), and training, Part # Proplus plan or equal *Self installed*		1,000,000						

Includes (1) of the following	Geosha G09 telematics device, Part# G09-LIEATTA or equal	1,000,000												
	Geosha G09 Telematics Device, Part# G09-LIEVZWA or equal	1,000,000												
	Geosha GO Rugged 9 telematics device Part# G09-LIEATTA or equal	1,000,000												
	OBDII extension cable pack for GO devices Part# HRN-BS10S4 or equal	1,000,000												
	Custom 3-Wire harness kit, the custom kit contains the harness and a fuse kit, Part# HRN-CW03XW or equal	1,000,000												
	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal	1,000,000												
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part# HRN-DS06T2 or equal	1,000,000												
	Universal Rugged Heavy-Duty T-Harness Kit (R67) Part# HRN-GRE09K1 or equal	1,000,000												
	Universal Rugged Heavy-Duty T-Harness Kit - Multi connector kit includes a 9-pin T-harness and 4 different mounting adapters for use in most Heavy-Duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS09K2 or equal.	1,000,000												
	Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS16K2 or equal.	1,000,000												
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.	1,000,000												
	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit, Part# HRN-RW03K4 or equal.	1,000,000												
Includes (1) of the following:	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 miles are included, Part# INS-GOHDWIRE (P. 2014)	1,000,000												
	Installation of a GO device with or without a T-harness Part# INS-GOSTRD or equal.	1,000,000												

Installation Services			1,000,000
QR Tag for IXX-Keyless key shipment to Geotab, Part# SPR-QRTAG or equal			1,000,000
Installation of a hardwired Asset Tracker. Trip fees up to 50 miles are included, part# INS-Assetwired or equal.			1,000,000
Installation of a Solar or Battery Powered Asset Tracker. Trip fees up to 50 miles are included, Part # INS-Assetwireless or equal.			1,000,000
Installation of one front facing camera solution. Does not include GO device installation. Trip fee up to 50 miles are included. Part# INS-Camera or equal.			1,000,000
Installation of a GO device with T-Harness and up to two IXX cables (i.e. Part# IXX-NFCREADER, IXX-GOTALK) Trip fees up to 50 miles are included. Part # INSGOADY or equal.			1,000,000
Installation of a GO device with T-Harness and connection to the ignition, power and ground. Trip fees up to 50 miles are included. Part # INS-GOHDWIRE or equal.			1,000,000
Installation of a GO Rugged Device with or without a T-Harness, part# INS-GORUGGED or equal.			1,000,000
Installation of a GO device with or without a T-Harness, part# INS-GOSTRD or equal.			1,000,000
RO Device. The swap needs to occur in the same vehicle on the same day and applies for standard, advanced and hardwired installations. Trip fees up to 50 miles are included. Part # INS-GOSWAP or equal			1,000,000
Vehicle not available at the time and place of the scheduled installation, part# INS-NOSHOW or equal.			1,000,000
Removal of a GO device. Applies for hardwired, advanced, and standard installed devices. Removed device and harness will be returned to the customer. Trip fees up to 50miles are included. Part# INS-Removal or equal.			1,000,000
Removal of a competitor device before GO device installation. Can be ordered only in addition to a Standard, Advanced, and/or Hardwired Install. Part# INS-REMOVALNONGO or equal			1,000,000
Service or repair of an existing GO device or Geotab accessory. Trip fees up to 50 miles are included. Part# INS-Service or equal			1,000,000
Trip fee per 1 mile for installations that require trips over 50 miles. Only mileage kilometers in excess of 50 miles one way shall be billable. Part# INS-Tripfee or equal.			1,000,000
Installation of Public Works (Winter Ops) solution. Includes spreader and plow controller and one external accessory connection. Part # INS-WTKOPS or equal.			1,000,000
Blue NFC Driver ID Tag Part#GEO-NFCROBBLU or Equal			1,000,000
NFC Driver ID Shielder Tag with blue liner lined Part # GEO-NFCSTKBLU or Equal			1,000,000
Bag of (20) qty. Blue NFC Driver ID Tag Part # GEO-NFCSTKBLU30 or Equal			1,000,000
Serialized cable kit, also known as a zap kit (pack of 100) Part # GEO-ZAPKIT100 or Equal			1,000,000
Battery disconnect bypass harness for GO device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the harness and fuse kit. Part #HRN-BID16K1 or equal.			1,000,000
Custom proprietary harness for enhanced engine-dash support on select Fiat and Chrysler vehicles in Latin America Part # HRN-BFLA1 or equal			1,000,000
OBDII extension cable pack for GO devices - replaces the part# HRN-INSTALLEACKV2, Part# HRN-RS16S4F or equal.			1,000,000
Part OBDII extension harness for GO devices, Part # HRN-RS16S4F Or equal			1,000,000
OBDII harness for GO devices - includes special vehicle connector to receive engine data from medium-duty vehicles, part# HRN-BDY16Y5 or equal.			1,000,000
Custom proprietary adapter for Volvo vehicles in Latin America and Europe. Requires Part# HRN-CM24Y1. Part# HRN-CE060A1 or equal.			1,000,000
Custom harness kit for Volvo/Mack vehicles, 2019 or newer, in North America. Requires HRN-CAZ4V1. The custom kit contains the harness and a fuse kit. Part # HRN-CE10K2 or equal			1,000,000
Additional Hardware One Time Cost			

4-Pin Custom Adapter for use with Volkswagen truck only, Part# HRN-CG04T2 or equal	1,000,000
Custom 13-pin adapter for use with HRN-GS10K2 Universal Harness Kit, Part# HRN-CG13S1 or equal	1,000,000
Custom proprietary HINO EMS adapter, Requires HRN-CM24Y1, Part#HRN-CH06A2 or equal.	1,000,000
Custom 10-pin HINO EMS adapter for 2019+ vehicle models, Requires HRN-CM24Y1, Part#HRN-CH10A2 or equal.	1,000,000
Customize basic EMS adapter for 2017+ vehicle models, Requires HRN-CM24Y1, Part#HRN-CH04A2 or equal	1,000,000
Custom harness kit for Mack Vehicles, 2018 or older, in North America, Requires HRN-CM24Y1, The custom kit contains the harness and a fuse kit, Part# HRN-CG10K2 or equal.	1,000,000
Harness for custom GO device installations - includes Molex connectors for two OHD and one J1939 points, Part# HRN-CM24Y1 or equal.	1,000,000
PSM module connection for Mercedes Sprinters (907 Chassis) for global markets, Requires HRN-CM24Y1, Part # HRN-CT04A2 or equal.	1,000,000
14-pin connector harness for heavy-duty applications, Refer to the Vehicle Specific Installation document for more information, Part# HRN-GS14S21 or equal.	1,000,000
14-Pin T-harness for heavy-duty applications, For use with vehicles with an RP1226 diagnostic connection, Part# HRN-CS14T2 or equal.	1,000,000
Custom harness for Tesla Model 3 vehicles, Part# HRN-CT30T1 or equal.	1,000,000
Custom Harness for Tesla Model 3 Vehicles, Part# HRN-CT30T11 or equal.	1,000,000
Custom Harness for Tesla Model Y, Part# HRN-CT25T1 or Equal.	1,000,000
Custom 3-wire harness kit, The custom kit contains the harness and a fuse kit, Part# HRN-CW03K3 or equal.	1,000,000
Custom 8-Wire harness kit for vehicles with no supported connectors, Requires HRN-CM24Y1, The custom kit contains the harness and a fuse kit, Part# HRN-CW08K4 or equal.	1,000,000
14-pin harness for CAT vehicles, part# HRN-DC14S2 or equal.	1,000,000
6-pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-GS06S4 or equal.	1,000,000
6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part # HRN-GS06ST2 or equal	1,000,000
9-pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-GS09S4 or equal.	1,000,000
Diagnostic connector for Mercedes Vehicles, used on older generations medium-duty trucks and buses, Part # HRN-EE14S1 or equal.	1,000,000
Diagnostic connector for European markets, primarily for the DAF Euro 3 up to 2006, Part # HRN-EA16S1 or equal	1,000,000
European interface harness for generic vehicles with EMS, part# HRN-FES1 or equal.	1,000,000
Universal Rugged Heavy-Duty T-Harness Kit (ID67) Part# HRN-GR09K1 or equal.	1,000,000
Universal Heavy Duty T-Harness Kit - Multi-connector kit includes 9-pin Deutsch connector adapters for use in most Heavy Duty International Vehicles, EMS connector adapters for more information in advance, Part# HRN-GS09K2 or equal	1,000,000
Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles, harnesses fit need to know vehicle information in advance, Part# HRN-GS10K2 or equal	1,000,000
12-pin Komatsu-specific harness for GO RUGGED device, Part# HRN-RG12T2 or equal	1,000,000
Pairs interface harness for the GO RUGGED device, Part# HRN-RD04S1 or equal.	1,000,000
CAT Specific Adapter, Part# HRN-RMBCA1 or equal	1,000,000
Battery disconnect bypass harness for GO RUGGED device, For use on any vehicle with a positive battery terminal disconnect switch, This kit contains the harness and fuse kit, Part #HRN-RS12S2 or equal.	1,000,000

REQUEST FOR QUOTATION
[Web-based fleet management and tracking GEOTAB or equal]

SPECIFICATIONS

1. **PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Here after, the system will be referred to as “GPS tracking system”.

The initial contract shall include costs associated with the turn-key implementation and configuration of the product. The contract shall also include hourly rates associated with professional services that may be utilized in the future. The contract shall be for one (1) year with three (3) optional one (1) year renewals.

The Vendor will be required to provide licenses, hardware, system configuration and professional services through the term of the contract. All costs shall be outlined in Exhibit A – Pricing Page. This contract may be utilized for the purchase of hardware, professional services and technical support to include but is not limited to planning for future initiatives and reporting.

Each professional services engagement will require the development of a detailed Statement of Work (SOW) and utilize the hourly rates set by the resulting contract. The SOW will be developed in collaboration with the successful Vendor and WVDOT. The SOW will outline the services and approval process required, along with a detailed list of deliverables, deadlines, and payment structure. Each SOW will result in an agency release order (ADO) resulting from this contract and will include a firm fixed price for services to be performed. In the event of an emergency such as a system failure, or if maintenance is required to prevent a system failure, services will be billed on an as needed basis; however, prior authorization will be required.

The initial intent for the GPS tracking solution will be for a pilot program intended to capture near real time GPS data associated vehicles tasked with snow and ice removal. The initial implementation will be for a very basic system configuration and set up for a small group of vehicles. The initial pilot will be further defined in a SOW.

Some of the snow removal equipment will be equipped with dash cameras which may be integrated into the solution. The system will also be required to capture data from both the vehicle and specialized attachments such as plows and spreaders to allow for comprehensive reporting of snow removal activities.

Long term, the resulting GPS tracking solution will be required to interface with other third-party solutions further described in the background section of this document.

Background:

WVDOT owns, operates and maintains their own vehicles along with highway construction and maintenance equipment. All equipment is centrally managed by the Equipment Division located in Buckhannon, WV with additional garage and repair facilities located across the State in each of the department’s ten (10) Districts. Below is a summary of the current Fleet and Equipment Assets.

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EQUIPMENT TYPE	QUANTITY
Passenger Cars	2,066
371 Class Single Axle Dump Trucks	574
377 Class Tandem Axle Dump Trucks	405
370 Class F550	229
Graders	212
Excavators/Backhoes	123
352 Class Skid Steers	157
Pavers	39
Tractors	485

In total there are (1435) vehicles that already have Certified Power Fleet Pilot System units installed on them. (229) units are located on WVDOT 370-Class, (573) WVDOT 371-Class Single Axle Dump Trucks and (382) WVDOT 377-Class Tandem Axle Dump Trucks.

Most vehicles listed in the series require (1) one operator, however during our Salt Removal and Ice Control (SRIC) Season, (2) two operators are assigned to each plow truck. Most equipment that is in the WVDOT fleet has an assigned primary and secondary operator. The plows and spreaders are all controlled through the certified power system.

All fleet vehicles are assigned with a unique equipment identifier and are registered in the department's Fleet Management System Assetworks. In addition, vehicles are also registered as rolling stock assets in the State financial ERP accounting system wvOASIS which is a CGI Advantage Financial product.

Additionally, WVDOT maintains approximately 140 fueling stations throughout the state. All fuel tanks are equipped with Fuel Master, which is an electronically controlled fuel monitoring system. This system utilizes either an Automotive Information Module (AIM Unit) or a Prokee to transfer information to the database via the Fuel Master Unit (FMU).

WVDOT utilizes dTIMs as a replacement to our previous Maintenance Management System and portions of REMIS. dTIMs is where work requests, work orders, work scheduling and reporting is tracked and managed while it's integrating with wvOASIS. The vendor may be required to interface with the Maintenance Management System.

WVDOT maintains a 511 State Highway information center that provides real-time roadway condition, traffic and accident reporting data. The vendor may be required to interface with the State's 511 System.

WVDOT currently maintains both an ArcGIS Online environment and an ArcGIS Enterprise environment in production. Our Enterprise deployment is running version 10.8.1, with plans underway to upgrade to version 11.5 soon. The vendor will be required to interface with both Systems.

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2. **DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.
- 2.1 **“Contract Item”** or **“Contract Items”** means the items identified in Section 3.1 below and on the Pricing Pages.
- 2.2 **“Pricing Pages”** means the schedule of prices, estimated order quantity, and totals contained in wvOASIS or attached hereto as Exhibit A, and used to evaluate the Solicitation responses.
- 2.3 **“Solicitation”** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.
- 2.4 **“WVDOH”** means West Virginia Department of Highways.
- 2.5 **“EPA”** means Environmental Protection Agency.
- 2.6 **“OSHA”** means Occupational Safety and Health Administration.
- 2.7 **“GPS”** means Global Positioning System.
- 2.8 **Kbps”** means Kilobits per second.
- 2.9 **“OBD2”** means On-Board Diagnostics second generation.
- 2.10 **“ISO”** means The International Organization for Standardization, and is an independent, non-government, international organization that develops standards to ensure the quality, safety and efficiency of products, services and systems.
- 2.11 **“LTE”** means Long-Term Evolution.
- 2.12 **“PWM”** means Pulse Width Modulation
- 2.13 **“Telematics”** means diagnostic technology that combines telecommunications and informatics to wireless send and receive data from a vehicle providing real time insights into location and condition.
- 2.14 **“VPW”** means Variable Pulse Width.
- 2.15 **“SAE”** means Society of Automotive Engineers.

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2.16 “NOAA” means National Oceanic and Atmospheric Administration.

2.17 “mA” means Milliampere.

2.18 “ISO 14229” means data link independent requirements of diagnostic services, which allow a diagnostic tester to control diagnostic functions in an o-vehicle electronic control unit.

2.19 “J1850 PWM” means pulse width modulation at 41.6 Kbps. Two wire differentials.

2.20 “J1850 VPW” means variable pulse width at 10.4/41.6 Kbps. Single Wire.

2.21 “J1708” means standard for serial communication between modules with micro controllers in heavy duty vehicles.

2.22 “J1708 CAT” means standard for serial communication between modules with micro controllers in heavy duty vehicles manufactured by Caterpillar.

2.23 “WWH-OBD” means world harmonized on-board diagnostics global technical regulations.

2.24 “ISO Toyota” means International Organization for Standardization for Toyota.

2.25 “ISO Vario” means International Organization for Standardization for Vario.

2.26 “ISO Ford” means International Organization for Standardization for Ford.

2.27 “ISO Isuzu” means International Organization for Standardization for Isuzu.

2.28 “SAE J1455” means the specifications that characterize the environmental performance and reliability requirements of electronic equipment designed for heavy duty on and off-road vehicles.

3. GENERAL REQUIREMENTS:

REQUEST FOR QUOTATION
[Web-based fleet management and tracking GEOTAB or equal]

3.1 Contract Items and Mandatory Requirements: Vendor shall provide Agency with the Contract Items listed below on an open-end and continuing basis. Contract Items must meet or exceed the mandatory requirements as shown below.

3.1.1 General

3.1.1.1 Vendor shall provide Geotab GO9, or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. The system will be utilized to collect operating data from DOT fleet vehicles using telematics devices.

3.1.1.2 Products provided as part of the GPS tracking solution shall be installed in vehicles that fall into the following asset categories. both Light Duty and Heavy-Duty Vehicles.

3.1.1.3 Light Duty Vehicles are defined as being powered by an internal combustion engine equipped with OBD II protocol diagnostics and diagnostic connector. In the event the vehicle does not have ODB II capabilities, the vendor shall provide alternative harness configuration solutions.

3.1.1.3.1 All available data from the asset shall be collected via the ODB II or alternative diagnostic connector and transmitted wirelessly to the GPS tracking solution.

3.1.1.3.2 Light Duty Assets include but are not limited to sedans, sport utility vehicles and pick-up trucks.

3.1.1.3.3 Heavy Duty vehicles are defined as being powered by an internal combustion engine equipped with Communication Protocol (CAN-bus) J1708 and J1939 CAN-bus and diagnostic connector. Construction, off road, and auxiliary engine equipped assets are included in this category. All available data from the asset shall be collected via the CAN-bus connector, if equipped, and transmitted wirelessly to the web-based GPS tracking solution.

3.1.1.3.3.1 Heavy Duty Assets include but are not limited to: Snowplow Trucks, Snow Blowers, Paint Striper Trucks, Personal Hoist Trucks, Street Sweepers, Mower Tractors and Attenuator Trucks.

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3.1.2 Asset Data Services

3.1.2.1 The data and hardware service for the GPS tracking system shall include any necessary hardware and data transfer services, data collection, data storage, reporting, diagnostic trouble code (DTC) and equipment alerts.

3.1.2.2 The GPS Tracking solution shall be capable of supporting the asset fleet and asset operators as described in the Background section of the specifications.

3.1.2.2.1 The vendor shall provide pricing for unlimited data for both cellular and satellite communication. However, WVDOT may provide connectivity via existing communication contracts.

3.1.2.2.2 The data and hardware service shall include overlay mapping and wireless data transmission services for assets statewide and potentially in neighboring states.

3.1.2.2.3 Transmission of data from the in-asset hardware will be wireless and bi-directional to and from the vendor and/or the state's data warehouse.

3.1.2.2.4 The GPS tracking solution shall allow for troubleshooting such as firmware updates and device health checks. The system shall allow for data to be pushed to the in-asset hardware via the communications network.

3.1.2.2.4.1 The GPS tracking solution shall provide all wireless transmission, and communications shall take place over secure and encrypted channels.

3.1.2.2.5 WVDOT reserves the right to assign system access rights, activate or deactivate any device, at any time via the GPS tracking solution. The vendor may be required to provide technical assistance for these services.

3.1.2.2.6 The data collection, storage, reporting and alert service will be provided statewide, twenty-four (24) hours a day, seven (7) days a week, including all holidays. WVDOT does not expect 100% uptime on the web application, but the vendor is required to provide twenty-four (24) hour notice for scheduled system maintenance. Maintenance shall be scheduled outside normal business hours.

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3.1.2.2.6.1 The vendor shall address unanticipated downtime within one (1) hour of being reported to the vendor.

3.1.2.3 GPS Device & OBD II Link Software

3.1.2.3.1 At a minimum, the GPS tracking solution shall collect the following data points:

3.1.2.3.2 Asset Usage Information:

- 3.1.2.3.2.1 Location information by latitude and longitude and nearest address where it is available
- 3.1.2.3.2.2 Date and time of travel
- 3.1.2.3.2.3 Trip route
- 3.1.2.3.2.4 Milage of trip
- 3.1.2.3.2.5 Dash odometer values at beginning and end of each trip
- 3.1.2.3.2.6 ECM engine operating hours
- 3.1.2.3.2.7 Storage location
- 3.1.2.3.2.8 Asset operator ID
- 3.1.2.3.2.9 Days of use

3.1.2.3.3 Diagnostic Information:

- 3.1.2.3.3.1 Malfunction indication light (MIL)
- 3.1.2.3.3.2 Diagnostic trouble codes
- 3.1.2.3.3.3 Fluid Levels
- 3.1.2.3.3.4 Tire pressure
- 3.1.2.3.3.5 Emissions monitor status

3.1.2.3.4 Asset Operator Behavior

- 3.1.2.3.4.1 Excessive idling
- 3.1.2.3.4.2 Speeding
- 3.1.2.3.4.3 Harsh braking
- 3.1.2.3.4.4 Harsh acceleration

3.1.2.3.5 Other:

- 3.1.2.3.5.1 Fuel Usage
- 3.1.2.3.5.2 Green House Gas Emissions
- 3.1.2.3.5.3 Low Fuel
- 3.1.2.3.5.4 Low charge

3.1.2.3.6 GPS tracking system record location via trips through event-based data transmissions or pings, in latitude and longitude and nearest address where available.

3.1.2.4 In Asset Data Requirements

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3.1.2.4.1 GPS tracking system devices shall include but are not limited to the following:

3.1.2.4.1.1 Asset use via geofencing

3.1.2.4.1.2 Accident notification

3.1.2.4.1.3 Rapid acceleration/deceleration

3.1.2.4.1.4 Maintenance reminders such as oil change due, inspections due, other types of maintenance needs

3.1.2.4.1.5 Excessive idle and speeding events

3.1.2.4.1.6 Low primary power supply, battery level trend reporting

3.1.2.4.1.7 Loss of primary power

3.1.2.4.1.8 Fuel consumption

3.1.2.4.1.9 Odd hour activity as defined by WVDOT

3.1.2.4.2 GPS tracking system alerts shall be sent via email, SMS text messaging, multimedia messages.

3.1.2.4.3 GPS tracking system messaging shall be user definable via the application based on user hierarchy.

3.1.2.5 GPS Tracking System Device Data Storage

3.1.2.5.1 GPS tracking system devices shall be capable of storing data without loss, for a minimum of forty-five (45) days. When assets are operating in an area of no service. The device must be capable of transmitting stored data when connectivity is available.

3.1.2.5.2 In the event the device storage has reached maximum capacity, the system shall provide an alert.

3.1.2.5.3 If the device is not downloaded in a timely manner and the device needs to overwrite stored data, it is permissible for the device to overwrite the oldest data first.

3.1.2.5.4 Devices that reach capacity shall not freeze or lock up. It is not permissible for the device to completely erase data after a hard reset.

3.1.2.6 Device Hardware Requirements

3.1.2.6.1 Any GPS tracking system device provided by the vendor shall be the most current version of the device at the time of order placement. Devices shall

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always use the most current version of technology available to communicate with ODB II or CAN bus protocols to effectively process GPS, diagnostic and sensor data.

- 3.1.2.6.2** GPS tracking system devices shall be installed utilizing industry standard “Y” cabling sized appropriately for electrical load and shielded to prevent interference during operation and transfer of data.
- 3.1.2.6.3** Vendor provided “Y” cabling shall connect directly to OEM installed ODB II or CAN-Bus diagnostic port connectors. In the event OEM connectors are not available a three (3) wire connection is acceptable to supply platform voltage, ground and ignition (key on) signal.
- 3.1.2.6.4** Vendor shall provide unit pricing for all cabling and accessories needed to connect GPS tracking devices to the asset. All pricing shall be included on pricing page Exhibit A.
- 3.1.2.6.5** GPS tracking system devices shall be connected to the ODB II diagnostic port or CAN-bus diagnostic port will “step aside” electronically when diagnostic equipment is attached allowing diagnostic data to pass freely via the OBD II or CAN-bus as applicable while performing diagnostic work. This “step aside” function shall be capable of being performed automatically and shall not require physically unplugging the telemetry device.
- 3.1.2.6.6** GPS tracking system device shall be able to utilize RFID, Radio Frequency Identification or equivalent proximity (non-contact) technology to identify asset operator. System shall have an audible asset operator alarm alerting the operator that it is necessary to register their ID if not accomplished within thirty (30) seconds of key in event.
- 3.1.2.6.7** GPS tracking system device shall utilize a form of proximity or quick identifier to identify the asset operator.
- 3.1.2.6.8** GPS tracking system device firmware shall be configured to request the asset operator ID within ten (10) seconds of a key on event.
- 3.1.2.6.9** GPS tracking system shall provide hardware necessary to identify operator ID. The hardware shall be able to be installed/mounted in an accessible location that does not impair operator vision or cause a safety hazard for the occupant.

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Device shall not impair OEM systems or operations. All hardware necessary to accomplish this requirement shall be identified in the Pricing Page, Exhibit A.

- 3.1.2.6.10** GPS tracking system device hardware shall identify operator identity including the specific personnel ID number that shall be visible in the GPS tracking system software and shall be identified on reports defined by the WVDOT.
- 3.1.2.6.11** All accessories required to perform operator identification shall be of robust construction and shall be capable of withstanding off-road conditions which includes but is not limited to shaking, vibration, extreme temperatures -25 F to 150 F, dust and noise.
- 3.1.2.6.12** All hardware necessary for the GPS tracking system to function must be of the most current version/technology at the time of order placement and shall be capable of communicating with OBD II or CAN-bus control systems as appropriate to process telemetry and diagnostic data including but not limited to, live asset instrument display (dash), odometer and/or dash hour-meter reading and emission control system information.
- 3.1.2.6.13** GPS tracking system hardware shall provide proper GPS device functionality, reporting capabilities, data integrity and effective GPS device communication with onboard asset systems and data transmission networks.
- 3.1.2.6.14** GPS tracking system hardware shall allow for device firmware to be updated regularly to match evolving asset control protocol and communication teleology advancements and configured to eliminate interference with asset systems communication.
- 3.1.2.6.15** During the contract period, Vendor shall provide device firmware/software updates to accommodate advances in technology and device updates. Vendor shall provide updates and support necessary for WVDOT to perform updates on an as needed basis.
- 3.1.2.6.16** GPS tracking system hardware shall not cause harmful interference with or be adversely affected by mobile shortwave radio receivers or transmitters. Vendor shall provide appropriate parts and pricing for materials required to shield or provide noise suppression of equipment to prevent transmission or receipt of harmful interference.

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- 3.1.2.6.17** GPS tracking system hardware shall be labeled to comply with Federal Communications Commission (FCC) rules. The device label shall indicate the following message: “This device complies with part 15 of the FCC rules. Operation is submitted to the following two conditions (1) This device may not cause harmful interface and (2) this device must accept any interface received, including interference that may cause undesired operation”. The vendor shall also label any other components provided under this contract that require such labeling to be in compliance with FCC requirements.
- 3.1.2.6.18** GPS tracking system hardware shall be capable of providing health check functionality to allow for the following:
- 3.1.2.6.18.1** Devices that have not reported via a key-on event within twenty-three (23) hours will “wake up” automatically and report location, condition and battery voltage (internal and supplied).
 - 3.1.2.6.18.2** The GPS tracking system shall be able to query all devices daily to determine asset “health” and report.
 - 3.1.2.6.18.3** The GPS system shall perform supplied battery voltage trend analysis which shall be able to be conducted each week on all installed and activated devices to preempt non-reporting devices.
 - 3.1.2.6.18.4** The GPS system shall be able to notify WVDOT of problematic devices/assets via report which should identify asset ID, device serial number, last reported location of asset trend analysis and current supplied battery charge.
- 3.1.2.6.19** The GPS system hardware for powered devices shall report, at a minimum live asset dash odometre4 and/or dash hour meter reading, asset ID, battery voltage (internal and supplied), position information in latitude and longitude (per ping rate or event) from key on to key off, engine RPM information, asset operator ID, date and time of trave, speed, and any additional parameters available in the industry as well as details defined by WVDOT.
- 3.1.2.6.20** The GPS system hardware shall obtain dash odometer and dash hour-meter values directly from the onboard computer data dream. If the dash odometer/hour-meter Parameter in Display (PID) is not available in the data stream, the data will be identified and supplied from the manufacture data stream. When the dash odometer and/or dash hour meter PID is not available in any onboard data stream, any applied meter calculation algorithms will be calibrated within one hundred (100) miles for

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odometers and fifty (50) hours for hour meters or less per six (6) month period. If manual adjustments are required, the GPS system shall be able to perform adjustments. The Vendor shall supply a means for performing an annual certification or accuracy of odometers and hour meters to WVDOT.

- 3.1.2.6.21** GPS tracking system hardware shall provide usage and movement information for assets traveling at speeds slower than that of normal motorized assets (equal to or greater than one (1) mile per hour), including non-passenger assets.
- 3.1.2.6.22** GPS tracking system hardware shall be configured to operate, report, and communicate within a primary voltage range of 6vdc (volts direct current) and 36 vdc as supplied by the asset. No voltage converter or reducers will be permitted.
- 3.1.2.6.23** GPS tracking system hardware necessary to operate each device and the system shall be listed on Pricing Page. Exhibit A to allow WVDOT to purchase equipment on an ongoing and as needed basis.
- 3.1.2.6.24** GPS tracking system hardware must incorporate input/output ports to accommodate asset operator ID method, alert buzzer or asset operator ID and two (2) additional ports for potential expansion.
- 3.1.2.6.25** All GPS tracking system hardware shall be compliant with Federal Motor Carrier Standards (FMCS) regulations for collecting and reporting Daily Vehicle Inspection Reports and electronic logging devices. All proposed hardware must be of the current model.

3.1.2.7 Non-Self-Propelled Assets

- 3.1.2.7.1** Selected assets that do not have an electrical system will be equipment with GPS Tracking device hardware that can be powered by a rechargeable battery.
- 3.1.2.7.2** GPS tracking system hardware for non-self-propelled assets shall be capable of providing utilization information such as, but not limited to, hours of use, days of use, the distance traveled and location of system.

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- 3.1.2.7.3 GPS tracking system hardware for non-self-propelled assets may be equipped with solar panels to facilitate charging of internal batteries. If solar is not an option, the vendor shall provide alternative means of battery charging. All equipment necessary shall be listed in Pricing Page, Exhibit A.
- 3.1.2.7.4 GPS tracking system hardware for trailer applications shall allow the device to be connected to the tow asset power supply when the trailer cord is connected and will use this power supply to charge the internal battery and power the device.
- 3.1.2.7.5 If selected assets have mounted power equipment mounted powered equipment will be equipped with the asset operator ID option. Usage data, including but not limited to, days and hours of use, will be provided. Data points reported/required are specific to WVDOT with be determined for configuration in the in the SOW for system configuration.

3.1.2.8 Automated Vehicle Location (ALV)

- 3.1.2.8.1 The Vendor should provide AVL options for Heavy Duty assets and other assets as needed. AVL shall provide real-time data collection, control, data analysis and reporting as described below:
 - 3.1.2.8.1.1 GPS Tracking System must be in compliance with state and federal asset operator reporting requirements.
 - 3.1.2.8.1.2 GPS Tracking System shall collect real-time data necessary to support cost savings for winter maintenance compatible with communication protocols such as Clear Roads “CR 14-04 Plug and Play” or equivalent.
 - 3.1.2.8.1.3 GPS Tracking System shall automate the collection and reporting of highway maintenance activities.
 - 3.1.2.8.1.4 GPS Tracking System shall be able to provide video feed of winter maintenance activities and may be required to interface with video feeds from existing WVDOT dash cam recording devices that utilizes Nextbase 622GW dash cams.
 - 3.1.2.8.1.5 GPS Tracking System shall capture real time tracking of assets for highway incident response and winter operations.

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- 3.1.2.8.1.6** The Vendor shall provide all equipment and hourly professional services rates necessary to collect data to allow for assessment of conditions of items listed in section 3.1.2.8. Vendor shall include pricing information on Pricing Page, Exhibit A.
- 3.1.2.8.1.7** GPS Tracking System shall provide compatibility with a wide variety of light duty and heavy-duty vehicles maintained by WVDOT.
- 3.1.2.8.1.8** GPS Tracking System hardware cellular and GPS antennas shall be internal to the unit.
- 3.1.2.8.1.9** GPS Tracking System hardware shall contain serial ports for Power Take Off (PTO) inputs.
- 3.1.2.8.1.10** GPS Tracking System hardware shall provide battery power for unpowered assets or a rechargeable solution.
- 3.1.2.8.1.11** GPS Tracking System shall provide real-time PTO tracking, service and detailed reports and alerts for the following:
- 3.1.2.8.1.11.1** Spreader operation
 - 3.1.2.8.1.11.2** Brine control
 - 3.1.2.8.1.11.3** Material flow
 - 3.1.2.8.1.11.4** Plow operation (plow up and down)
 - 3.1.2.8.1.11.5** Wiper operation
 - 3.1.2.8.1.11.6** Forward and rear facing video feeds if available on equipment.
 - 3.1.2.8.1.11.7** Warning lamp operation
 - 3.1.2.8.1.11.8** Current weather conditions, including road surface temp and pavement conditions
- 3.1.2.8.2** The GPS Tracking System shall be able to provide real-time asset control, detailed reports and alerts for the following:
- 3.1.2.8.2.1** ELD (<https://www.fmcsa.dot.gov/hours-service/elds/electronic-logging-devices>)
 - 3.1.2.8.2.2** Video capability for reporting out of service items.

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3.1.2.8.2.3 PTO work time.

3.1.2.8.3 The GPS Tracking System shall be able to interface with Assetworks Fleet Management System and shall be able to report the following data:

- | | |
|--------------------|---|
| 3.1.2.8.3.1 | DVIR Data |
| 3.1.2.8.3.2 | Out of service assets |
| 3.1.2.8.3.3 | Subsystems and PTO data |
| 3.1.2.8.3.4 | Component data |
| 3.1.2.8.3.5 | Asset Operator ID, duty status and hours of service |
| 3.1.2.8.3.6 | Material Data |
| 3.1.2.8.3.7 | Highway maintenance reports |

3.1.2.9 GPS Tracking Software Requirements

- 3.1.2.9.1** The vendor will be required to provide a web-based product access that requires no software installation
- 3.1.2.9.2** The GPS System shall provide continual program updates through the web without service interruption
- 3.1.2.9.3** The GPS System shall provide administrative ability to include unlimited users, unlimited grouping hierarchy, unlimited geo-fences, and methods to group assets outside of the normal grouping hierarchy

3.1.2.10 Data Storage Services

- 3.1.2.10.1** The GPS Tracking System shall provide a secure confidential Data Warehouse, and help desk facility with an uninterruptible power source, firewall protections, and a backup disaster recovery plan.
- 3.1.2.10.2** The GPS Tracking System shall provide a Data warehouse that operates twenty-four (24), seven (7) days a week, including holidays. The Vendor must ensure that all data, data transmissions, and data storage is kept secure and confidential. The State does not expect 100% uptime on the Data Services, but the level of service provided with this contract will include a twenty-four (24)-hour notice for scheduled maintenance and must be communicated to the ordering agency at least twenty-four (24) hours prior. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.

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- 3.1.2.10.3** The GPS Tracking System Data warehouse shall have a backup power supply to maintain continuous operations in the event of utility power failures. The service center will have duplicate computers for redundancy, with the ability to, at a minimum, permit restoration of data collection and user monitoring services within twenty-four hours after computer failure.
- 3.1.2.10.4** The GPS Tracking System Data Warehouse shall have duplicate data storage devices with automated fail-over and automatic re-establishment of the duplicate databases upon replacement of the failed storage device.
- 3.1.2.10.5** The GPS Tracking System Vendor have a written Emergency Disaster Recovery Plan at the start of the contract. The associated system and equipment will provide support in case of failures in power, telephone system, data networking equipment at its host site to the user-level equipment provided by the Contractor, due to the following but not limited to, all natural or man-made disasters including flood or fire at the data storage and reporting center. A written Emergency Disaster Recovery Plan shall be provided upon request.
- 3.1.2.10.6** The GPS Tracking System data produced will be the property of WVDOT and shall be available for retrieval twenty-four (24) hours a day, seven (7) days a week, including holidays for a minimum of two (2) rolling years. The overwrite rate will be one (1) month and begin with the oldest data first. Data will be retained for a minimum of two (2) rolling years before overwrite (overwrite rate will be one (1) month), archiving, or deletion with the option for ordering agency to download the data prior to overwrite, archiving, or deletion. The download will be available in Excel, Comma Separated Value, or other agreed upon form.
- 3.1.2.10.7** The GPS Tracking System The data will be stored in and queried from a stable, relational database. All data corrections will reflect across the entire database system. All data must be encrypted at rest using Transparent Data Encryption (TDE) or like technology.
- 3.1.2.10.8** The GPS Tracking system data points as defined during the implementation SOW with the Vendor and WVDOT agency shall integrate with Fleet Management Software/Programs if required by the WVDOT.

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3.1.2.10.9 WVDOT will regularly batch or import new data into, or update data in the GPS Tracking System database. This will include a batch in or import geofence information or as a regular update batch on the asset hierarchy. This will reduce the time otherwise needed to manually enter or update data and reduce the potential for errors in the data. Updates can be completed by WVDOT or by the Vendor. Proof of successful batch or update completion is required if completed by the Vendor and will be provided to the WVDOT.

3.1.2.10.10 During the SOW for implementation of the project the Vendor will work with WVDOT to create a Data Mapping Specification to ensure the ability to bilaterally move data from an WVDOT to the GPS Tracking system.

3.1.2.10.11 All data collected by Vendor is owned by WVDOT. Any use of, or change to, WVDOT data must be approved in writing prior to use of, or change to WVDOT data.

3.1.2.10.12 The GPS Tracking System Data Warehouse shall provide for bidirectional secure and encrypted communication.

3.1.2.10.13 Ordering agency shall have the option to direct data to multiple alternative “cloud” or data warehouses.

3.1.2.11 **GPS Tracking System Enterprise Level Web Based Data Application**

3.1.2.11.1 The GPS Tracking System application shall allow state personnel to access securely the asset data stored in the Data Warehouse. The Application shall provide pre-configured, customizable, viewable, printable and downloadable reports as described in, and has the capability of configuring and sending SMS, MMS or email alerts to users defined from within the Application, for each user. Data shall be collected every one (1) second and transmitted directly to the Application via cloud-based PI.

3.1.2.11.2 The GPS Tracking System vendor shall provide a system in such a manner that the WVDOT has no responsibility for the database, the Application software, or the technical infrastructure and associated processes and procedures. Access to the Application and the underlying

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database will be provided through the web will be secure, encrypted and role-based.

3.1.2.11.3 If required by WVDOT, the vendor shall also provide an option for WVDOT to become responsible for system administration and operation. The vendor shall provide applicable training and access as required by WVDOT.

3.1.2.11.4 The requirements for 3.1.2.11.2 and/or 3.1.2.11.3 will be further defined in the SOW that will be created for system configuration and implementation. The vendor is required to provide rates for both options in Pricing Page, Exhibit A.

3.1.2.11.5 The GPS Tracking System Vendor shall provide an internet secure link to WVDOT the Application and server with all data processing functions occurring solely on the Application's servers.

3.1.2.11.6 The GPS Tracking System Application shall not require installation of application provided software or applications on state-owned computers.

3.1.2.11.7 The GPS Tracking System Vendor shall notify the ordering agency by phone and/or email thirty (30) calendar days prior to implementing Application system changes. Sixty (60) calendar day notice is required for database structure changes. All changes must be tested for functionality prior to release. All data shall be backed-up prior to release of any changes. At least one (1) prior version of the backed up data shall be available, tested and ready in the event a roll back is required.

3.1.2.11.8 The GPS Tracking System Application shall provide the ability to overlay map an asset's location throughout the day and provide viewable, printable, and downloadable reports for each data type collected or calculated. The mapping overlay shall be a seamless route tracking log of the fleet asset movement during the given time parameters. These reports will be customizable by authorized WVDOT via the Application interface.

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3.1.2.11.9 The GPS Tracking System Application UI map should be updated with the current vehicles location within thirty (30) seconds of vehicle movement.

3.1.2.11.10 Due to possible data drift for calculated odometer and hour-meter readings, the Application shall accept odometer and hour-meter corrections for all platforms. Any odometer or hour-meter corrections entered will be actual dash odometer and dash hour-meter readings and will overwrite and eliminate the previous value causing the Application to display and store odometer and/or hour-meter increases based on this new value and cascade backward replacing previous odometer and hour-meter values based on the corrected value for data continuity and integrity.

3.1.2.11.11 The GPS Tracking System Application shall accommodate an unlimited user base with a minimum of one thousand (1,000) concurrent users per WVDOT account.

3.1.2.11.12 The GPS Tracking system Application shall support user hierarchy (role-based) Application access levels based on user ID's and passwords. All passwords must adhere with secure salted password hashing standards. Moreover, the solution must be configured to enable the WVDOT to set a date for password changes if required. The Vendor shall establish the initial WVDOT agency user accounts based on personnel information provided by the WVDOT during the initial SOW for configuration and implementation. The Vendor's customer support shall provide ongoing support for user hierarchy, report data entry, and report generation for the term of the contract. Parameters, included but not limited to the following, will be a one click yes/no adjustment parameter for each classification/user and shall be standalone (not group dependent):

- | | |
|-----------------------|---|
| 3.1.2.11.12.1 | View Data – current location |
| 3.1.2.11.12.2 | View Data/Run Reports Historical Location |
| 3.1.2.11.12.3 | View Data – Asset Diagnostics |
| 3.1.2.11.12.4 | View Data – Asset Operator |
| 3.1.2.11.12.5 | Manage Users |
| 3.1.2.11.12.6 | Manage User Groups |
| 3.1.2.11.12.7 | Register/Edit Assets |
| 3.1.2.11.12.8 | Edit Odometer/ECM engine hours |
| 3.1.2.11.12.9 | Manage Geofences |
| 3.1.2.11.12.10 | Manage scheduled reports |

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|----------------|--|
| 3.1.2.11.12.11 | Manage Alerts |
| 3.1.2.11.12.12 | Run Device Reports |
| 3.1.2.11.12.13 | View all users |
| 3.1.2.11.12.14 | Manage Asset Operations |
| 3.1.2.11.12.15 | Manage Asset Operator ID Key Assignments |
| 3.1.2.11.12.16 | Manage Asset Operator Schedules |
| 3.1.2.11.12.17 | View Analytics Dashboard |
| 3.1.2.11.12.18 | View Asset Operator Behavior Dashboard |
| 3.1.2.11.12.19 | Show Asset Operations Information |
| 3.1.2.11.12.20 | Public Geofence creation |
- 3.1.2.11.13** The GPS Tracking System Vendor shall provide user hierarchy templates, customizable to establish and define user rights. Initial templates will be created by the Vendor based on the rights hierarchy provided by the WVDOT. Authorized personnel will have rights to create, edit and assign custom rights and edit the templates.
- 3.1.2.11.14** The GPS Tracking System shall provide provisions to mask certain data points, such as operator and location, will be available based on user hierarchy.
- 3.1.2.11.15** WVDOT will supply a list of authorized personnel to the Vendor during the initial SOW implementation process. The authorized personnel will have access to the Application twenty-four (24) hours a day, seven (7) days per week, including holidays. Personnel changes will be made as needed by each ordering agency through the administrator account by e-mail or by phone request to Contractor. The State does not expect 100% uptime on the web application, but the level of service provided with this contract will include a twenty-four (24) hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
- 3.1.2.11.16** The GPS Tracking System Application shall allow for unlimited location pings or event-based data transmission for each asset (with key on or off) twenty-four (24) hours a day, seven (7) days a week, including all holidays. The State does not expect 100% up time on the web application, but the level of service provided with this contract will include a twenty-four (24) hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
- 3.1.2.11.17** The GPS Tracking system Application shall have acceptable processing performance for mapping and tracking data. Acceptable is defined as a response time of between three to four (3-4) seconds for standard and ten (10) seconds to run complex process and content availability of 99.9 percent of the time.

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- 3.1.2.11.18** The GPS Tracking System Vendor shall provide the ability to download or export all data directly from the Application.
- 3.1.2.11.19** The GPS Tracking System Application shall allow users to access the application over a Secure Socket Layer connection with 256-bit encryption or equivalent utilizing Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers.
- 3.1.2.11.20** The GPS Tracking System shall overlay maps to work on all computers with Windows 7 or later, with at least 2GB of RAM, and Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers.
- 3.1.2.11.21** The GPS Tracking System application shall have the ability to geofence, both private and public. Any user created public geofences will be viewable to authorized personnel. Private geofences will be viewable to only that user account. When a user account is disabled, any geofences can be assigned to another account, or deleted by authorized personnel.
- 3.1.2.11.22** The GPS Tracking System Application shall have a scalable search functionality. WVDOT will have access to search based on defined hierarchies, asset identifiers (year, make, model, Vehicle Identification Number (VIN) or Asset ID). A wildcard search feature is required.
- 3.1.2.11.23** The GPS Tracking Application database shall be compatibly structured to allow seamless data transfer to the ordering agency's servers at any time if deemed necessary by the ordering agency.
- 3.1.2.11.24** The GPS Tracking Application shall have real-time, secure bidirectional information transfer with the User Portal and Vendor Data Warehouse.
- 3.1.2.11.25** The GPS Tracking System Application shall allow users to access the application utilizing Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers and may be required to provide access via mobile devices such as phones, iPads and tablets.
- 3.1.2.11.26** The GPS Tracking System Application data transmission shall use Transport Layer Security (TLS) 1.2 and above.

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- 3.1.2.11.27** The GPS Tracking Vendor shall patch operating software for vulnerability at a minimum every thirty (30) calendar days. Additionally, the vendor shall implement a process that recognizes zero day, critical and high vulnerabilities and must work with the agency to deploy the remediation/patching required with an expeditious manner to avoid possible risks to WVDOT's information and information assets.
- 3.1.2.11.28** The GPS Tracking System hardware shall have a bar code or QR label affixed. Prior to each installation all hardware data shall be scanned and logged. At a minimum, the following data shall be captured:
- 3.1.2.11.28.1** Asset identification number
 - 3.1.2.11.28.2** VIN
 - 3.1.2.11.28.3** Year/Make/Model
 - 3.1.2.11.28.4** Telemetry Harness Type and Part number
 - 3.1.2.11.28.5** Telemetry/GPS device model and serial number

3.1.2.12 GPS Tracking System Web Application Reporting

- 3.1.2.12.1** The GPS Tracking System Application shall provide or generate the reports described within this section, if the required data is available from each selected asset. Reports shall provide real-time information, as needed. Reports shall be available in the Application for a minimum of two (2) years. The reports will be provided at no additional cost. If reports include confidential, personally identifiable, or sensitive information, those reports must be labeled (Confidential). Information classification can be referenced in the SIMM5305-A section. Reporting needs will be further communicated in the initial SOW for system implementation.
- 3.1.2.12.2** The GPS Tracking System reports shall have minimum capabilities of being queried, sorted and filtered by any field contained in the report and by data parameters such as date or date range, asset IDs, hierarchy, asset operator, geofence activity, or other parameters as agreed upon by ordering agency.
- 3.1.2.12.3** The GPS Tracking System Reports shall be readable on screen, printable and downloadable. Reports shall be downloadable from the Application and be transmitted to the WVDOT via a scheduled email when report size allows, in any of the formats listed below. Zip file format or an option like Dropbox will be used when emailing report(s) or data, where possible. Where data transmission exceeds the allowable size for emailing, even with Zip file format, a Secure File Sharing process will be created.

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3.1.2.12.4 The GPS Tracking System Application shall also have an ad hoc reporting feature, which allows for creation of reports that can be one time reports or become a regularly generated report. Available file types will include Excel (2013 or newer), Portable Document Format (.PDF), text comma delimited (.txt), Comma Separated Values (.CSV), and Hypertext Markup Language (HTML) at a minimum. Report(s) will be subject to approval by the ordering agency.

3.1.2.13 GPS Tracking System Overlay Mapping Analysis

3.1.2.13.1 The GPS Tracking System track asset location and its travel plotted with no gaps between reporting points including directional arrows at reporting points on current maps. Travel will be depicted in lines corresponding to traveled route on up-to-date maps. Route will correspond to roadway traveled.

3.1.2.13.2 The GPS Tracking System Application Vendor is responsible for identifying gaps in data during system implementation and will be further defined in the SOW. All gaps in data shall be investigated and acted upon by the Vendor. The Vendor shall report to WVDOT all data gap instances and proposed solutions including timelines to correct the cause. If the cause is not related to hardware malfunction, data transmission coverage issue, or installation fault, the Vendor shall provide a detailed report of actionable findings to the ordering agency. Reporting will occur within one (1) week of gap occurrence, in writing. Acceptable formats are .PDF, .txt, e-mail, or Word (.doc).

3.1.2.13.3 The GPS System Mapping shall plot and provide latitude and longitude coordinates and nearest address if available. The pinged asset location or event-based data transmission should take no longer than thirty (30) seconds to be received via the GPS Tracking System Application overlay map. The ping or event-based data transmission will locate the asset regardless of ignition status.

3.1.2.13.4 The GPS Tracking System Application overlay maps shall be easy to navigate for an accurate depiction of the assets daily movements. Easy navigation means web users are able to easily find and identify daily movements of assets in a consistent manner.

3.1.2.13.5 The GPS Tracking System Application overlay maps shall load within (10) seconds.

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3.1.2.13.6 The GPS Tracking System Application overlay maps and asset location shall be updated within thirty (30) seconds when a device condition/health check is requested via the application portal.

3.1.2.13.7 The GPS Tracking System overlay mapping will be scalable to display individual assets up to and including a nationwide view.

3.1.2.13.8 The GPS Tracking System Application mapping shall include selectable views allowing District, County, Region, and Zip Code boundaries to be added individually or in groups overlaid on the map display. Asset activity associated with these boundaries will be accessible in the Application and in report generation.

3.1.2.14 GPS Tracking System Application Generated Reports

3.1.2.14.1 The GPS Tracking System Application shall generate the following pre-built (canned) reports through the secure internet site. All canned data will be available through the Application. All canned reports will be scalable, at a minimum, by:

- 3.1.2.14.1.1** Asset(s) ID
- 3.1.2.14.1.2** Asset Operator name and ID numbers
- 3.1.2.14.1.3** GPS Tracking Device type and serial number
- 3.1.2.14.1.4** Asset(s) odometer value
- 3.1.2.14.1.5** Asset(s) summed milage
- 3.1.2.14.1.6** Alerts
- 3.1.2.14.1.7** Geofence locations(s)/violations
- 3.1.2.14.1.8** Ordering agency groups
- 3.1.2.14.1.9** Ordering agency hierarchy
- 3.1.2.14.1.10** VIN
- 3.1.2.14.1.11** Asset year
- 3.1.2.14.1.12** Asset manufacturer
- 3.1.2.14.1.13** Asset model
- 3.1.2.14.1.14** Asset fuel type
- 3.1.2.14.1.15** WVDOT defined regions
- 3.1.2.14.1.16** WVDOT assigned attributes

3.1.2.15 GPS Tracking System Equipment Reports

3.1.2.15.1 The GPS Tracking System Application shall provide an on-demand report of all assigned assets in use. The report at a minimum will include:

- 3.1.2.15.1.1** Asset Id
- 3.1.2.15.1.2** WVDOT Hierarchy
- 3.1.2.15.1.3** Current dash odometer reading

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3.1.2.15.1.4	Asset operator name and ID number
3.1.2.15.1.5	Asset year
3.1.2.15.1.6	Asset model
3.1.2.15.1.7	GPS tracking system device serial number
3.1.2.15.1.8	VIN
3.1.2.15.1.9	Location latitude and longitude, nearest address where available and geofence information

3.1.2.16 GPS Tracking System Equipment Alert Reports

3.1.2.16.1 The GPS Tracking System Application shall provide at a minimum the ability to generate an alert report queried by Asset ID and date parameters. This report shall be available on demand or as a scheduled daily, weekly or monthly delivered report. Alerts may be sent via e-mail, SMS or MMS. Alert data will include, but not be limited to:

3.1.2.16.1.1	Identifying the type and time of alert, example MIL command on (as applicable)
3.1.2.16.1.2	Excessive idling
3.1.2.16.1.3	Speeding
3.1.2.16.1.4	Off network
3.1.2.16.1.5	Non-reporting unit
3.1.2.16.1.6	Device disconnected
3.1.2.16.1.7	Battery or supply voltage near lower threshold
3.1.2.16.1.8	Diagnostic trouble code
3.1.2.16.1.9	Geofence entrance or exit
3.1.2.16.1.10	Unidentified operator

3.1.2.17 GPS Tracking System Automobile Log Report

3.1.2.17.1 The GPS Tracking System Application shall provide a report with the following data points for each trip in report form within any time period where the data is accessible. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report:

3.1.2.17.1.1	Asset Id
3.1.2.17.1.2	Asset Operator name and ID number
3.1.2.17.1.3	WVDOT Hierarchy
3.1.2.17.1.4	Date and Time of travel
3.1.2.17.1.5	Begin trip dash odometer/dash hour meter
3.1.2.17.1.6	End trip dash odometer/dash hour meter
3.1.2.17.1.7	Trip milage
3.1.2.17.1.8	Engine hours
3.1.2.17.1.9	Trip start location – latitude and longitude, nearest address where available and geofence information

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- 3.1.2.17.1.10 Trip end location – latitude and longitude, nearest address where available and geofence information
- 3.1.2.17.1.11 Hyperlink to map for each location
- 3.1.2.17.1.12 Overnight storage location for date of trip(s)

3.1.2.18 GPS Tracking System Usage Summary Report

3.1.2.18.1 The GPS Tracking System Application shall generate a total usage summary report within any time period where the data is accessible, for a little as a one-hour time period and up to a year, indicating actual number of assets used during the selected time period. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report. This report will be summed by Asset ID. This report will be detailed to reflect the:

- 3.1.2.18.2 Asset ID
- 3.1.2.18.3 WVDOT Hierarchy
- 3.1.2.18.4 Days used
- 3.1.2.18.5 Begin dash odometer/dash hour meter value
- 3.1.2.18.6 End dash odometer/dash hour meter value
- 3.1.2.18.7 Milage and/or hours used
- 3.1.2.18.8 Overnight storage location
- 3.1.2.18.9 Start latitude and longitude
- 3.1.2.18.10 End latitude and longitude
- 3.1.2.18.11 Nearest address where available
- 3.1.2.18.12 Hyperlink to map for each location
- 3.1.2.18.13 Any geofences the asset stopped within
- 3.1.2.18.14 Fuel used for the time period

3.1.2.19 GPS Tracking System Activity Detail Report

3.1.2.19.1 This report shall show all of the asset activity data listed below, and be adjustable to any time range as for a little as a one-hour time period and up to a year. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report. WVDOT shall have the rights to pull up to one (1) month of time, in one request. This will be ping by ping (or event by event) for the time period requested. Map route tracking log will be available at a minimum for one (1) month in the Application portal and a minimum of two (2) years in the Application database. The report will provide, for each ping/event:

- 3.1.2.19.2 Asset ID
- 3.1.2.19.3 Asset Operator name and ID number
- 3.1.2.19.4 WVDOT Hierarchy

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3.1.2.19.5	Latitude and longitude for each ping
3.1.2.19.6	End latitude and longitude
3.1.2.19.7	Asset hierarchy information
3.1.2.19.8	Hyperlink to map for each location
3.1.2.19.9	Nearest address where available
3.1.2.19.10	Date and time of each ping
3.1.2.19.11	Directional heading
3.1.2.19.12	Average speed
3.1.2.19.13	Max Speed
3.1.2.19.14	Instantaneous Speed
3.1.2.19.15	Posted Speed

3.1.2.20 GPS System Fleet Asset Management Report

3.1.2.20.1 The Fleet Asset Management Report will be provided on a monthly basis and include the following data for the previous month time period:

- 3.1.2.20.2** Days used
- 3.1.2.20.3** Ending dash odometer reading
- 3.1.2.20.4** Ending hour-meter value
- 3.1.2.20.5** Asset ID
- 3.1.2.20.6** Asset Operator ID
- 3.1.2.20.7** Year/Make/Model
- 3.1.2.20.8** VIN

3.1.2.21 GPS Tracking System Speeding Violation Report

3.1.2.21.1 A Speeding Violation Report shall be provided on a weekly basis. This report will show the raw data and data in graph form. The report shall be available in .PDF and Excel. The Vendor shall provide a subject matter expert to stand behind their data in a court of law if required. If required by an agency to provide a subject matter expert in a court of law, the WVDOT shall pay for any costs and expenses incurred by the Vendor to satisfy the WVDOT's request. This report will include and be scalable by:

- 3.1.2.21.2** Asset ID
- 3.1.2.21.3** Asset Operator name and Id number
- 3.1.2.21.4** WVDOT hierarchy
- 3.1.2.21.5** Average speed
- 3.1.2.21.6** Minimum speed
- 3.1.2.21.7** Maximum speed
- 3.1.2.21.8** Duration of speed
- 3.1.2.21.9** Posted speed
- 3.1.2.21.10** Latitude and longitude
- 3.1.2.21.11** Hyperlink to map for each location

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- 3.1.2.21.12 Nearest address where available
- 3.1.2.21.13 WVDOT defined hierarchy

3.1.2.22 GPS Tracking System Overnight Storage Report

3.1.2.22.1 The Overnight Storage Report shall be provided on a monthly basis and cover a one-month time period, but will also be available on demand and for any time period up to one (1) year of data. This report shall identify the overnight storage location for all assets and will include:

- 3.1.2.22.1.1 Asset ID
- 3.1.2.22.1.2 Asset Operator name and Id number
- 3.1.2.22.1.3 WVDOT hierarchy
- 3.1.2.22.1.4 Date
- 3.1.2.22.1.5 Time
- 3.1.2.22.1.6 Begin of day location latitude and longitude and nearest address where available
- 3.1.2.22.1.7 End of day location latitude and longitude and nearest address where available
- 3.1.2.22.1.8 Hyperlink to map for each location
- 3.1.2.22.1.9 Miles traveled
- 3.1.2.22.1.10 Engine hours for the day

3.1.2.23 GPS Tracking System Key Fob “frequently operated button” Compliance Report (Asset Operator ID)

3.1.2.24 The Key Fob Compliance Report shall be provided on a weekly basis, and on demand. The ordering agency will also have rights to pull this report for any time-period up to one (1) year. This report shall provide, per trip, if an asset operator was assigned for the trip. This report will show the raw data and the data in graph format acceptable to ordering agency.

3.1.2.25 Malfunction Indicator Lamp Report

- 3.1.2.25.1 The Malfunction Indicator Lamp (MIL) report shall be schedulable, on all applicable asset(s), and contain, at a minimum, the following data points:
- 3.1.2.25.2 VIN
- 3.1.2.25.3 Asset ID
- 3.1.2.25.4 WV DOT hierarchy
- 3.1.2.25.5 License Number
- 3.1.2.25.6 Year
- 3.1.2.25.7 Make
- 3.1.2.25.8 Model

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- 3.1.2.25.9 Fuel Type
- 3.1.2.25.10 MIL status on/off
- 3.1.2.25.11 Active DTCs
- 3.1.2.25.12 Monitor status (complete/incomplete)
 - 3.1.2.25.12.1 Catalyst
 - 3.1.2.25.12.2 Fuel System
 - 3.1.2.25.12.3 Oxygen Sensors
 - 3.1.2.25.12.4 Oxygen Sensors Heater
 - 3.1.2.25.12.5 Secondary Air System
 - 3.1.2.25.12.6 Misfire
 - 3.1.2.25.12.7 Comprehensive Component
 - 3.1.2.25.12.8 Exhaust Gas Recirculation System
 - 3.1.2.25.12.9 Evaporative System
 - 3.1.2.25.12.10 Heated Catalyst

3.1.2.25.13 The MIL Report shall have the following filters based on current BAR/CARB program requirements and regulations:

- 3.1.2.25.13.1 Pass
- 3.1.2.25.13.2 Fail
- 3.1.2.25.13.3 Ineligible – indicates asset not subject to BAR/CARB smog check
- 3.1.2.25.13.4 CTP indicates assets participating in the BAR/CTP program

3.1.2.26 GPS Tracking System Custom Reporting Requirements

3.1.2.26.1 The Vendor shall work with the WVDOT to develop and satisfy the evolving reporting needs. Reports will be defined in future SOWs and shall be created as part of the Contract with no additional charges to ordering agency. Reports may be one-time reports, for a particular project or need, or regularly scheduled reports, delivered by e-mail when size allows, or available for download through the Application. All reports are scalable by the same parameters as the canned reports. All reports shall include the WVDOT's defined asset hierarchy. WVDOT agency defined asset operator hierarchy will also be included whenever a report requires asset operator information.

3.1.2.27 GPS System Application Program Interface (PI)

- 3.1.2.27.1 The PI shall be capable of providing bidirectional, real-time information transfer between:
- 3.1.2.27.2 The Application
- 3.1.2.27.3 WVDOT Fleet Management Software
- 3.1.2.27.4 ELD

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- 3.1.2.27.5** WVDOT Fuel Master System
- 3.1.2.27.6** The GPS Tracking System PI will provide one directional, real-time information to the Equipment Division Fleet Coordinator and WVDOT ESRI software. The Application information transfer shall be seamless, undetectable to log in users, and shall not require portal exit log out to execute. Information must be accessible to authorized fleet managers. All interface requirements will be further defined in future SOWs.
- 3.1.2.27.7** The GPS tracking system required data elements shall be collected and an ability provided to integrate those data elements via free PIs into third-party application for reporting. Third-party application could include fleet asset management software, such as AssetWorks.
- 3.1.2.27.8** The GPS Tracking System shall PI push available industry standard diagnostic information to the fleet management software, as required by the WVDOT.
- 3.1.2.27.9** The GPS Tracking System PI shall push dash odometer, dash hour-meter, engine hour usage, days of use, overnight storage location, and other usage information to be determined, as needed to the WVDOT fleet management software.
- 3.1.2.27.10** The GPS Tracking System PI shall pull asset information, such as hierarchy, year, make, model, VIN, license plate and other asset identifying information, as needed from the fleet management software.
- 3.1.2.27.11** Further GPS Tracking System data definitions, data mapping specifications, and Representational State Transfer Architecture (RESTful) services will be developed during SOW for system implementation.
- 3.1.2.27.12** The GPS Tracking System roadmap shall be developed during the SOW for the implementation and agreed upon by the Vendor and WVDOT. The Roadmap shall include potential changes in WVDOT needs, fleet management software or need for other changes to the data definitions or RESTful services. The Vendor will be required to work with WVDOT to obtain a successful resolution to any changing needs.

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- 3.1.2.27.13** The GPS Tracking System security and privacy of the PI will meet or exceed the security and privacy requirements of the Application.
- 3.1.2.27.14** The GPS Tracking System terms of service and service level for the PI will be established by a collaborative team comprised of the Vendor and WVDOT and information technology groups and shall be detailed during the SOW for system implementation. The Vendor shall obtain WVDOT and Information Technology written approval prior to commencement.
- 3.1.2.27.15** Any licensing (interface, data, code) and any policies will be provided in writing by the Vendor. The Vendor must obtain WVDOT and IT written approval prior to making commitments.
- 3.1.2.27.16** The GPS Tracking System Vendor shall maintain a Changelog, in writing, to be provided to WVDOT. The Changelog will include records of requests for changes from ordering agency, new version released information, changes between versions, bugs found, bug solutions, patch data, project phases, and other changes as decided by ordering agency. The Changelog will include a minimum date of change, date of ordering agency notification, bugs or errors arising from changes, and other information as needed by the WVDOT Vendor Technical Lead.
- 3.1.2.27.17** The GPS Tracking System PI shall be available twenty-four (24) hours a day, seven (7) days a week, including all holidays, unless notification is given twenty-four (24) hours in advance, for updates or upgrades to the PI. The updates or upgrades to PI should be completed after regular business hours of 6 AM to 5 PM Eastern Standard time. The State does not expect 100% uptime, but the level of service provided with this contract will include a twenty-four (24)-hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
- 3.1.2.27.18** The GPS Tracking System vendor shall be required to provide end user and administrative training for WVDOT for use of the PI. The vendor shall be required to provide detailed training documentation that will be used in train the trainer scenario. The vendor shall include an hourly rate for both onsite and virtual training. Pricing shall be included on Pricing Page, Exhibit A. Training needs will be defined in a future SOW.

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3.1.2.28.1.5 The Vendor shall ensure that the physical data centers only allow access to authorized personnel.

3.1.2.28.1.6 The Vendor shall ensure physical data centers have back up power capable of sustaining data center power needs with the ability to, at a minimum, permit restoration of data collection and user monitoring services within twenty-four hours after power failure.

3.1.2.28.1.7 The GPS Tracking System Application shall employ Secure File Transfer Protocol and Secure Hypertext Transfer Protocol.

3.1.2.28.1.8 The vendor shall audit its own security policies and procedures at least yearly and update/upgrade as technology advances. The vendor shall provide a copy of the annual audit at no cost. The data contained in the annual report will be certified by the Vendor for accuracy.

3.1.2.28.1.9 The vendor will ensure all data will be backed up daily. All data backups will be restored and tested annually to ensure that the backups' data integrity is preserved. The vendor must coordinate with the agency the test validation and provide the results of the validated restore.

3.1.2.28.1.10 The GPS System asset data shall be securely encrypted during transmission from the embedded or aftermarket device and transmitted via cellular and satellite network, or combination of data transmission services to the Vendor's owned data warehouse. The vendor shall provide data in the event WVDOT decides to provide cloud storage in a State operated environment.

3.1.3 Training

3.1.3.1 Manufacturers and/or dealers will be required to stage a thorough seminar about Preventative Maintenance, Operator, and Mechanic Training. To keep operators and mechanics updated, the successful vendor shall conduct training sessions covering

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the operation, maintenance, troubleshooting with each purchase order against this open-ended contract.

Manufacturers and/or dealers shall be required to furnish the Training Academy with one (1) Operator's Manual to be shipped directly to:

WVDOH Training Academy
P.O. Box 610
Buckhannon, West Virginia 26201

Prior to delivery of the pilot unit. Training seminar to be held at the WVDOT, Equipment Division, Buckhannon, WV 26201.

3.1.4 Warranty and Service Policy:

3.1.4.1 The bid shall include a breakdown of the complete manufacturers warranty per section. The unit must be accompanied upon delivery with a (2) two-year or better warranty and service policy. The warranty claim should be filed by a WVDOT employee by contacting the warranty provider by calling or placing it online.

3.1.5 Customer Support/Software Support

Vendor shall provide support that meets or exceeds the following features:

- 3.1.5.1** Customer and Software Support utilizing a primary support phone number, ticket portal, primary support email address
- 3.1.5.2** Include (24/7) telephone call support, chat support and email support, both with a maximum vendor response time of (1) hour.
- 3.1.5.3** Include remote troubleshooting where a technician can remotely connect to the software to diagnose and fix the issue without needing to be on-site.
- 3.1.5.4** Provides a work around solution before a bug or glitch has been addressed.
- 3.1.5.5** Shall include access to a securely protected customer portal or an equivalent that provides account management, integrated chat, file sharing and security, ticket tracking system, or better.
- 3.1.5.6** The vendor must be available "On Call" basis in case of emergencies after normal business hours. Vendor must provide emergency services

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in the event of a system failure or any emergency. The Agency is a 24 hour per day/7 day a week operation; as a result, the system is always operational. The Vendor will be authorized to bill for emergency services based on the hourly rate in Exhibit A Pricing Page. Any work performed on an emergency basis must be approved and coordinated by Agency personnel.

3.1.5.7 Vendor must be capable of providing an onsite resource within twenty four (24) hours of request for onsite assistance. This is necessary in emergency situations due to the critical nature of our Agency.

4 CONTRACT AWARD:

- 4.1 Contract Award:** The Contract is intended to provide Agencies with a purchase price on all Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.
- 4.2 Pricing Pages:** Vendor should complete the Pricing Pages (Exhibit A) Vendor should take estimated Quantity and multiply by unit priced to get grand total.

The Pricing Pages contain a list of the Contract Items and estimated purchase volume. The estimated purchase volume for each item represents the approximate volume of anticipated purchases only. No future use of the Contract or any individual item is guaranteed or implied.

Vendor should electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document. In most cases, the Vendor can request an electronic copy of the Pricing Pages for bid purposes by sending an email request to the following address: John.W.Estep@wv.gov.

5 ORDERING AND PAYMENT:

- 5.1 Ordering:** Vendor shall accept orders through wvOASIS, regular mail, facsimile, e-mail, or any other written form of communication. Vendor may, but is not required to, accept on-line orders through a secure internet ordering portal/website. If Vendor has the ability to accept on-line orders, it should include in its response a brief description of how Agencies may utilize the on-line ordering system. Vendor shall ensure that its on-line ordering system is properly secured prior to processing Agency orders on-line.
- 5.2 Payment:** Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

6 DELIVERY AND RETURN:

REQUEST FOR QUOTATION
[Web-based fleet management and tracking GEOTAB or equal]

- 6.1 Delivery Time:** A completed pilot model for inspection must be provided within (5) five working day(s) after receipt of the pilot model order, by the successful vendor. Vendor shall deliver standard orders within (15) fifteen calendar days after orders are received. Vendor may ship orders without completion but will not receive payment for devices until minimum quantity has been received.
- 6.2 Late Delivery:** The Agency placing the order under this Contract must be notified in writing if orders will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the delayed order, and/or obtaining the items ordered from a third party.

Any Agency seeking to obtain items from a third party under this provision must first obtain approval of the Purchasing Division.

- 6.3 Delivery Payment/Risk of Loss:** Standard order delivery shall be F.O.B. destination to the Agency's location. Vendor shall include the cost of standard order delivery charges in its bid pricing/discount and is not permitted to charge the Agency separately for such delivery. The Agency will pay delivery charges on all emergency orders provided that Vendor invoices those delivery costs as a separate charge with the original freight bill attached to the invoice.
- 6.4 Return of Unacceptable Items:** If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.
- 6.5 Return Due to Agency Error:** Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.
- 6.6 Condition of Unit(s) Upon Delivery:** All units must arrive at the prescribed delivery point having been completely pre-serviced with oil, lubricants, and coolant. All prescribed precautions pertaining to first operations and break in of the unit are to be posted conspicuously on the unit for ready observance by the operator.
- 6.7 Delivery Point:** Delivery point of the completed Device Unit should be delivered to:

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[Web-based fleet management and tracking GEOTAB or equal]

WVDOH Equipment Division,
Attention: JD Haller
RT. 33 and Brushy Fork Road,
Buckhannon, WV 26201

6.7.1 Delivery point of software should be delivered to:

**WVDOH – Information Technology
Attention: Gabby Selbe, gabby.selbe@wv.gov ,
1900 Kanawha Blvd East, Building 5, Room 729
Charleston WV, 25305**

7 VENDOR DEFAULT:

7.1 The following shall be considered a vendor default under this Contract.

- 7.1.5 Failure to provide Contract Items in accordance with the requirements contained herein.
- 7.1.6 Failure to comply with other specifications and requirements contained herein.
- 7.1.7 Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.
- 7.1.8 Failure to remedy deficient performance upon request.

7.2 The following remedies shall be available to Agency upon default.

- 7.2.5 Immediate cancellation of the Contract.
- 7.2.6 Immediate cancellation of one or more release orders issued under this Contract.
- 7.2.7 Any other remedies available in law or equity.

8 MISCELLANEOUS:

8.1 No Substitutions: Vendor shall supply only Contract Items submitted in response to the Solicitation unless a contract modification is approved in accordance with the provisions contained in this Contract.

REQUEST FOR QUOTATION
[Web-based fleet management and tracking GEOTAB or equal]

- 8.2 Vendor Supply:** Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Contract Items contained in its bid response.
- 8.3 Reports:** Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.
- 8.4 Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: _____
Telephone Number: _____
Fax Number: _____
Email Address: _____



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Centralized Request for Quote
 Info Technology

Proc Folder: 1797541			Reason for Modification: ADDENDUM NO_3 Attach REVISED Pricing Page Vendor Questions and Responses Bid Opening Remains 12/11/2025
Doc Description: 81260040 Winter Fleet Management Tracking			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-11-21	2025-12-11 13:30	CRFQ 0803 DOT2600000037	4

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Customer Code: 000000104765
Vendor Name : AT&T Enterprises LLC
Address :
Street : 208 S. Akard St.
City : Dallas
State : Texas **Country :** USA **Zip :** 75202
Principal Contact : Elizabeth Spradlin
Vendor Contact Phone: +1 304.690.0140 **Extension:**

FOR INFORMATION CONTACT THE BUYER
 John W Estep
 304-558-2566
 john.w.estep@wv.gov

Elizabeth Spradlin 13-4924710 12/11/2025
Vendor Signature X **FEIN#** **DATE**

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION

ADDENDUM NO_3

Addendum No_3 issued to publish and distribute the attached information to the Vendor Community

REQUEST FOR QUOTATION:

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Per the Bid Requirements, specifications, terms and Conditions Attached to this solicitation.

INVOICE TO**SHIP TO**
 DEPT. OF TRANSPORTATION
 1900 KANAWHA BLVD E,
 BLD. 5 RM-720

 DEPT. OF TRANSPORTATION
 1900 KANAWHA BLVD E,
 BLD. 5 RM-720

 CHARLESTON WV
 US

 CHARLESTON WV
 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

Fleet Management System including software, tracking, real time monitoring, firmware updates.

INVOICE TO**SHIP TO**
 DEPT. OF TRANSPORTATION
 1900 KANAWHA BLVD E,
 BLD. 5 RM-720

 DEPT. OF TRANSPORTATION
 1900 KANAWHA BLVD E,
 BLD. 5 RM-720

 CHARLESTON WV
 US

 CHARLESTON WV
 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Fleet Management System Hardware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
31160000			

Extended Description:

Fleet Management System Hardware

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720		DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON	WV	CHARLESTON	WV
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Fleet Management System Firmware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43233005			

Extended Description:
Fleet Management System including software, tracking, real time monitoring, firmware updates.

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720		DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON	WV	CHARLESTON	WV
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Fleet Management System User Interface	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232306			

Extended Description:
Fleet Management System including software, tracking, real time monitoring, firmware updates.

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720		DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON	WV	CHARLESTON	WV
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Fleet Management System Bread Crumbing & Asset Route Tracing	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:
Fleet Management System including software, tracking, real time monitoring, firmware updates.

SCHEDULE OF EVENTS		
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<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-11-14

SOLICITATION NUMBER: CRFQ DOT2600000037

Addendum Number: 3

The purpose of this addendum is to modify the solicitation identified as CRFQ DOT2600000037 (“Solicitation”) to reflect the change(s) identified and described below.

Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

Additional Documentation:

Vendor Questions and Responses

Attach Revised Exhibit A Pricing Page

Bid Opening moves to 12/11/2025 @ 1:30 PM

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

CRFQ 0803 DOT2600000037 Questions

Question 1: In efforts to provide your team with the most desired information, we would like to better understand the expectations surrounding this response. Would you like our response to specifically address mandatory items within the Specifications document provided, building a detailed technical response including sections 3-8, along with pricing, OR, would you prefer an overall acknowledgement of the requirements, with the primary focus on pricing.

Answer: This is an RFQ awarded to the lowest responsive bidder meeting specifications.

Question 2: Additionally, how will this opportunity be scored? Would your team be able or willing to provide a scoring matrix for vendors to review?

Answer: Lowest Cost.

Question 3: Is the agency considering awarding multiple proof of concepts from this opportunity?

Answer: No, this is an open-ended contract. Quantities are estimates. An order may be placed for a small number to be used as a pilot.

Question 4: Device Consideration: Are devices other than Geotab being considered for this solicitation?

Answer: Yes, but equipment must meet the required equivalent specifications, refer to: General 3.1.1. Alternative solutions must also be compatible with existing equipment which can be found in the background section.

Question 5: Extended Coverage: Is extended coverage a mandatory requirement?

Answer: If you are referring to a warranty, please refer to 3.1.4: Warranty and Service Policy.

Question 6: Fleet List: Could a full fleet list (including VIN, Year, and Make) be provided to ensure accurate pricing? This information is also critical for preparing our Installation and Deployment services for project rollout.

Answer: Please refer to the background section with the fleet equipment breakdown which is listed by equipment type and quantity.

Question 7: Pricing Format: The Exhibit A pricing file appears to be tailored only to Geotab and does not align with our standard format, making it difficult for us to submit accurate pricing. Would we be permitted to submit our pricing in our own format?

Answer: No, the vendor shall use Exhibit A. The vendor can use the "SKU" blank section to supply their own equivalent part numbers. We are looking for unit prices as this is an open-ended contract. All quantities are estimates.

Question 8: RFP Deadline Extension: Given that the answers to these questions will be provided the week prior to the RFP deadline, what is the possibility of an extension beyond the current due date of November 24th?

Answer: This is not an RFP. This is a Request for Quotation "RFQ". We will request Purchasing Division to extend the bid to December 11th, 2025.

Question 9: Response Format: Is the state expecting individual, point-by-point responses to everything listed in the Specification document/General Requirement section, or can vendors provide only a list of deviations from those requirements?

Answer: If the vendor is submitting an alternative solution, technical documents are required.

Question 10: Exhibit A – Pricing Page – Column E QTY & Solicitation Portal 'Respond to Lines' Can the client please confirm which quantity amount is accurate, the portal is showing 50 units for each of the Commodity Lines, however, in Exhibit A the pricing is showing a quantity of 1,000,000.00 for each line item. Can Exhibit A or the portal please be amended to provide the corrected quantity?

Answer: The quantities of (50) in the portal are for an estimated amount for evaluation purposes but the intent is to create this for an open-end contract which would allow for unlimited quantity. The quantity (1,000,000) on Exhibit A pricing page is for the same purpose as above. We have requested purchasing division to remove the quantity as the intention is to have an open-end contract.

Question 11: Specification Document: Section 3.1 Contract Items and Mandatory Requirements: Can the client please confirm for the Specifications listed in Section 3.1, that the bidders are to provide a red-lined copy/acknowledgement of each item within the specifications as "compliant" and upload to the attachment section of the portal for this submission or does the client expect bidders' to provided a detailed, substantiated technical response to each line item in Section 3 for the purposes of this RFQ?

Answer: Vendors that intend to propose an equivalent solution should include technical documentation to demonstrate that the equivalent solution meets all the mandatory technical requirements. There is a column on the pricing page Exhibit A for the vendor to include manufacturer part numbers for equivalent solutions.

Question 12: Current RFQ Bid Opening Date: Tuesday, November 25th

This is the week of Thanksgiving Holiday. Can the state provide a two-week extension for the RFQ Bid Opening Date to accommodate for the Holiday?

Answer: We will request that the Purchasing Division extend the bid out to December 11th, 2025.

Question 13: There are line items in the provided pricing document — including, but not limited

to, the following which are not operationally relevant to WVDOT’s stated scope of work:

- ***Custom proprietary adapter for Volvo vehicles in Latin America and Europe (HRN-CE04A4, HRN-CM24Y1)***
- ***Custom proprietary harness for Fiat and Chrysler vehicles in Latin America (HRN-BF11A1)***
- ***Citizen Insights Monthly Fee (Population up to 50k) (MKT-FEE-CITIZENS1)***
 - **a public-facing analytics subscription intended for municipalities or small cities to share fleet data with residents, not a telematics function relevant to a state DOT.**

These examples — among others within the pricing form — include foreign-market components and marketing or citizen-engagement tools that would have no foreseeable use for the WVDOT.
- **How should respondents handle completing this pricing form?**
- **If these items are not expected to be procured or evaluated, would**
- **WVDOT allow respondents to submit equivalent pricing formats?**

Answer: No, the vendor shall use Exhibit A. The vendor can use the “SKU” blank section to supply their own equivalent part numbers. We are looking for unit prices as this is an open-ended contract. All quantities are estimates.

Question 14: If this project is to start as a pilot, will multiple vendors be selected for a pilot engagement?

Answer: No.

Question 15: How important is it to the agency to partner with a United States based company for this project?

Answer: Per specifications 3.1.5.1 The vendor must be able to respond to (24/7) call support, chat support and email support both with a maximum vendor response time of (1) hour. Also, according to specification 3.1.5.6, The vendor must be available “On Call” basis in case of emergencies after normal business hours. A new section is being added in 3.1.2.10 “Data Storage Services” and states that the data must be stored in a US based data center.

Question 16: What is the format of this response? Is WVDOT looking for specific answers to each of the requirements or is the response with pricing all the WVDOT is looking for? How should the approach and solution for this project be communicated?

Answer: Vendors that intend to propose an equivalent solution should include technical documentation to demonstrate that the equivalent solution meets all the mandatory technical requirements. There is a column on the pricing page Exhibit A for the vendor to include manufacturer part numbers for equivalent solutions. This can be submitted through the Oasis.

Question 17: Section 8. Addendum Acknowledgement of the INST to Vendors document states “Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an “Addendum Acknowledgement Form”. Where can we access the Addendum Acknowledge Form?

Answer: The Addendum Acknowledgement Page is the last page of Addendum (1) issued on 11/7/2025.

Question 18: Could the state verify the document titled WVCloud-SaaSProcurementAddendum.pdf is Exhibit C?

Answer: Yes, WVCloud-SaaSProcurementAddendum.pdf is Exhibit C

Question 19: Regarding Section 40 of General Terms and Conditions and Section 8 of the SaaS Addendum. Does the State consider telematics data to be “sensitive or critical information” per W.Va. Code §15-2D-3?

Answer: No.

Question 20: Section 45 of General Terms and Conditions. Subject to this clause, will the State accept and review a vendor’s end user agreement?

Answer: The vendor may submit their end user agreement for review.

Question 21: Section 11 of the SaaS Addendum. This obligation would apply to the cloud provider, not the solution provider (service provider). Please confirm this requirement would be satisfied by provision of comparable security documentation provided to the service provided by the cloud provider, such as a SOC2 report.

Answer: Regarding the vendor's inquiry about Section 11 of the SaaS Addendum, the vendor providing services to a state agency will be responsible for completing a Self-Assessment. This requirement applies even if the vendor utilizes a cloud provider for data storage or software, as the vendor maintains the direct account with the cloud provider. The cloud provider can provide a SOC2 and security reports to the vendor.

Question 22: Section 8.4 of the Specifications, states that the vendor should list its Contract manager and his or her contact information. Could the state confirm these details are not required at the time of proposal submission and can be provided at time of award with Exhibit C?

Answer: The vendor should assign the vendor representative that is responsible for bid submission and update the contract manager later.

Question 23: Regarding requirement 3.1.2.28.1.4 of the Specifications document. For the vendor to be able to acknowledge adherence to the West Virginia Office of Technology Policies and Procedures, could the State of West Virginia please specify which policies within the linked repository apply directly to an external Software-as-a-Service (SaaS) provider/vendor?

Answer: Please refer to CIO-19-001 and see Appendix C and Appendix D from the link that was provided in requirement 3.1.2.28.1.4.

Question 24: Beyond the existing issues with the macros and formulas, our core concern remains the methodology for determining the lowest overall total cost. Could you please clarify which specific products or line items on the pricing sheet will be factored into the final evaluation?

Answer: The pricing page has been revised where the quantity and the unit price will calculate into the extended price section of the pricing page. Once the vendor has completed filling out the products and line items, the final total will calculate into the total bid cost box. Year Two, Year Three and Year Four are optional years and are not required to be filled. Should the vendor elect to not add pricing for the renewal years, there will be no ability to renew other than using the year one pricing. The total cost will include the units purchased and the first initial year which is what the bid evaluation will be based on.

Exhibit A - Pricing Page

FROM DOT28*21 WINTER FLEET MANAGEMENT

Cost information below as detailed in the specifications.

(Vendor must provide the individual cost breakdown for the components listed below and all related costs associated with the implementation.)

3.2 Basic Fleet Management (or equal)	Plan or Feature Description	Unit of Measure	SKU	QTY	Unit Price	Extended Price	YEAR TWO	YEAR THREE	YEAR FOUR
GO Device Bundles with Installation or equal									
Basic Fleet Management	Geotab GO9 or GR9 telematics, Preplus plan, universal harness, standard installation (as defined below), and training or equal. Part# Preplus Plan or equal.	EA		3,000		\$ -			
Includes (1) of the following:									
	Geotab GO9 telematics device, Part# GO9-LTEATA or equal	EA		3,000		\$ -			
	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal	EA		3,000		\$ -			
	Geotab GO Rugged 9 telematics device, Part# GR9-LTEATA or equal	EA		3,000		\$ -			
	OBDDI extension cable pack for GO devices, Part# HRN-BS1654 or equal	EA		3,000		\$ -			
	Custom 3-Wire harness kit, the custom kit contains the harness and a fuse kit, Part# HRN-CW03KW or equal	EA		3,000		\$ -			
	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS0654 or equal	EA		3,000		\$ -			
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part# HRN-DS0612 or equal	EA		3,000		\$ -			
	Universal Rugged Heavy-Duty T-Harness Kit (H07) Part# HRN-GR09K1 or equal	EA		3,000		\$ -			
	connector kit includes a 9-pin T-harness and 4 different mounting adapters for use in most Heavy Duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS09K2 or equal.	EA		3,000		\$ -			
	Universal OBDDI T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS16K2 or equal.	EA		3,000		\$ -			
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS1252 or equal.	EA		3,000		\$ -			
	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit, Part# HRN-RW03K4 or equal.	EA		3,000		\$ -			
Includes (1) of the following:									
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included, Part# DNS-GOHDWIRE or equal.	EA		3,000		\$ -			
	Installation of a GO device with or without a T-harness Part# DNS-GOSTRD or equal.	EA		3,000		\$ -			
GO Device Bundles without Installation									
	Geotab GO9 or GR9 telematics, Preplus plan, universal harness, standard installation (as defined below), and training, Part # Preplus plan or equal. *Self installed*	EA		3,000		\$ -			
Includes (1) of the following:									

	Geotab GO9 Telematics device, Part# G09-LTEATTA or equal	EA		3,000	\$	-		
	Geotab GO9 Telematics Device, Part# G09-LTEVZWA or equal	EA		3,000	\$	-		
	Geotab GO Rugged 9 Telematics device Part# GR9-LTEATTA or equal	EA		3,000	\$	-		
	OBDII extension cable pack for GO devices Part #HRN-HS16S4 or equal	EA		3,000	\$	-		
	Custom 3-Wire harness kit, the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal	EA		3,000	\$	-		
	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal	EA		3,000	\$	-		
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part#HRN-DS06T2 or equal	EA		3,000	\$	-		
	Universal Rugged Heavy-Duty T-Harness Kit (RP07) Part#HRN-GR09K1 or equal	EA		3,000	\$	-		
	Universal Rugged Heavy-Duty T-Harness Kit - Multi connector kit includes a 9-pin T-harness and 4 different mounting adapters for use in most Heavy-Duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS09K2 or equal.	EA		3,000	\$	-		
	Universal OBDII T-Harness Kit - Multi connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS16K2 or equal.	EA		3,000	\$	-		
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.	EA		3,000	\$	-		
	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit, Part# HRN-RW03K4 or equal.	EA		3,000	\$	-		
	Includes (1) of the following:							
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included, Part# ENS-GOHDWIRE or equal	EA		3,000	\$	-		
	Installation of a GO device with or without a T-harness Part # ENS-GOSTRD or equal	EA		3,000	\$	-		
	OEM embedded Solutions							
	Part # Ford Premium Plan or equal	EA		3,000	\$	-		
	Part # GM Premium Plan or equal	EA		3,000	\$	-		
	Extended Coverage							
	Monthly service plan for EOX Inidium satellite add-on. Must be combined with the GO-Bundle, Part #Satellite Plan or equal.	EA		3,000	\$	-		
	EOX Add-On for Inidium Satellite Support (Includes Inidium modem and antenna) Part# EOX-SATBDV2 or equal	EA		3,000	\$	-		
	Public Works (Winter Ops)							

	Monthly service plan for public works add-on. Must be combined with GO device bundle, Part# Public Works Plan or equal.	EA		3,000	\$	-		
	IOX-WRKS integrates with the GO9 device as a part of the Geotab Public Works Solution for government fleets part# IOX-WRKS or equal.	EA		3,000	\$	-		
	Cable - CS440 Integration, Part# HRN-CS440 or equal.	EA		3,000	\$	-		
	Cable - CS550 Integration, Part# HRN-CS550 or equal.	EA		3,000	\$	-		
	Cable - DB-9 Null Modem Integration, Part# HRN-DB9NM or equal.	EA		3,000	\$	-		
	Cable - DB-9 Serial Integration (15FT), Part # HRN-DB9S11F or equal	EA		3,000	\$	-		
	Cable - Force America Integration, Part # HRN-FAI or equal	EA		3,000	\$	-		
	Cable - Flex 4 Integration, Part # HRN-FLEX4 or equal	EA		3,000	\$	-		
	Cable - Giletta Integration, Part # HRN-GILETT or equal.	EA		3,000	\$	-		
	Cable - Schmidt Integration, Part # HRN-SCHIST or equal.	EA		3,000	\$	-		
Camera Add-On Solutions								
	Monthly service plan for Surfright add-on. Must be combined with GO device bundle, Part # Surfright plan or equal	EA		3,000	\$	-		
	Surfright - AI-12 Dual Camera w/ 128GB SD Card, w/ Sim & tamper proof case, Part #MRH-SRFAT12128SDB1 and Part # MRH-SRFEP12PCS or equal.	EA		3,000	\$	-		
	Surfright adaptor plugs for use with HRN-TNULL. Required for compatibility with Surfright AI-12 Camera Part # HRN-CHLFWRS50011P or equal	EA		3,000	\$	-		
	Surfright OBDII Power Adapter, Part # HRN-SGCBORD or equal.	EA		3,000	\$	-		
	A T-Harness to connect a GO Device with a custom telematics device, Part # HRN-TNULL or equal	EA		3,000	\$	-		
Geotab Keyless for Car Sharing Fleets								
	Motopool operations plan, including telematics-based vehicle access, reservations, training, support, and warranty plan. Must be paired with monthly ProPlus plan. Part# Motopool Plan or equal.	EA		3,000	\$	-		
	Tap and Go Keyless plan, including telematics-based vehicle access, training, support, and warranty. Must be paired with monthly ProPlus plan. Part # Keyless Plan or equal.	EA		3,000	\$	-		
	IOX Add-On for Keyless functionality, with integrated keyfob. Can be paired with Part #NS-GOADV and Part #NS-STRINHIB or equal.	EA		3,000	\$	-		
	IOX Add-On for Keyless functionality, without integrated keyfob. Can be paired with Part #NS-GOADV and Part #NS-STRINHIB or equal.	EA		3,000	\$	-		
	Geotab Keyless NFC-BA (with adhesive backing) to be used with Part# IOX-NFCREADER or equal.	EA		3,000	\$	-		
	Starter inhibit harness for Geotab Keyless. For use with a part# IOX-Keyless version B1 for blade key installations requiring starter inhibit functionality. NOT for use with non-labeled versions of IOX-Keyless, part# HRN-CX1054	EA		3,000	\$	-		
	QR Tag for IOX-Keyless key shipment to Geotab, Part# SPR-QRTAG or equal.	EA		3,000	\$	-		
Installation Services								

	Installation of a hardwired Asset tracker. Trip fees up to 50 mi km are included, part# INS-ASSETWIRD or equal.	EA	3,000	\$	-		
	Installation of a Solar or Battery Powered Asset Tracker. Trip fees up to 50 mi km are included. Part # INS-ASSETWIRELESS or equal.	EA	3,000	\$	-		
	Installation of one front facing camera solution. Does not include GO device installation. Trip fee up to 50 mi km are included. Part# INS-CAMERA or equal.	EA	3,000	\$	-		
	Installation of a GO device with T-harness and up to two FOX cables (i.e. Part# FOX-NFCREADER, FOX-GOTALK) Trip fees up to 50 mi km are included. Part # INSGOADV or equal.	EA	3,000	\$	-		
	Installation of a GO device with wire or a non-wired connection to the ignition, power and ground. Trip fees up to 50 mi km are included. Part # INS-GOHWIRE or equal.	EA	3,000	\$	-		
	Installation of a GO Rugged Device with or without a T-Harness, part #INS-GORUGGED or equal.	EA	3,000	\$	-		
	Installation of a GO device with or without a T-Harness, part# INS-GOSTRD or equal.	EA	3,000	\$	-		
	RO Device: The swap needs to occur in the same vehicle on the same day and applies for standard, advanced and hardwired installations. Trip fees up to 50 mi km are included. Part # INS-GOSWAP or equal.	EA	3,000	\$	-		
	Vehicle not available at the time and place of the scheduled installation, part# INS-NOSHOW or equal.	EA	3,000	\$	-		
	Removal of a GO device. Applies for hardwired, advanced, and standard installed devices. Removed device and harness will be returned to the customer. Trip fees up to 50mi km are included. Part# INS-REMOVAL or equal.	EA	3,000	\$	-		
	Removal of a competitor device before GO device installation. Can be ordered only in addition to a Standard, Advanced, and/or Hardwired Install. Part# INS-REMOVALNONGO or equal.	EA	3,000	\$	-		
	Service or repair of an existing GO device or Geotab accessory. Trip fees up to 50 mi km are included. Part# INS-Service or equal.	EA	3,000	\$	-		
	Trip fee per 1 mi km for installations that require trips over 50 mi km. Only mileage kilometers in excess of 50 mi km one way shall be billable. Part# INS-Tripfee or equal.	EA	3,000	\$	-		
	Installation of Public Works (Winter Ops) solution. Includes spreader and plow controller and one external accessory connection. Part # INS-WTROPS or equal.	EA	3,000	\$	-		
Additional Hardware One-Time Cost							
	Blue NFC Driver ID Tag. Part#GEO-NFCIDBLU or Equal	EA	3,000	\$	-		
	NFC Driver ID Sticker Tag with blue inner label. Part # GEO-NFCSTKBLU or Equal	EA	3,000	\$	-		
	Bag of (20) qty. Blue NFC Driver ID Tag. Part # GEO-NFCSTKBLU20 or Equal	EA	3,000	\$	-		
	Serialized cable tie, also known as a zip tie (pack of 100) Part # GEO-ZIPSEAL100 or Equal	EA	3,000	\$	-		
	Battery disconnect bypass harness for GO device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the harness and fuse kit. Part #HRN-BD10K1 or equal.	EA	3,000	\$	-		
	Custom proprietary harness for enhanced engine data support on select Fiat and Chrysler vehicles in Latin America. Part # HRN-BF11A1 or equal.	EA	3,000	\$	-		
	ODDII extension cable pack for GO devices - replaces the part# HRN-INSTALLPACKV2, Part# HRN-BS1654 or equal.	EA	3,000	\$	-		
	Flat ODDII extension harness for GO devices, Part # HRN-BS1654F Or equal.	EA	3,000	\$	-		
	ODDIII harness for GO devices - includes special vehicle connector to receive engine data from medium-duty vehicles, part# HRN-BUY16Y5 or equal.	EA	3,000	\$	-		
	Custom proprietary adapter for Volvo vehicles in Latin America and Europe. Requires Part# HRN-CM24Y1. Part# HRN-CE04A4 or equal.	EA	3,000	\$	-		
	Custom harness kit for Volvo/Mack vehicles, 2019 or newer, in North America. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part # HRN-CE10K2 or equal.	EA	3,000	\$	-		
	4-Pin Custom Adapter for use with Volkswagen truck only. Part# HRN-CG04T3 or equal.	EA	3,000	\$	-		

Custom 13-pin adapter for use with IIRN-GS16K2 Universal Harness Kit Part# IIRN-CG13S1 or equal	EA	3,000	\$	-		
Custom proprietary IIRN FSMS adapter. Requires IIRN-CM24Y1. Part# IIRN-CH06A2 or equal.	EA	3,000	\$	-		
Custom 10-pin IIRN FSMS adapter for 2010+ vehicle models. Requires IIRN-CM24Y1. Part# IIRN-CH10A2 or equal.	EA	3,000	\$	-		
Customer team FSMS adapter for 2017+ vehicle models. Requires IIRN-CM24Y1. Part# IIRN-CH16A2 or equal.	EA	3,000	\$	-		
Custom harness kit for Mack Vehicles, 2016 or older, in North America. Requires IIRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part# IIRN-CK10K2 or equal.	EA	3,000	\$	-		
Harness for custom GO device installations - includes Molex connectors for two OBD and one J1939 ports. Part# IIRN-CM24Y1 or equal.	EA	3,000	\$	-		
PSM module connection for Mercedes Sprinters (907 Chassis) for global markets. Requires IIRN-CM24Y1. Part # IIRN-CP06A2 or equal.	EA	3,000	\$	-		
14-pin connector harness for heavy-duty applications. Refer to the Vehicle Specific Installation document for more information. Part# IIRN-CS14S21 or equal.	EA	3,000	\$	-		
14-Pin T-harness for heavy-duty applications. For use with vehicles with an RP1226 diagnostic connection. Part# IIRN-CS14T2 or equal.	EA	3,000	\$	-		
Custom harness for Tesla Model 3 vehicles. Part# IIRN-CT20T1 or equal.	EA	3,000	\$	-		
Custom Harness for Tesla Model 3 Vehicles. Part# IIRN-CT20T11 or equal.	EA	3,000	\$	-		
Custom Harness for Tesla Model Y. Part# IIRN-CT20T1 or Equal.	EA	3,000	\$	-		
Custom 3-wire harness kit. The custom kit contains the harness and a fuse kit. Part# IIRN-CW3K3 or equal.	EA	3,000	\$	-		
Custom 8-Wire harness kit for vehicles with no suggested connectors. Requires IIRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part# IIRN-CW8K4 or equal.	EA	3,000	\$	-		
14-pin harness for CAT vehicles. Part# IIRN-DC14S2 or equal.	EA	3,000	\$	-		
6-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# IIRN-DS06S4 or equal.	EA	3,000	\$	-		
6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications. Part # IIRN-DS06S2 or equal.	EA	3,000	\$	-		
9-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# IIRN-DS09S4 or equal.	EA	3,000	\$	-		
Diagnostic connector for Mercedes Vehicles - used on older generations medium-duty trucks and buses. Part # IIRN-EE14S1 or equal.	EA	3,000	\$	-		
Diagnostic connector for European markets, primarily for the DAF Euro 3 up to 2006. Part # IIRN-EA16S1 or equal.	EA	3,000	\$	-		
European interface harness for generic vehicles with FMS. Part# IIRN-ES12S1 or equal.	EA	3,000	\$	-		
Universal Rugged Heavy-Duty T-Harness Kit (H7) Part# IIRN-GR09K1 or equal.	EA	3,000	\$	-		
Universal Heavy-Duty T-Harness kit - Multi-connector kit includes 9-pin T-Harness and 4 different mounting adapters for use in most Heavy Duty International Vehicles. Eliminates the need to know the vehicle information in advance. Part # IIRN-GS09K2 or equal.	EA	3,000	\$	-		
Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance. Part# IIRN-GS10K2 or equal.	EA	3,000	\$	-		
12-pin Keam to specific harness for GO RUGGED device. Part# IIRN-RC12T2 or equal.	EA	3,000	\$	-		
Polaris interface harness for the GO RUGGED device. Part# IIRN-RD04S1 or equal.	EA	3,000	\$	-		
CAT Specific Adapter, Part# IIRN-RMRC1 or equal.	EA	3,000	\$	-		
Battery disconnect bypass harness for GO RUGGED device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the harness and fuse kit. Part # IIRN-RS12S2 or equal.	EA	3,000	\$	-		
Pulse harness for engines not sporting ignition RPM for the GO RUGGED device. Required for ground service equipment. Part# IIRN-RW04S4 or equal.	EA	3,000	\$	-		

3-wire harness kit for GO Rugged. The kit contains the harness and fuse kit. Part# IIRN-RW03K4 or equal.	EA	3,000	\$ -		
Differential harness used for negative battery disconnect oil pressure switch negative output (ignition for the GO RUGGED device. Required for ground service equipment. Part# IIRN-RW04S4 or equal.	EA	3,000	\$ -		
Tri-Pin connector harness for vehicles without diagnostic reports (off-road vehicles only). Requires a GO RUGGED. Part# IIRN-RW07T1 or equal.	EA	3,000	\$ -		
8-Wire harness kit for GO Rugged. The kit contains the harness and a fuse kit. Part# IIRN-RW06K1 or equal.	EA	3,000	\$ -		
6-way KXX harness for GO RUGGED to provide digital auxiliary support. Part# IIRN-RX06S4 or equal.	EA	3,000	\$ -		
Evad E2M TUG engine interface harness for the GO RUGGED device. Required for ground service equipment. Part # IIRN-RZ04S4 or equal.	EA	3,000	\$ -		
Kubota gas engine interface harness for the GO RUGGED device. Required for ground service equipment. Part# IIRN-RZ04T4 or equal.	EA	3,000	\$ -		
6 ft extension cable to be used with KXX-RS232D. Part# IIRN-UD03S6 or equal.	EA	3,000	\$ -		
8 ft extension cable to be used with KXX-RS232D. Part# IIRN-UD03S7 or equal.	EA	3,000	\$ -		
10 ft extension cable to be used with KXX-RS232D. Part #IIRN-UD03S8 or equal.	EA	3,000	\$ -		
14 ft extension cable to be used with KXX-RS232D. Part# IIRN-UD03S9 or equal.	EA	3,000	\$ -		
European interface harness for Mercedes Sprinters with FSM. Part# IIRN-UT21V2 or equal.	EA	3,000	\$ -		
Input Output expander to send an alert message to MyGleats. Part# KXX-Alert or equal.	EA	3,000	\$ -		
Input/output expander Add-On for GO devices to support analog auxiliary input. (BETA) Part# KXX-Analog or equal.	EA	3,000	\$ -		
KXX Add-On for GO devices for auxiliary support. Part# KXX-AUXM or equal.	EA	3,000	\$ -		
Input/output expander with Bluetooth low energy for GO devices - supports proximity beacons with a public MAC address and select wireless beacons. Part# KXX-BT or equal.	EA	3,000	\$ -		
Input/output expander for an external buzzer or beeper. Part # KXX-Buzz or equal.	EA	3,000	\$ -		
Input/output expander for CAN integrations (i.e. Mobileye, Valeo) Part# KXX-CAN or equal.	EA	3,000	\$ -		
Input/output expander for driver identification - includes tag reader only. Part # KXX-NFCREADER or equal.	EA	3,000	\$ -		
Input/output expander for GO Devices to control a relay. Part# KXX-OutputM or equal.	EA	3,000	\$ -		
Input/output expander for RS232 support - 3 pin Delphi Connector Part # KXX-RS232D or equal.	EA	3,000	\$ -		
Input/output expander for RS232 Support - female connector Part # KXX-RS232F or equal.	EA	3,000	\$ -		
Input/output expander for RS232 Support - male connector. Part # KXX-RS232M or equal.	EA	3,000	\$ -		
Input/output expander to allow two-way data transfer and charge external devices - uses female USB type-A connector. Part# KXX-USB or equal.	EA	3,000	\$ -		

	Shunt for G07, or newer devices with short PIN. Part # SFR-ALDLSHUNT or equal	EA	3,000		\$	-			
	Bracket required for 2015 Ford F-150, Ford Fusion, and Ford Mondeo Vehicles. Part# SFR-DSEBKT or equal	EA	3,000		\$	-			
	Mounting bracket and material for GO devices - includes two cable (zip) ties, two screws, and double-sided tape for installation purposes. Part #SFR-INSTALBAG or equal	EA	3,000		\$	-			
	GO housing only. Used for marketing purposes. Part# SFR-MKTGOSHLL or equal	EA	3,000		\$	-			
	Mounting bracket and holder for EXX-NICEHEADER. Includes 2 screws and double-sided tape for the bracket for the installation purposes. Part # SFR-NICEBRACKET or equal	EA	3,000		\$	-			
	Driver ID relay kit. Requires a GoTab Authorized Installer or licensed automotive electrician or mechanic. Part# SFR-Relaykit or equal.	EA	3,000		\$	-			
	Cost of standard shipping per order. Part# shipping or equal.	EA	3,000		\$	-			
Citizen Insights Solution									
	Citizen Insights Monthly Fee (Population up to 50k) Part# MKT-FEE-CITIZENS1 or equal	Per Month	3,000		\$	-			
	Citizen Insights Monthly Fee (Population 50k - 100k) Part# MKT-FEE-CITIZENS2 or equal	Per Month	3,000		\$	-			
	Citizen Insights Monthly Fee (Population 100k - 500k) Part# MKT-FEE-CITIZENS3 or equal	Per Month	3,000		\$	-			
	Citizen Insights Monthly Fee (Population 500k - 1m) Part# MKT-FEE-CITIZENS4 or equal	Per Month	3,000		\$	-			
	Citizen Insights Monthly Fee (Population >1m) Part# MKT-FEE-CITIZENS5 or equal	Per Month	3,000		\$	-			
Asset Tracking Solution									
	Monthly service plan for Positioning Universal Asset Tracker Part# Asset Tracker Plan or equal	Per Month	3,000		\$	-			
	Positioning Universal Asset Tracker (no connector) Part# MKH-TT6600LMOQGL or equal	Per Month	3,000		\$	-			
	Positioning Universal Asset Tracker (With Connector, CAN, RS232, BLE) Part# MKH-TT605LMOQGL or equal	Per Month	3,000		\$	-			
3.4 Professional Services		Unit of Measure	SKU	Estimated Qty for Eval Only	Hourly Rate				
	Professional Services Senior Programmer	per hour		100	\$	-	\$	-	
	Professional Services Analyst	per hour		100	\$	-	\$	-	
	Professional Services Training Services	per hour		100	\$	-	\$	-	
	Project Management	per hour		100	\$	-	\$	-	
	Overtime/Emergency	per hour		50	\$	-	\$	-	
					Total Bid Cost	\$0.00	\$0.00	\$0.00	\$0.00

**The quantities listed in this pricing page are estimates provided. They do not represent a commitment or guarantee by the vendor to purchase any specific quantity of goods. Actual quantities ordered may vary, higher or lower, based on the agency's needs.

Vendor must not alter pricing page and should fill out pricing page as it is.
The addition of alterations of the pricing page or addition of commodities other than those listed on the pricing page online or as an attachment will result in disqualification of bid submitted.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFO DOT2600000037

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge the addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of the addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

AT&T Enterprises LLC

Company

Elizabeth Spradlin

Authorized Signature

12/11/2025

Date

The next generation fleet tracking device GO9



The FirstNet Ready™ Fleet Management GO9

The latest device built to support your fleet now and into the future. The GO9 offers state-of-the-art GPS technology, g-force, monitoring, IOX[®] expandability, engine and battery health assessments, and communication on the 4G/5G networks.

Vehicle Telematics

Telematics and other connected-vehicle technologies are becoming a critical component of modern-day situation awareness to dispatch resources and protect drivers.

Using a patented tracking algorithm, the GO9 accurately recreates vehicle trips and analyzes incidents. The GO9 also offers in-vehicle alerts to instantly notify drivers of infractions and - with hardware Add-Ons - provides live coaching for driver's on-road performance. The GO9 does not require a dash-mounted antenna or any wire splicing.

Top Features

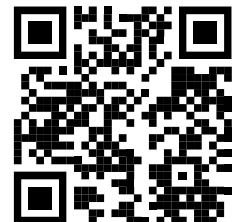
- Easy installation
- LTE Connectivity
- Small form factor device
- Breakthrough accident detection and notification
- External device expandability via IOX Technology
- Built-in auto-calibrating accelerometer and gyrometer
- Near-real-time vehicle data
- End-to-end cybersecurity
- Supports Band 14 and FirstNet requirements out-of-the-box



Security

Platform security is designed for end-to-end protection of your data.

- GO device and network interfaces use authentication, encryption, and message integrity verification.
- GO devices are individualized. Each device uses a unique ID and non-static security key - making it difficult to fake a device's identity.
- Over-the-air updates use digitally-signed firmware to verify that updates come from a trusted source.
- Use of independent third-party experts to validate the platform from end to end.
- FIPS 140-2 validated by NIST (certificate #3371).



Technical Specifications and Features

Interfaces

Engine Management

Legacy OBD (SAE J1850 PWM/VPW, ISO 9141-2, and ISO 14230 (KWP2000))
Single Wire CAN (GM 33.3 kbps, Fiat/Dodge 50 kbps)
ISO 15765 CAN (including WWH-OBD, GMLAN, VW TP2.0) @ 125/250/500 kbps
Medium Speed CAN @ 125/250/500 kbps
J1939-13 Type 2
TTL CAN
2- or 3-wire install support (for older vehicles/asset tracking)
Input/Output
Buzzer
LEDs - Ignition, GPS, Cellular
IOX (more details below)
Internal GPS/Cellular antennas

Cellular

GO9 LTE ATT

LTE (CAT-1): Bands 2/4/5/12/14, 3G: Bands 2/5

GPS Receiver

72-channel engine (GPS/GLONASS)
Under 1 second Time-To-First Fix for hot and aided starts
Concurrent GPS & GLONASS system
A-GNSS
Accuracy: ~2.5m
Firmware upgrade in the field possible

I/O Expandability Support (IOX)

Currently supports a combination of up to 5 of the following:

Driver ID
Hours of Service (HOS)
Garmin
Iridium Satellite
AUX - 4 per IOX (Digital or Analog)
Serial Port and Additional CAN for third-party device integration
Driver Feedback via external Buzzer and GOTALK
Substance Spreader
Relay control
Alert

Environmental and Electromagnetic Compatibility (EMC)

Operating Temperature -40 to +85 °C

SAE J1455

Thermal Shock (Section 4.13.2)
Humidity Cycle (Section 4.1)
Temperature Cycle (Section 4.2)
Mechanical Vibration (Section 4.10)
Operational Shock, Transit Drop, Handling Drop (Section 4.11.x.x)
Inductive Switching, Burst Transients, Starter Motor Engagement (Section 4.13.2.2.1)
Coupled Transients (Section 4.13.2.2.2)
Electrostatic Discharge Handling, Operational and non-operational (Section 4.13.2.2.3)
Radiated Immunity
Radiated and Conducted Emissions

Why FirstNet?

FirstNet Ready™ Fleet Management helps you go further with visibility and control of your large mixed fleets. Anchored by our highly secure, highly reliable global network, leading-edge platforms, innovative ecosystem, and our award-winning customer service, we have flexible, powerful solutions to meet your business goals.

Important Information

AT&T Fleet Management for Enterprise® and AT&T Fleet Management for Government® ("Fleet Management") as described herein is only available to customers with a qualified AT&T business or government agreement and a Foundation Account Number (FAN) and their respective CRUs. Activation of an eligible AT&T wireless rate plan on a compatible device is required. May not be available to purchase in all areas or through all channels. Coverage not available in all areas. Availability, security, speed, timeliness, accuracy and uninterrupted use of service are not guaranteed. Not all features available on all devices. Compatible device required for GPS or a GPS derived location information. Activating data blocking features will result in Cell ID or Enhanced Cell ID location information only. AT&T Fleet Management for Enterprise® and AT&T Fleet Management for Government® is subject to AT&T Fleet Management for Enterprise's additional terms and conditions, including without limitation its software license. Such terms and conditions are available https://serviceguidenewatt.com/sg_landingpage?tgPg=sg_libraryCustom. Additional hardware, software, services, internet access and/or special network connection may be required. Pricing. Prices do not include taxes or other fees and are subject to change. Rates are not subject to any additional discounts under any AT&T discount plan. Additional credit and eligibility restrictions apply. Additional charges, terms, conditions and restrictions may apply. Offer and pricing subject to change without notice. AT&T privacy policy may be viewed at www.att.com/privacy.

Accelerometer & Gyroscope

3D accelerometer and 3D gyroscope. Full-scale acceleration range of 18g and an angular rate range of 1250 dps
Acceleration and angular rate output data rate of 1.66 kHz

Mechanical

Weight: 70 g (0.15 lb)
Dimensions: 75 mm L x 50 mm W x 23 mm H
Housing: Flame retardant black ABS

Electrical

Voltage 12 V and 24 V systems supported
Current (at 12 V)
Operating Mode: 60-300 mA
Operating Mode + IOX: Up to 2 A
Sleep Mode: 1.5 mA
Resettable overcurrent protection to IOX

Compliance

Standards: FCC, IC, PTCRB

Over-the-Air (OTA) Support

Firmware Updates: For maintenance, new features, and custom applications
Parameters: For turning additional features on/off
Almanac/Ephemeris Data: For quicker GPS latch

In-cab Buzzer

Decibel Output: >85 dBA at 10 cm
Driver Feedback: Harsh braking, harsh acceleration, harsh corners, over-revving, excessive idling and speeding, engine-based seatbelt violations (when available), and custom
Test Mode: Diagnostic beeps for validating GPS and wireless connection

Voltage Recording

Curve-based voltage logging to detect weak batteries, failing alternators, and failing starters.

64-Mb Non-volatile Flash Memory

Main Data Memory: Up to 80,000 logs in offline mode (out of coverage)
Accident Data Memory: Buffer records over 100 minutes of second-by-second data (6,000 logs). Last 72 records (1.2 minutes) are sent instantly on accelerometer-triggered accident-level events.

Recording Parameters

Patented curve-based GPS/voltage/accelerometer/engine data logging algorithm for fewer, more accurate data points.

Intelligent Ignition

Non-engine-based ignition detect on voltage and movement, allowing for 3-wire installation. Ideal for older vehicles with no engine information and covert installation for asset recovery.

Upgrade to the next generation of GPS vehicle tracking devices.

Learn more at www.att.com/fleetmanagement

Keep rolling with FirstNet[®]

Three reasons why your transportation business
needs to be on **America's public safety network**

What is FirstNet[®]?

Think of it as the “fast lane”
for first responders and those
who support them – like
transportation companies



FirstNet is the **only nationwide, communications network** built with and for public safety. It’s made for every first responder in the country, including firefighters, emergency medical services personnel, law enforcement, 911 communicators, and emergency managers. It’s also available to transportation businesses that support first responders.

In an emergency or natural disaster, transportation companies on FirstNet can **communicate quickly** with first responders and help save lives by delivering food, fuel, and supplies; evacuating people, assisting stranded drivers, and clearing roads while communicating on the network with priority.

FirstNet users get always-on priority on the FirstNet network – no matter the situation.

Let’s get you rolling with FirstNet.



Business-critical communications

You'll always have priority over commercial traffic on the FirstNet network

During emergencies, commercial networks can get bogged down from too many users. FirstNet has its **own special lane of traffic** – Band 14 – that can be made available just for FirstNet users. FirstNet provides always-on priority across voice and data communications.

FirstNet Push-to-Talk (PTT) is **interoperable with most Land Mobile Radio (LMR) systems** and extends coverage across jurisdictions, across the nation. This interoperability means you can send text, video, and pictures either one-to-one or one-to-many with first responders, other transportation companies, and other municipalities across the nation.

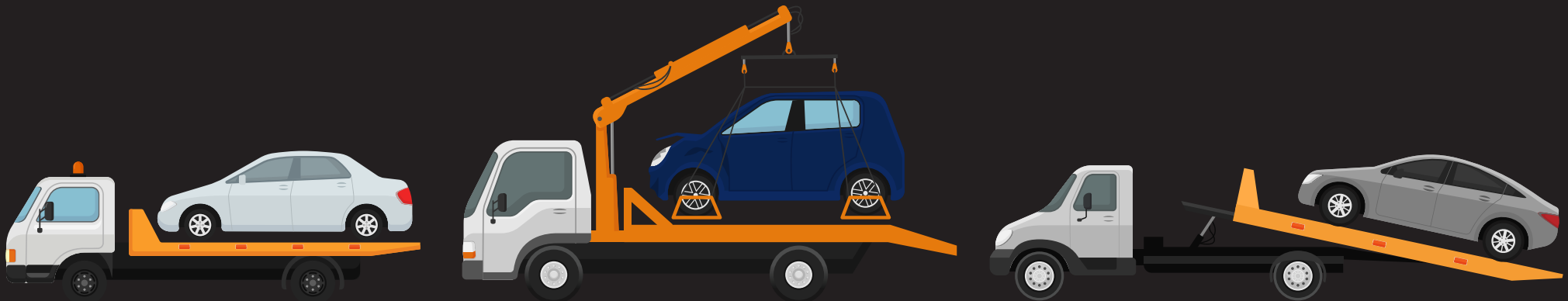
Manage your fleet



Whether you have a fleet of freight trucks, tow trucks, or snowplows, FirstNet® can help improve vehicle safety and efficiency

FirstNet provides a powerful way to manage transportation fleets. **Fleet Complete for FirstNet** let's you:

- Track and manage your mission-critical fleet and workforce in near real time
- Monitor driver behavior on the roads and help lower fleet running costs
- Schedule and track completion status of work orders and tasks
- Prolong vehicle health and lifetime with automated maintenance management module
- Capture regular inspections and log defects of on-board equipment



Cybersecurity: We're adding comprehensive encryption

Get ready for security upgrades on cell towers across the country

Security is paramount. That's why FirstNet is designed with a security strategy that goes well beyond standard commercial network security measures. This strategy provides protection without sacrificing usability or impacting public safety missions. And now, we've gone further than anyone in the industry to secure public safety communications by introducing comprehensive tower-to-core encryption based on open industry standards.



FirstNet will be the **first-ever nationwide network** with this **comprehensive network encryption**. That means FirstNet traffic will be automatically secured as it moves from the cell tower, through the backhaul, to the core and back again. Commercial networks may encrypt parts of the communications pathway, but only FirstNet will have encryption along the entire route.

To achieve this, we're rolling out **security upgrades** on every cell tower across the country, with nationwide completion expected by **Q1 2022**.

How to get started

See if you're one of the many transportation companies that qualifies

Is your transportation company critical for keeping communities safe during an emergency? When disaster strikes, are you out there helping to deliver food, supplies, and fuel? Perhaps your company works with first responders to tow away vehicles or debris or helps to evacuate people during natural disasters. If so, you may qualify for FirstNet.

Categories:

- Freight trucking
- Bus (including school bus)
- Motor vehicle towing services
- Charter (non-sightseeing/scenic)
- Commuter
- Cable car systems
- Subway systems
- Tramway systems
- Ground transportation support
- Traffic control flagging services
- Bridge, tunnel, and highway operations
- Pilot car services (that is, wide-load warning services)
- Snow clearing/removal, highways and bridges, road transportation
- Toll road operations, highway
- Truck weighing station operation
- Trucking terminals, independently operated



FirstNet is built with AT&T in a public-private partnership with the First Responder Network Authority – an independent agency within the federal government. And we are working to build and evolve FirstNet for the next 20+ years.

To learn more about how you can put FirstNet to work in your organization, visit firstnet.com/transportation. If you'd like us to contact you, [please fill out the form on the bottom of this page.](#)

Table 1: Summary of Financial Data

Item	Unit	Value	Unit	Value	Unit	Value	Unit	Value	Unit	Value
Revenue										
Revenue from operations	€ million	1,234	€ million	1,234	€ million	1,234	€ million	1,234	€ million	1,234
Revenue from other sources	€ million	567	€ million	567	€ million	567	€ million	567	€ million	567
Expenses										
Operating expenses	€ million	(876)	€ million	(876)	€ million	(876)	€ million	(876)	€ million	(876)
Other expenses	€ million	(123)	€ million	(123)	€ million	(123)	€ million	(123)	€ million	(123)
Profit										
Operating profit	€ million	358	€ million	358	€ million	358	€ million	358	€ million	358
Profit before tax	€ million	358	€ million	358	€ million	358	€ million	358	€ million	358
Profit after tax	€ million	268	€ million	268	€ million	268	€ million	268	€ million	268
Financial Ratios										
Operating margin	%	28.3	%	28.3	%	28.3	%	28.3	%	28.3
Net profit margin	%	21.7	%	21.7	%	21.7	%	21.7	%	21.7
Return on assets	%	12.5	%	12.5	%	12.5	%	12.5	%	12.5
Return on equity	%	18.9	%	18.9	%	18.9	%	18.9	%	18.9
Balance Sheet										
Total assets	€ million	5,678	€ million	5,678	€ million	5,678	€ million	5,678	€ million	5,678
Total liabilities	€ million	(3,456)	€ million	(3,456)	€ million	(3,456)	€ million	(3,456)	€ million	(3,456)
Equity	€ million	2,222	€ million	2,222	€ million	2,222	€ million	2,222	€ million	2,222
Income Statement										
Revenue	€ million	1,801	€ million	1,801	€ million	1,801	€ million	1,801	€ million	1,801
Cost of sales	€ million	(925)	€ million	(925)	€ million	(925)	€ million	(925)	€ million	(925)
Gross profit	€ million	876	€ million	876	€ million	876	€ million	876	€ million	876
Operating expenses	€ million	(518)	€ million	(518)	€ million	(518)	€ million	(518)	€ million	(518)
Operating profit	€ million	358	€ million	358	€ million	358	€ million	358	€ million	358
Other income	€ million	22	€ million	22	€ million	22	€ million	22	€ million	22
Profit before tax	€ million	380	€ million	380	€ million	380	€ million	380	€ million	380
Tax expense	€ million	(112)	€ million	(112)	€ million	(112)	€ million	(112)	€ million	(112)
Profit after tax	€ million	268	€ million	268	€ million	268	€ million	268	€ million	268

Item	Description	Unit	Quantity	Rate	Total	Category	Sub-Category	Code	Notes
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