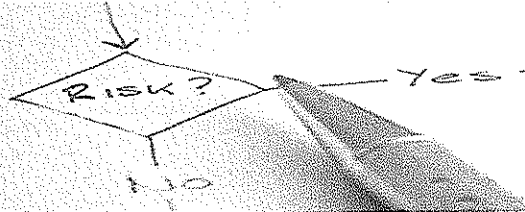
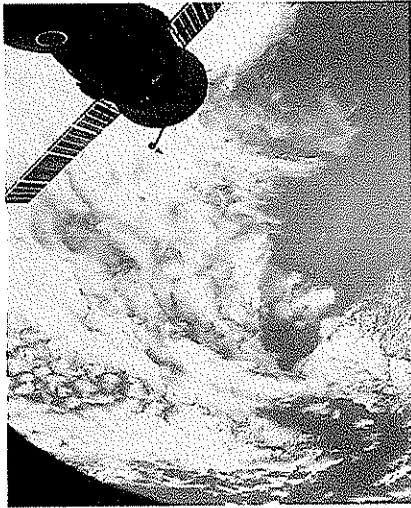


# AIRISTA

## Proposal



### GPS Vehicle Tracking System, Covert Tri-band Antenna (Fleet Management) RFQ #639000029

Presented to:

**State of West Virginia**  
Department of Transportation  
Division of Highways  
Program Planning and Administration Division

RECEIVED

2009 FEB 24 P 1:51

PURCHASING DIVISION  
STATE OF WV



February 11, 2009



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

**Request for  
 Quotation**

RFQ NUMBER  
**639000029**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**MICHAEL AUSTIN  
 304-558-2402**

RFQ COPY  
 TYPE NAME/ADDRESS HERE

*AIRISTA LLC  
 913 Ridgebrook Road  
 Suite 100  
 Sparks, MD 21152*

SHIP TO

**DIVISION OF HIGHWAYS  
 PLANNING DIVISION  
 BUILDING 5, ROOM A848  
 1900 KANAWHA BOULEVARD EAST  
 CHARLESTON, WV  
 25305-0430**

DATE PRINTED <b>01/22/2009</b>	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
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BID OPENING DATE: **02/04/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		TRACK		
GPS VEHICLE TRACKING SYSTEM, COVERT TRI-BAND ANTENNA						
OPEN END CONTRACT						
TO PROVIDE GPS VEHICLE TRACKING SYSTEMS, COVERT TRI-BAND ANTENNAS, MONTHLY SERVICE PLAN AND ALL SOFTWARE NEEDED FOR WEB-BASED APPLICATION FOR THE PROGRAM PLANNING AND ADMINISTRATION DIVISION OF THE WEST VIRGINIA DIVISION OF HIGHWAYS. PER THE ATTACHED SPECIFICATIONS.						
PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.						
EXHIBIT 3						
LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON ..... AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Michael Austin</i>	TELEPHONE <b>443-312-2088</b>	DATE <b>2/3/2009</b>
TITLE <b>Vice President</b>	FAX <b>26-314-3616</b>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia  
 Department of Administration  
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# Request for Quotation

RFQ NUMBER  
**639000029**

PAGE  
**2**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**MICHAEL AUSTIN**  
**304-558-2402**

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SUBJECT

SHIP TO

DIVISION OF HIGHWAYS  
 PLANNING DIVISION  
 BUILDING 5, ROOM A848  
 1900 KANAWHA BOULEVARD EAST  
 CHARLESTON, WV  
 25305-0430

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/22/2009				

BID OPENING DATE: **02/04/2009**      BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT,</p>						

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SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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RFQ NUMBER  
**639000029**

PAGE  
**3**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**MICHAEL AUSTIN  
 304-558-2402**

AUGUST 2009

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AUGUST 2009

DIVISION OF HIGHWAYS  
 PLANNING DIVISION  
 BUILDING 5, ROOM A848  
 1900 KANAWHA BOULEVARD EAST  
 CHARLESTON, WV  
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DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
01/22/2009				

BID OPENING DATE: **02/04/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 04/11/2001</p> <p>EXHIBIT 10</p> <p style="text-align: right;">REQUISITION NO.: <i>639000029</i></p> <p>ADDENDUM ACKNOWLEDGEMENT</p> <p>I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.</p> <p>ADDENDUM NO.'S:</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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# Request for Quotation

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**639000029**

PAGE  
**4**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
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**304-558-2402**

RFQ COPY  
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DIVISION OF HIGHWAYS  
 PLANNING DIVISION  
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 CHARLESTON, WV  
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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/22/2009				

BID OPENING DATE: **02/04/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. No.	ITEM NUMBER	UNIT PRICE	AMOUNT
NO. 1	<del>.....</del>	2/2/2009		D6		
NO. 2	.....					
NO. 3	.....					
NO. 4	.....					
NO. 5	.....					

I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF TH  
 ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.

VENDOR MUST CLEARLY UNDERSTAND 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.

*Anna C. Goodrich*  
 .....  
 SIGNATURE  
 .....  
 A. RISTA, LLC  
 .....  
 COMPANY  
 .....  
 February 3, 2009  
 .....  
 DATE

REV. 11/96

NOTICE

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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State of West Virginia  
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 Purchasing Division  
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# Request for Quotation

RFQ NUMBER  
**639000029**

PAGE  
**5**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**MICHAEL AUSTIN  
 304-558-2402**

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TYPE NAME/ADDRESS HERE

RFQ COPY

DIVISION OF HIGHWAYS  
 PLANNING DIVISION  
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 CHARLESTON, WV  
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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/22/2009				

BID OPENING DATE: **02/04/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION            PURCHASING DIVISION            BUILDING 15            2019 WASHINGTON STREET, EAST            CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: <b>33</b></p> <p>RFQ. NO.: <b>639000029</b></p> <p>BID OPENING DATE: <b>2/4/2009</b></p> <p>BID OPENING TIME: <b>1:30 PM</b></p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:</p> <p><b>410-308-3438</b></p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY):  <b>Dana Goodrich</b></p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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RFQ NUMBER:  
**639000029**

PAGE:  
**6**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
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RFQ COPY  
 TYPE NAME/ADDRESS HERE

VENDOR

SHIP TO

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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/22/2009				

BID OPENING DATE: **02/04/2009**      **BID OPENING TIME 01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
***** THIS IS THE END OF RFQ 639000029 ***** TOTAL: _____						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE		TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

## Cost Sheet

Item	Estimated Quantity	Description	Unit Price	Amount
1.	100	GPS Vehicle Tracking System	<u>\$ 695.00</u>	<u>\$ 69,500.00</u>
			Month	Year
2.		Monthly Service Plan	<u>\$ 9,750.00</u>	<u>\$ 117,000.00</u>



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## **1. INTRODUCTION**

AiRISTA, a State of Maryland LLC, is a leading developer of unique identity, track and trace solutions using satellite and cellular wireless GPS, RTLS and RFID technologies. Our solutions are designed to address the increasing requirements for cost effective systems enabling real-time visibility and security of organizational assets and personnel. Business process automation is enabled with integration of AiRISTA's Business Rule Engine (BRE), GIS and messaging platforms.

Additional corporate information can be obtained by visiting AiRISTA's website at [www.airista.com](http://www.airista.com).

Our response includes a completed and executed Request for Quotation form including Vendor Preference Certificate, Purchasing Affidavit, and Cost Sheet (also included as Section 4 of this document). AiRISTA takes no exceptions to the Terms and Conditions of the RFQ.

### **1.1. AiRISTA Point of Contact**

Mr. Dana Goodrich will be AiRISTA's Point of Contact for all proposal related questions and any subsequent contract award.

Mr. Dana Goodrich  
Vice President  
AiRISTA, LLC  
1612 McGuckian Street, Suite 200  
Annapolis, MD 21401  
443-312-2088  
[Dana.goodrich@airista.com](mailto:Dana.goodrich@airista.com)

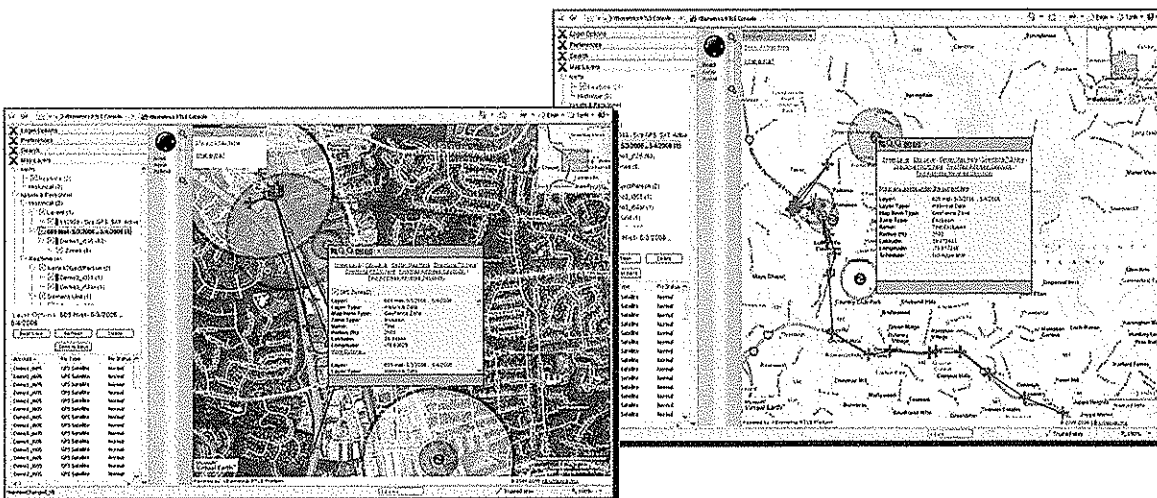
## 2. PROJECT UNDERSTANDING

AiRISTA understands that the State of West Virginia Department of Transportation (WVDOT), Division of Highways, Program Planning and Administration Division seeks to acquire a GPS Vehicle Tracking System, Covert Tri-band Antennas (Fleet Management) including a monthly service plan and all software needed for a web-based application. The initial implementation will include approximately 100 systems with possible requirements for additional systems.

### 2.1. Project Deliverables

AiRISTA will provide the necessary resources to complete the WVDOT project on time, within budget, and to the complete satisfaction of WVDOT project stakeholders. AiRISTA considers the following as vital components of project.

- Implementation of a GPS Vehicle Tracking System solution to meet the WVDOT's needs according to Technical Requirements and Specifications described in the RFQ
- Assignment of an experienced project manager for project oversight and WVDOT communication
- Highly qualified engineering support staff for system implementation and support
- All new products/equipment supplied by AiRISTA
- End-user and system administrator documentation, training and support
- Monthly Service Agreement
  - o Support - 12-month renewable service and support agreement providing a budget for first year installation, maintenance and support of the GPS Vehicle Tracking System solution



### 3. MEETING TECHNICAL REQUIREMENTS

AiRISTA provides the following table incorporating the system requirements as listed in the RFQ. The Response column identifies AiRISTA’s solution functionality for each requirement with additional information provided in the Comments column as needed.

<b>AVL Application Requirements</b>	<b>Response</b>	<b>Comments</b>
Web & Client based application accessible through the Internet	<b>Available</b>	
Unlimited and secure user access	<b>Available</b>	
Quarterly map updates	<b>Available</b>	
Links to aerial imagery for vehicle events	<b>Available</b>	
Ability to display current weather conditions including Doppler Radar	<b>Available</b>	
Two-way messaging	<b>Available</b>	
Thousands of locations entered, organized, and mapped	<b>Available</b>	
Ability to utilize multiple cell carriers (Verizon, AT&T & Sprint)	<b>Available</b>	
Minimum of one minute breadcrumb trail for asset movement	<b>Available</b>	
Route playback	<b>Available</b>	
On demand asset polling (no extra charges for pinging)	<b>Available</b>	
Unlimited users	<b>Available</b>	
Ability to create geographical sites and geo-fencing	<b>Available</b>	
Geo-fence area for home sites	<b>Available</b>	
Ability to download asset positions and events into Excel	<b>Available</b>	
Job site import – assign jobsite by vehicle, group & fleet	<b>Available</b>	
Configurable speeding and stop thresholds	<b>Available</b>	
Ability to create asset groups and sub-organizations	<b>Available</b>	
Ability to search for assets based on	<b>Available</b>	

proximity to other assets, job sites, home sites, or addresses		
Ability to display and report on asset congregation	<b>Available</b>	
Data logging, support message and event storage for up to one week while out of network coverage	<b>Available</b>	
Real-time speeding alerts	<b>Available</b>	
Real-time off hour usage alerts	<b>Available</b>	
Ability to support driver identification as well as vehicle identification	<b>Available</b>	
All data must be stored at the vendor's data center for a period of 12 months	<b>Available</b>	
Vendor must utilize at least one redundant data center for back-up processing and data security	<b>Available</b>	
Option to download data in MS SQL database	<b>Available</b>	
Driver initiated emergency button, must trigger e-mail alerts to multiple recipients	<b>Available</b>	
<b>Fleet Productivity Reporting Requirements</b>	<b>Response</b>	<b>Comments</b>
Run ranking report for safety, measuring acceleration exerted on the vehicle during various maneuvers such as turns, starts, stops and speeds	<b>Available</b>	
Report driver safety scores for each individual driver as a composite score based on factors including turns, speed, stops and starts	<b>Available</b>	
Stop reports with speed and duration thresholds	<b>Available</b>	
Idle time reporting	<b>Available</b>	
Capture duration time to detect entry and exit of sites	<b>Available</b>	
Track mileage on engine and run time hours	<b>Available</b>	
All inclusive activity reporting	<b>Available</b>	

Run reports for multiple drivers simultaneously	Available	
Speeding reports containing speed and duration thresholds	Available	
Visitation reports	Available	
Event reporting including ignition on, ignition off, enter geo-site, exit geo-site, start moving stop moving and speeding information	Available	
Non-work hour asset activity reporting	Available	
User defined upcoming vehicle maintenance reporting	Available	
Driver hours and mileage reporting	Available	
Work/home sites by site and by vehicle	Available	
<b>Integration</b>	<b>Response</b>	<b>Comments</b>
SQL data feed from vendor's data center allowing for customized reporting including trend analysis	Available	
MSMQ messaging capabilities	Available	
<b>Hardware Components</b>	<b>Response</b>	<b>Comments</b>
<u>Input Voltage</u> (9.0 – 32.0 VDC GPRS. TNC (receptacle) 50 Ω		<b>Solution will comply with all Hardware Component specifications as listed</b>
<b>Current Consumption (Typical)</b>	<b>Response</b>	<b>Comments</b>
<u>Transmitting with IVD</u> 340 mA (1.6 A peak) at 12 VDC <u>Transmitting without IVD</u> 270 mA (1.5 A peak) at 12 VDC <u>Not transmitting with IVD</u> 160 mA at 12 VDC <u>Not transmitting without IVD</u> 90 mA at 12 VDC <u>Not transmitting sleep mode</u> <10 mA at 12 VDC		<b>Solution will comply with all Current Consumption (Typical) specifications as listed</b>
Inputs & Outputs		

<p><u>Discrete Inputs</u>  (4) witch closures  <u>Ignition Sense Off</u>  &lt;0.8 V  <u>Ignition Sense On</u>  &gt;2.4 V  <u>Pulse Counting Inputs</u>  (3) minimum pulse width: 500 <math>\mu</math>s  <u>Discrete Outputs</u>  (3) 200 mA low-side drivers  <u>Sensor Power Output</u>  (1) 150 mA at 11.8 V <math>\pm</math> 1.0 V</p> <p><u>Message Formats</u>  MSMQ  <u>Status LEDs</u>  GPS (green), GPRS (amber)</p>		
<b>Physical Specifications</b>	<b>Response</b>	<b>Comments</b>
<p><u>Assembly – Top</u>  Injection molded plastic with integrated shield  <u>Assembly – Base</u>  Aluminum  <u>Assembly – Size</u>  228 mm x 121 mm x 36 mm (W x D x H)  <u>Assembly – Weight</u>  485 g (1 lb., 1.1 oz.)</p>		<p><b>Solution will comply with all Physical specifications as listed</b></p>
<b>Connectors</b>	<b>Response</b>	<b>Comments</b>
<p><u>IVD Port</u>  DB-9 (receptacle)  <u>Serial Port</u>  EIA-232 RJ45 (receptacle)  <u>Power &amp; Discrete I/O</u>  Molex Micro-Fit 3.0 16-pin dual row locking receptacle SIM  <u>Carrier</u>  Antennas GPS.SMA (receptacle) 50 <math>\Omega</math>  <u>GPRS Quad Band</u></p>		<p><b>Solution will comply with all Connector specifications as listed</b></p>

TNC (receptacle) 50 Ω		
<b>GPS Specifications</b>	<b>Response</b>	<b>Comments</b>
<u>Receiver</u> L1 frequency, C/A code (SPS) 8-channel continuous tracking receiver <u>Update Rate</u> Once per second maximum <u>Accuracy – Position</u> <10 meters (50% CEP) <u>Accuracy – Velocity</u> <0.5 meter/second <u>First Acquisition – Cold start</u> <180 seconds (90%) <u>First Acquisition – Warm start</u> <45 seconds (90%) <u>Reacquisition after signal loss</u> <2 seconds (90%) <u>Datum</u> WGS-84		<b>Solution will comply with all GPS specifications as listed</b>
<b>GPRS Specifications</b>	<b>Response</b>	<b>Comments</b>
<u>Global</u> Internet GSM/GPRS Module, Multislot Class 12 Quad Band GSM 850/900/1800/1900 MHz <u>SIM</u> 3V <u>Regulatory Approvals</u> FCC, PTCRB		<b>Solution will comply with all GPRS specifications as listed</b>
<b>Environmental Specifications</b>	<b>Response</b>	<b>Comments</b>
<u>Temperature</u> <u>Normal Operation</u> -30 °C to 60 °C (-22 °F to 149 °F) <u>Non-operating</u> -40 °C to 85 °C (-40 °F to 185 °F) <u>Humidity</u> 5% to 95% RH, non-condensing at +40 °C		<b>Solution will comply with all Environmental specifications as listed</b>



<p>Vibration</p> <p><u>.008 g<sup>2</sup>/Hz</u></p> <p>5 Hz</p> <p><u>+3 dB/Octave</u></p> <p>5 Hz to 20 Hz</p> <p><u>.05 g<sup>2</sup>/Hz</u></p> <p>20 Hz to 100 Hz</p> <p><u>-3 dB/Octave</u></p> <p>100 Hz to 800 Hz</p> <p><u>.001 g<sup>2</sup>/Hz</u></p> <p>800 Hz to 1000 Hz</p> <p>Shock</p> <p><u>Operational</u></p> <p>40 g for 11 ms</p> <p><u>Non-operational</u></p> <p>75 g for 6 ms</p> <p><u>Vehicle transients</u></p> <p>ETS 301 489-1; section 9.6</p>		
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#### 4. COST SHEET

AiRISTA provides the following cost information as required by the RFQ. Pricing is based upon the following assumptions:

- Tracking System quote based upon installation of a minimum of 100 units
- Monthly Service Plan based upon minimum of 100 units covered

<b>Item</b>	<b>Estimated Quantity</b>	<b>Description</b>	<b>Unit Price</b>	<b>Amount</b>
1.	100	GPS Vehicle Tracking System	<u>\$695.00</u>	<u>\$69,500.00</u>
2.		Monthly Service Plan	<u>Month</u> <u>\$9,750.00</u>	<u>Year</u> <u>\$117,000.00</u>

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 Resident Vendor Preference, if applicable.

- 1. Application is made for 2.5% resident vendor preference for the reason checked: Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; 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 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who 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 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% resident 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% resident vendor preference for the reason checked: Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. Application is made for 5% resident 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% resident 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% resident 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.

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) reject the bid; 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.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), 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: AIRISTA, LLC Signed: [Signature]
Date: 2/3/2009 Title: Vice President

\*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

STATE OF WEST VIRGINIA  
Purchasing Division**PURCHASING AFFIDAVIT****VENDOR OWING A DEBT TO THE STATE:**

*West Virginia Code* §5A-3-10a provides that: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

**PUBLIC IMPROVEMENT CONTRACTS & DRUG-FREE WORKPLACE ACT:**

If this is a solicitation for a public improvement construction contract, the vendor, by its signature below, affirms that it has a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the *West Virginia Code*. The vendor **must** make said affirmation with its bid submission. Further, public improvement construction contract may not be awarded to a vendor who does not have a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the *West Virginia Code* and who has not submitted that plan to the appropriate contracting authority in timely fashion. For a vendor who is a subcontractor, compliance with Section 5, Article 1D, Chapter 21 of the *West Virginia Code* may take place before their work on the public improvement is begun.

**ANTITRUST:**

In submitting a bid to any agency for the state of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will 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 the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership or person or entity submitting a bid for the same materials, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

**LICENSING:**

Vendors 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 agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

**CONFIDENTIALITY:**

The vendor agrees that he or she 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 <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.

Under penalty of law for false swearing (*West Virginia Code* §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

Vendor's Name: AIRISTA LLC  
Authorized Signature: [Signature] Date: 2/3/2009