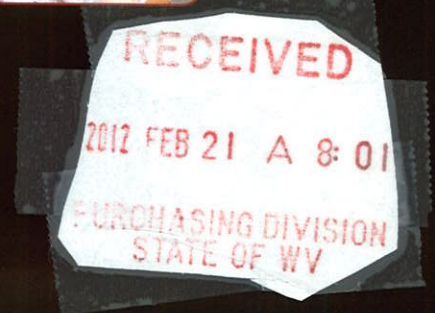


Request for Quotation #FLT12006

PREPARED FOR

**State of West Virginia
Dept. of Administration
Purchasing Division**

February 21, 2012



The art and science of fleet management

PHH

February 21, 2012

PHH

Krista Ferrell
State of West Virginia
Department of Administration
Purchasing Division
Building 15
2019 Washington Street, East
Charleston, WV 25305-0130

RE: RFQ FLT12006
Automatic Vehicle Location Devices

Dear Krista,

PHH is pleased to respond to your RFQ FLT12006 for Automatic Vehicle Location Devices. PHH has been in the fleet management business for over 65 years and sees this as an opportunity for the State of West Virginia to not only monitor its fleet but also going forward to "tie in" your maintenance and accident management services.

In addition to our submission we have enclosed a sample contract to give the State an idea of how PHH currently structures its GPS contracts. PHH is an authorized reseller of Geotab and Networkfleet Technologies and has worked in partnership with each company to develop unique methods of consuming and processing telematics data to enhance PHH products and services. PHH has created two versions, 1 for GSM (GPRS) only hardware options and associated monthly fees and 1 for CDMA only hardware options and associated monthly fees.

PHH looks forward to working with the State of West Virginia in the future and providing services that will assist in reducing the operation costs of your fleet.

Sincerely,



Philip H. Fitzgerald
National Director Government Sales
PHH
940 Ridgebrook Rd.
Sparks, MD 21152
410.771.1560 (o)
856.630.2987 (c)



PHH



**Request for Quotation # FLT12006 for
State of West Virginia
Dept. of Administration
Purchasing Division**

Presented by PHH Arval

February 21, 2012



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

FLT12006

PAGE

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ADDRESS CORRESPONDENCE TO ATTENTION OF:

KRISTA FERRELL
304-558-2596

RFQ COPY

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PHH Arval
940 Ridgebrook Road
Sparks, MD 21152

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DEPARTMENT OF ADMINISTRATION
FLEET MANAGEMENT OFFICE
2101 WASHINGTON STREET, EAST
BUILDING 17
CHARLESTON, WV
25305 304-558-0086

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS		
12/14/2011						
BID OPENING DATE: 01/26/2012		BID OPENING TIME 01:30PM				
LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
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AUTOMATIC VEHICLE LOCATION DEVICES						
REQUEST FOR QUOTATION (RFQ) OPEN END CONTRACT						
THE WEST VIRGINIA STATE PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA FLEET MANAGEMENT OFFICE, IS SOLICITING BIDS FOR AN OPEN END CONTRACT TO PROVIDE THE AGENCY WITH AUTOMATIC VEHICLE LOCATION DEVICES PER THE ATTACHED SPECIFICATIONS.						
A MANDATORY PRE-BID WILL BE HELD ON JANUARY 06, 2012 AT 1:00 PM AT THE AGENCY'S LOCATION AT 2101 WASHINGTON STREET, EAST IN CHARLESTON, WEST VIRGINIA. ALL INTERESTED PARTIES ARE REQUIRED TO ATTEND THIS MEETING. FAILURE TO ATTEND THE MANDATORY PRE-BID SHALL RESULT IN DISQUALIFICATION OF THE BID. NO ONE PERSON MAY REPRESENT MORE THAN ONE BIDDER.						
AN ATTENDANCE SHEET WILL BE MADE AVAILABLE FOR ALL POTENTIAL BIDDERS TO COMPLETE. THIS WILL SERVE AS THE OFFICIAL DOCUMENT VERIFYING ATTENDANCE AT THE MANDATORY PRE-BID. FAILURE TO PROVIDE YOUR COMPANY AND REPRESENTATIVE NAME ON THE ATTENDANCE SHEET WILL RESULT IN DISQUALIFICATION OF THE BID. THE STATE WILL NOT ACCEPT ANY OTHER DOCUMENTATION TO VERIFY ATTENDANCE. THE BIDDER IS RESPONSIBLE FOR ENSURING THEY HAVE COMPLETED THE INFORMATION REQUIRED ON THE ATTENDANCE SHEET. THE PURCHASING DIVISION AND THE STATE AGENCY						
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'

GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

1. Awards will be made in the best interest of the State of West Virginia.
 2. The State may accept or reject in part, or in whole, any bid.
 3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
 4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
 5. Payment may only be made after the delivery and acceptance of goods or services.
 6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
 7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
 8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
 9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
 10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
 11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
 12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
 13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.html and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
 14. **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>.
 15. **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, and the West Virginia Insurance Commission. 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.
 16. **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 material, 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.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



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

FLT12006

PAGE

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ADDRESS CORRESPONDENCE TO ATTENTION OF:

KRISTA FERRELL
304-558-2596

RFQ COPY

TYPE NAME/ADDRESS HERE

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DEPARTMENT OF ADMINISTRATION
FLEET MANAGEMENT OFFICE
2101 WASHINGTON STREET, EAST
BUILDING 17
CHARLESTON, WV
25305 304-558-0086

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
12/14/2011				

BID OPENING DATE: 01/26/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
WILL NOT ASSUME ANY RESPONSIBILITY FOR A BIDDER-S FAILURE TO COMPLETE THE PRE-BID ATTENDANCE SHEET. IN ADDITION, WE REQUEST THAT ALL POTENTIAL BIDDERS INCLUDE THEIR E-MAIL ADDRESS AND FAX NUMBER.						
ALL POTENTIAL BIDDERS ARE REQUESTED TO ARRIVE PRIOR TO THE STARTING TIME FOR THE PRE-BID. BIDDERS WHO ARRIVE LATE, BUT PRIOR TO THE DISMISSAL OF THE TECHNICAL PORTION OF THE PRE-BID WILL BE PERMITTED TO SIGN IN. BIDDERS WHO ARRIVE AFTER CONCLUSION OF THE TECHNICAL PORTION OF THE PRE-BID, BUT DURING ANY SUBSEQUENT PART OF THE PRE-BID WILL NOT BE PERMITTED TO SIGN THE ATTENDANCE SHEET.						
TECHNICAL QUESTIONS CONCERNING THIS SOLICITATION MUST BE SUBMITTED IN WRITING TO KRISTA FERRELL IN THE WEST VIRGINIA STATE PURCHASING DIVISION VIA FAX AT 304-558-4115 OR VIA EMAIL AT KRISTA.S.FERRELL@WV.GOV.						
DEADLINE FOR ALL TECHNICAL QUESTIONS IS JANUARY 12, 2011 AT THE CLOSE OF BUSINESS.						
ANY TECHNICAL QUESTIONS RECEIVED WILL BE ANSWERED BY FORMAL WRITTEN ADDENDUM TO BE ISSUED AFTER THE DEADLINE HAS LAPSED.						
VERBAL COMMUNICATION: ANY VERBAL COMMUNICATION BETWEEN THE VENDOR AND ANY STATE PERSONNEL IS NOT BINDING, INCLUDING THAT MADE AT THE MANDATORY PRE-BID MEETING. ONLY INFORMATION ISSUED IN WRITING AND ADDED TO THE RF SPECIFICATIONS BY FORMAL WRITTEN ADDENDUM IS BINDING.						
NO CONTACT BETWEEN THE VENDOR AND THE AGENCY IS PERMITTED WITHOUT THE EXPRESS WRITTEN CONSENT OF THE STATE BUYER. VIOLATION MAY RESULT IN THE REJECTION OF THE BID. THE STATE BUYER NAMED ABOVE IS THE SOLE						

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'



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

Request for Quotation

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KRISTA FERRELL
304-558-2596

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CONTACT FOR ANY AND ALL INQUIRIES AFTER THIS RFQ HAS BEEN RELEASED.						
EXHIBIT 10						
REQUISITION NO.:						
ADDENDUM ACKNOWLEDGEMENT						
I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.						
ADDENDUM NO.'S:						
NO. 1 .1/19/12						
NO. 2 .1/24/12						
NO. 3 .2/7/12.						
NO. 4						
NO. 5						
I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE 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.						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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

Request for Quotation

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KRISTA FERRELL
304-558-2596

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>..... SIGNATURE PHH Arval COMPANY 1/25/12 DATE</p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AWARD 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 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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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



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

Request for Quotation

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KRISTA FERRELL
304-558-2596

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DEPARTMENT OF ADMINISTRATION
FLEET MANAGEMENT OFFICE
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CHARLESTON, WV
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01/26/2012

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01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.						
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.						
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.)						
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, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.						
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.						
BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE

TELEPHONE

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ADDRESS CHANGES TO BE NOTED ABOVE

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

Request for Quotation

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ADDRESS CORRESPONDENCE TO ATTENTION OF:

KRISTA FERRELL
304-558-2596

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01/26/2012

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
NOTICE						
A SIGNED BID MUST BE SUBMITTED TO:						
DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130						
THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:						
SEALED BID						
BUYER: KRISTA FERRELL-FILE 21						
RFQ. NO.: FLT12006						
BID OPENING DATE: 01/26/2012						
BID OPENING TIME: 1:30 PM						
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: 410-773-8770						

CONTACT PERSON (PLEASE PRINT CLEARLY):						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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304-558-2596

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01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				Phil Fitzgerald		
***** THIS IS THE END OF RFQ FLT12006 ***** 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'

REQUEST FOR QUOTATION AUTOMATIC VEHICLE LOCATION (AVL) DEVICES AND SERVICES PURCHASE - FLT12006

The Acquisition and Contract Administration Section of the Purchasing Division, hereinafter referred to as "State", is soliciting bids for the Fleet Management Office, hereinafter referred to as "FMO", to establish a contract to purchase automatic vehicle location (AVL) devices, data transmission services, accessories, and ancillary equipment for use on state vehicles owned, leased, rented, operated, managed or administered by FMO. This contract will not be used to purchase cell phones or cell phone accessories.

1.0 MANDATORY PRE-BID CONFERENCE

- 1.1 A mandatory pre-bid conference shall be conducted on January 6, 2012 at 1:00 p.m. Eastern Standard Time. Said conference will be held at 2101 Washington Street East, Bldg. 17 (Finance Division), Charleston, West Virginia 25305.

2.0 PURPOSE

- 2.1 The purpose of this RFQ is to request bids from responsible vendors with the intent to award a purchase contract to provide automatic vehicle location devices, data transmission services, accessories, and ancillary equipment for use on State vehicles or by state employees. These automatic vehicle location devices and data transmission services shall include the logging and retention of data; wireless transmission of data; and supporting browser client-server application services. Automatic vehicle location devices, ancillary equipment, accessories, and installation services are included, as well as related maintenance, support services, and data transmission service plans. AVL devices shall include devices that are OBD-II and SAE J-1708/J-1939 schema compliant and are CDMA or GPRS data transmission capable. Optional service may include the use of the device as a Wi-Fi enabler (hot spot) for other Wi-Fi capable devices, e.g., GPS device, notebook/notepad/laptop computer, etc. to access the internet or other related data transmission services.
- 2.2 The State presently utilizes approximately 500 AVL devices and approximately 1,200 data devices (Blackberries, Treos, I-Phone, I-Pad, and similar data devices). FMO plans to increase the number of AVL-equipped vehicles by 1,000 vehicles or more over the standard life of the contract (subject to appropriation).

3.0 DEFINITIONS

The below terms shall be herein defined as:

- A. "Agency": Any entity seeking goods/services under this "Contract".

- B. "Ancillary equipment": Ancillary equipment includes devices or components that are interoperable with AVL devices or support AVL browser client-server application and provide an audible or visual signal to the vehicle driver, e.g., Tom-Tom, Garmin (or equivalent) GPS devices with turn-by-turn directions; Green Road (or equivalent) with red, amber, green light and audible beep or voice reminders (accelerometer and gyroscopic alerts, etc.); DriveCam (or equivalent) forward and rearward facing video capture; radio frequency identification devices, e.g., Inverse, Fuel Master, Zonar (or equivalents) to record vehicle utilization, fuel use, and compliance with Federal inspection standards.
- C. "Basic equipment with diagnostics": Basic equipment with engine diagnostic capabilities are powered by the vehicle and include engine on/off detection; accelerometer, gyroscopic, geospatial location capability; may be upgradable to support additional functionality e.g., door open/closed, plow up/down, seatbelt on/off, etc.; and may be interoperable with other non-engine diagnostic devices such as employee tracker with panic feature; GPS device, laptop/notebook/notepad computer; driver behavior monitoring device; and vehicle inspection compliance device (RFID equipped vehicle), etc.
- D. "Basic equipment without diagnostics": Basic equipment without engine diagnostics are powered by the vehicle, or self-contained device battery, or by car charger and include accelerometer, gyroscopic, geospatial location capability, may be interoperable with other AVL devices allowing for retransmission of a panic signal, use of GPS device; driver behavior monitoring device; and vehicle inspection compliance device (RFID equipped vehicle), etc.
- E. "Asset tracker": A telematic device that that can be self-powered or powered by a vehicle or ancillary equipment; has no diagnostic capability; can be permanently affixed to an asset, temporarily affixed, or hand-carried; and can be a data logger (see "Data logger" below).
- F. "Automatic vehicle location device": Automatic vehicle location devices (also referred to as telematic devices) are used to log data about a vehicle, asset, or employee and transfer information as data over a distance without the use of enhanced electrical conductors or wires.
- G. "Contract": the binding agreement that is entered into between the State of West Virginia and Vendor(s) to provide the services as herein specified.
- H. "CDMA" or Code Division Multiple Access: A competing cell phone service technology to GSM, which is the world's most widely used cell phone standard.
- I. "Data logger": Any device capable of storing data during periods of intermittent or no data service availability and later transmitting that data when data service is restored to a hub, host, or browser client-server AVL application.
- J. "Data Roaming": Data roaming will apply only when the user is outside of the "home area/local data transmission footprint". Roaming is defined as the area

beyond the bordering counties in adjoining states within the continental United States.

- K. "DSP": Data transmission service plan
- L. "ECU": Engine Control Unit
- M. "GPS": Global Positioning System
- N. "GPSR": Global Positioning System Receiver
- O. "Home area/local data transmission footprint": Geographic West Virginia, and bordering counties located in adjoining states, will be considered the "home area", or local data transmission footprint, for all services related to this RFQ.
- P. "J-1708/J-1939": The standard schema used for serial communications between ECUs on heavy-duty vehicles and also between a computer and the vehicle.
- Q. "Mandatory Requirements": The terms "must", "will", "shall", "minimum", "maximum", or "is/are required" identify a mandatory item or factor. Decisions regarding compliance with any mandatory requirements shall be at the sole discretion of the State. Failure on the part of the Vendor to meet any of the mandatory specifications shall result in the disqualification of the bid.
- R. "Manufacturer": the company who produces the equipment.
- S. "OBD-II": On-board Diagnostic vehicle computer. The OBD-II specification provides for a standardized hardware interface—the female 16-pin (2x8) J1962 connector.
- T. "Ping rate": The intervals or frequency of data transmission by the AVL device during a 60-minute period.
- U. "Roaming Cost": Charges that apply only when the user is outside of the "home area/local data transmission footprint". Roaming is defined as the area beyond the bordering counties in adjoining states within the continental United States.
- V. "SAE": Society of Automotive Engineers
- W. "Sets/kits/outfits": Additional hardware, adapters, or manufacturer-specific tools necessary to install AVL device or ancillary equipment.
- X. "Vendor(s)": The successful bidder(s). Section 7.0, provides additional detail on multiple award procedures.

4.0 SCOPE OF WORK

- 4.1 The Vendor(s) will provide a basic device package for purchase by the State. The equipment package shall include a state-selected device (asset tracker,

employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics), mounting sets/kits/outfits (based on selection), external antenna (based on selection), ancillary equipment (based on selection), battery for asset and employee tracker selection, AC and car adapter/charger for asset and employee tracker selection, device installation (if appropriate), and user manual.

- 4.2 Basic equipment with engine diagnostic capabilities shall be powered by the vehicle and include engine on/off detection; accelerometer, gyroscopic, geospatial location capability; may be upgradable to support additional functionality e.g., door open/closed, plow up/down, seatbelt on/off, etc.; and may be interoperable with other non-engine diagnostic devices such as employee tracker with panic feature; GPS device, laptop/notebook/notepad computer; driver behavior monitoring device; and vehicle inspection compliance device (RFID equipped vehicle), etc.
- 4.3 Basic equipment without engine diagnostics will be powered by the vehicle, or self-contained device battery, or by car charger and include accelerometer, gyroscopic, geospatial location capability, may be interoperable with other AVL devices allowing for retransmission of a panic signal, use of GPS device; driver behavior monitoring device; and vehicle inspection compliance device (RFID equipped vehicle), etc.
- 4.4 Vendor(s) shall provide the following services at no additional cost.
 - 4.4.1 For data loggers with engine diagnostics: Browser client-server application for real-time reporting of device location, stop-detail, speed, fuel economy or use, odometer, vehicle inspection compliance (RFID equipped vehicle) and engine diagnostic codes. Additional functionality to modify organizational hierarchy/device/driver, use of dynamic application filtering, and ad-hoc reporting including breadcrumb, geofence, landmark, odd-hours, etc.
 - 4.4.2 For data loggers without engine diagnostics: Browser client-server application for real-time reporting of device location, vehicle inspection compliance (RFID equipped vehicle) and stop-detail. Additional functionality to modify organizational hierarchy/device/employee, use of dynamic application filtering, and ad-hoc reporting including breadcrumb, geofence, landmark, odd-hours, etc.
 - 4.4.3 No roaming charges or fees for data transmission service plans within West Virginia and the bordering counties of adjoining states.
 - 4.4.4 Upgrades or downgrades to service plans by FMO as needed, with no limits.

- 4.4.5 Cancellation of service at the end of the regular billing cycle without early termination fees.
- 4.5 Vendor(s) shall activate service on new devices when shipped.
- 4.6 Vendor(s) must provide one or more of the following items. Cost must be identified on the Cost Proposal Bid Sheet.
 - 4.6.1 Asset tracking device without panic feature
 - 4.6.2 Asset tracking device with panic feature
 - 4.6.3 Employee tracking device (key fob) with panic feature
 - 4.6.4 Data logger with engine diagnostics
 - 4.6.5 Data logger without engine diagnostics
 - 4.6.6 Data logger with visual/audible driver alerts and engine diagnostics
 - 4.6.7 Data logger with visual/audible driver alerts and without engine diagnostics
 - 4.6.8 Data logger with video capture and engine diagnostics
 - 4.6.9 Data logger with video capture and without engine diagnostics
 - 4.6.10 Ancillary equipment (GPS device with visual/audible turn-by-turn capability; driver behavior monitoring device; RFID vehicle inspection device; all with unlimited data transmission service plans which may be separate from or included with AVL device data transmission service plans).
 - 4.6.11 Statewide AVL device data transmission service plans will be based on device "ping" rate.
 - 4.6.12 Browser client-server application that can be used to pinpoint the location of an AVL device, provide real-time reporting, modify organizational hierarchy/device/employee, use dynamic application filtering, and ad-hoc reporting interface including breadcrumb, geofence, landmark, odd-hours, inspection compliance (RFID equipped vehicle) etc.
- 4.7 The successful Vendor(s) shall be available to communicate with the Fleet Management Office on regular basis (monthly or quarterly, at FMO's discretion) to discuss the utilization of this contract and any relevant issues.
- 4.8 Application Security:

The Vendor(s)' browser client-server application must provide the ability to provide user authentication, strong passwords, action selection for a maximum number of failed logon attempts, application lock, an inactivity timeout, and certificate delivery.

5.0 REQUIREMENTS: ORDERING, SERVICE, SUPPORT, REPORTING AND BILLING

5.1 Ordering:

5.1.1 The Vendor(s) shall provide activation of new service at no additional charge.

5.1.2 Devices must be signed for at delivery by FMO.

5.2 Service:

5.2.1 The FMO plans to enter into device purchase agreements for an indefinite quantity of automatic vehicle location devices in the various device categories outlined in this RFQ.

5.2.2 The FMO will furnish written orders for devices to be purchased, specifying make, model, and installation requirements including any required modification or upfitting (manufacturer or third party).

5.2.3 The State of West Virginia is not subject to sales tax, usage tax, or personal property tax.

5.2.4 The FMO shall not cause any lien to be attached to any device without the prior written consent of the Vendor. Authority to sign device purchase agreements on behalf of the FMO rests with the Executive Director, FMO and DOA Fleet Manager.

5.2.5 The FMO shall notify the Vendor, in writing, of any change in name, address, ownership or control of the FMO. Such notification to be supplied to the Vendor within fifteen (15) days of such change.

5.3 Support:

5.3.1 Vendor(s) shall provide a toll-free support number coverage, staffed by technical personnel, to answer technical questions.

5.4 Reporting:

5.4.1 Vendor(s) will provide a free quarterly optimization calculation, as applicable and requested by the FMO. There shall not be any additional charge or commitment for moving a device into a more appropriate data transmission service plan (greater or lesser ping rate per hour). Optimization recommendations must be communicated through a quarterly report. The FMO will use this information for

evaluating AVL and ancillary equipment usage, as provided by the Vendor(s).

- 5.4.2 Vendor(s) shall provide to the FMO an additional monthly report that shows total bytes of usage by AVL device or ancillary equipment serial number, in addition to billing the vehicle using agencies.

5.5 Billing

- 5.5.1 FMO shall have the ability to change data service plans on a particular AVL device at the end of the regular billing cycle without any fee or charge.

- 5.5.2 It will be the responsibility of the successful Vendor(s) to bill the individual spending units based on individual AVL and ancillary equipment requirements. Options may include:

- 5.5.2.1 A separate bill per device requested

- 5.5.2.2 Aggregate billing by agency geographic location

- 5.5.2.3 Aggregate billing for the spending unit

- 5.5.3 This billing shall be provided in a pre-approved format, as agreed upon by both the Vendor(s) and the FMO. These bills will be delivered to the spending unit on a pre-arranged delivery date, mutually agreed upon by the FMO and the Vendor(s). Billing at a minimum should detail, for each AVL device or ancillary equipment on that bill, the following:

- 5.5.3.1 Vehicle number (last six-digits of VIN) or complete VIN (seventeen alpha/numeric characters)

- 5.5.3.2 Device Number

- 5.5.3.3. Office (landline) Number

- 5.5.3.4 Supervisor's Name

- 5.5.3.5. Supervisor's Office (landline) Number

- 5.5.3.6 Department

- 5.5.3.7 Agency Name

- 5.5.3.8 Unit Name

- 5.5.3.9 Organization Number

- 5.5.3.10 Bill to address
- 5.5.3.11 Data transmission service plan level
- 5.5.3.12 Cost of data transmission
- 5.5.3.13 Overage charges, if applicable
- 5.5.3.14 Fees

5.5.4 Vendor(s) shall work directly with spending units to resolve billing issues.

5.5.5 The State will not pay activation fees, disconnection fees, early termination fees, or roaming fees (within the designated "home area"), as part of this contract.

5.5.6 Vendor(s) must include, per AVL device or ancillary equipment number and/or IP address, and all fees (USF, Administrative Fees, etc.). The State cannot pay any tax, fee, or surcharge that is not included as part of the base monthly rate. The State of West Virginia is exempt from all Federal and West Virginia State taxes.

6.0 PROPOSAL FORMAT

The bid format should be as follows:

6.1. Cost Proposal Bid Sheet

6.1.1 The Vendor is required to quote a fixed price fee for all required products and services contained in Section 4.0. Specifically, per-device and fixed price per-ping rate or data transmission service plan charges. If no fee will be imposed on the State, the Vendor must indicate by entering "\$0.00" in the appropriate space provided on the Cost Proposal Bid Sheet.

6.1.2 Rebates, incentives, discounts, and reporting frequency must be identified using the unit of measures provided on the Cost Proposal Bid Sheet (dollars, percentage, time period, transaction type, etc.).

6.1.3 No separate reimbursement will be made to the Vendor(s) for travel, or any other expense or service.

7.0 AWARD

7.1 The State reserves the right to award to one Vendor or to split the award to multiple Vendors based on the lowest cost per item.

7.2 The Vendor(s) are solely responsible for all work performed under the contract and shall assume prime contractor responsibility for all services

offered and products to be delivered under the terms of this contract. The State shall consider the Vendor(s) to be the sole point of contact with regard to all contractual matters. The Vendor(s) may, with the prior written consent of the State, enter into written subcontracts for performance of work under this contract; however, the Vendor(s) are totally responsible for the payment of all subcontractors.

State of West Virginia
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: _____ Signed: _____

Date: _____ Title: _____

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

RFQ No. **FLT12006**STATE OF WEST VIRGINIA
Purchasing Division**PURCHASING AFFIDAVIT**

West Virginia Code §5A-3-10a states: 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.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

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.

WITNESS THE FOLLOWING SIGNATUREVendor's Name: PHH Arva1Authorized Signature: [Signature] Date: 1/27/12State of MarylandCounty of Baltimore, to-wit:Taken, subscribed, and sworn to before me this 27 day of January, 20 12My Commission expires October 21, 20 13

AFFIX SEAL HERE

NOTARY PUBLIC

Mary Lou McKay

MARY LOU MCKOY
NOTARY PUBLIC STATE OF MARYLAND
My Commission Expires October 21, 2013

**PHH ONBOARDSM PROGRAM AGREEMENT
(ITEMIZED)**

AGREEMENT NO(S). _____

THIS PHH ONBOARDTM PROGRAM AGREEMENT (ITEMIZED), dated as of _____, 20____ ("this Agreement"), is entered into by and between PHH VEHICLE MANAGEMENT SERVICES, LLC, a Delaware Limited Liability Company, with offices at 940 Ridgebrook Road, Sparks, MD 21152-9390 ("PHH"), and _____, with offices at _____ ("Client")(together, with PHH, the "Parties").

WHEREAS, PHH has entered into an agreement with Geotab, Inc. ("Geotab") to provide wireless Internet devices or containing Licensed Matter or software (defined in Section 1.1(b)) (the "Devices") and Services, being the services set forth in Exhibit A, to PHH for resale or sublicense to its clients;

WHEREAS, PHH has developed a PHH Onboard ProgramTM offering the Devices and related Services;

WHEREAS, Client desires to lease or purchase such Devices and Services upon the terms and conditions set forth in this Agreement;

NOW, THEREFORE, in consideration of the promises and the mutual covenants and conditions in this Agreement, and other good and valuable consideration, the receipt and adequacy of which are acknowledged by either party, PHH and Client agree as follows:

**ARTICLE 1
TELEMATICS DEVICE AND RELATED SERVICES**

1.1 PHH Obligations. So long as Client complies with the terms set forth in this Agreement, upon Client's placing of an order, PHH shall:

- (a) sell or, as servicer, arrange for D.L.Peterson Trust, the lessor, to lease Devices to Client;
- (b) grant Client a limited, non-exclusive, non-transferable license to the Licensed Matter, defined as Geotab software and/or firmware licensed to PHH for sublicense to Client, including books, manuals, corrections that PHH provides to Client, and any intellectual property provided by PHH for use with the Geotab software or Device which shall continue so long as Client continues to pay monthly fees for Services, provided Client is not otherwise in default under this Agreement; and
- (c) provide Services to Client as set forth in Exhibit A;

1.2 Client Obligations. In addition to the obligations set forth in Exhibit A, Client will perform the following in connection with the Devices and Services:

- (a) install, use, operate, deactivate, or transfer the Devices and Services in accordance with this Agreement and any instructions provided by PHH;
- (b) Comply with all of the requirements, applicable laws, regulations, and then-current policies made available to Client and incorporated herein by reference.

Without PHH's prior written consent, Client will not (i) allow the Devices to become installed in, affixed to, or made part of any other goods or items or real property other than in Vehicles; and (ii) attached to or install on any Device any accessory, attachment, or other device that would impair the originally intended function, operation or good working order of the Device.

**ARTICLE 2
PROPRIETARY RIGHTS, CONFIDENTIALITY, AND PERSONALLY IDENTIFIABLE INFORMATION**

2.1 Personal Identification Numbers (PIN), Passwords, And Secret Questions. A PIN, password or 'secret question' may be required to access the Licensed Matter and Client location-based data. Material failure of Client to protect its PIN, password or secret question, or improper use of the same, may result in termination of the Service. Client accepts full responsibility for the use and protection of Client's PIN, password, or secret question, and acknowledges that PHH and Geotab

are not responsible if an unauthorized party uses these in any way. Client agrees that vendors working with PHH or its designee may have access to Client's information to provide support and services.

2.2 Vehicle Tracking. Location-based data transmitted by the Device may be used by PHH in the delivery of other PHH services to which Client subscribes.

2.3 Confidentiality. From time-to-time, in order to permit the Parties to perform effectively as required under this Agreement, either Party may disclose Confidential Information to the other Party. "Confidential Information" shall mean information of a confidential or proprietary nature, including but not limited to business plans, strategies, research, product plans, products, developments, inventions, processes, designs, drawings, descriptions, blueprints, graphics, engineering, formulae, markets, software (including source and object code), hardware configuration, computer programs, testing procedures, testing equipment, algorithms, internet site designs and functionality, agreements with third parties, confidential information of third parties, services, customers, marketing programs or finances disclosed by one Party to the other Party pursuant to or in contemplation of this Agreement that (i) if disclosed in writing or in some other tangible form, is marked at the time of disclosure as being "confidential" or "proprietary", or (ii) if disclosed orally or by inspection, is identified at the time of disclosure as confidential and is summarized in a written memorandum transmitted to the receiving Party within thirty (30) days of the disclosure with enough specificity for identification purposes; Each Party agrees to treat such Confidential Information as the receiving Party treats its own Confidential Information, and in no event with less than a reasonable standard of care, and such Confidential Information shall not be disclosed to or used by persons or entities which are not Parties to this Agreement, unless such disclosure or use receives the prior written approval of the disclosing Party.

Notwithstanding any other provisions of this Agreement, each Party acknowledges that Confidential Information shall not include any information which: (a) is or becomes publicly known through no wrongful act on the receiving Party's part; or (b) is, at the time of disclosure under this Agreement, already known to the receiving Party; or (c) is, or subsequently becomes, rightfully and without breach of this Agreement, in the receiving Party's possession without any obligation restricting disclosure; or (d) is independently developed by the receiving Party without breach of this Agreement; or (e) is furnished to a third party by the disclosing Party without a similar restriction on the third party's rights; or (f) is explicitly approved for release by written authorization of the disclosing Party. The obligations noted in this Section shall survive the termination, cancellation, or performance of this Agreement for a period of ten (10) years.

In addition to PHH's right to disclose data as set forth below, each party may disclose certain Confidential Information, without violating the obligations of this Agreement, to the extent such disclosure is required by a valid order of a court or other governmental body having jurisdiction, *provided that* the party seeking to disclose the Confidential Information provides the other party with reasonable prior written notice of such disclosure and makes a reasonable effort to obtain, or to assist the other party in obtaining, a protective order preventing or limiting the disclosure and/or requiring that the Confidential Information so disclosed be used only for the purposes for which the law or regulation required, or for which the order was issued.

PHH WILL ONLY DISCLOSE SUCH DATA WHICH MAY INCLUDE PERSONALLY IDENTIFIABLE INFORMATION TO THIRD PARTIES, INCLUDING BUT NOT LIMITED TO GEOTAB, TO PROVIDE SERVICES DESCRIBED IN THIS AGREEMENT AND WHEN REASONABLY NECESSARY, IN PHH'S SOLE DETERMINATION: (i) to enforce or apply the PHH Terms and Conditions; (ii) to defend against legal claims; (iii) to protect the rights, property and safety of PHH, PHH's customers, or others; (iv) to respond to court order, subpoena, or other legal requirement; (v) if the Client data has been aggregated with that of other PHH customers for analysis to improve or support the Services; or (vi) to notify law enforcement authorities of any activities that PHH believe to be unlawful.

2.4 Proprietary Rights. Client acknowledges and agrees that the Licensed Matter, is Geotab's or PHH's proprietary property, and that Geotab or PHH is the owner of all copyrights, trademarks, patents, trade secrets and other proprietary information relative to the Devices and Services, and any and all improvements, modifications, fixes or enhancements to the Devices and Services that are created by Geotab or PHH or their contractors, except for Client data. Client will not copy, modify, disassemble or decompile any Device, and will not disclose or provide access to the Devices or Services to any third party for such a purpose. Client shall notify PHH immediately of any unauthorized use or disclosure of the Devices and Services (and the intellectual property relating thereto).

ARTICLE 3 GENERAL TERMS AND CONDITIONS

3.1 Pricing and Payment Terms.

During the Term, Client agrees to pay PHH the fees set forth in Exhibit B, attached hereto (the "Fees"). All Fees, except for the recurring fees, will be invoiced to Client upon shipment of the Device for installation if purchased, or in accordance with the Lease if the Device is capitalized under the Lease, or upon provision of the applicable Services. The recurring Fees will be charged on a monthly basis in accordance with PHH's then-current, applicable rates and policies commencing (30) days after the applicable Device has been shipped for installation. The recurring Fees shall continue to be charged until the month following the month in which a Deactivation Event (defined below) occurs. For the purposes of this Agreement, a Deactivation Event is defined as the occurrence of any of the following events: (i) a PHH managed replacement

trade, (ii) the receipt of a client sale notice, (iii) a written request from Client to PHH to terminate Services on a specific Vehicle or Device, or (iv) Client is no longer using or operating the Device in accordance with the terms of this Agreement. Client must pay any sales, use taxes and/or other applicable taxes. Unless the invoice states otherwise, payment of all invoices issued by PHH pursuant to this Agreement must be made within ten (10) days of the invoice date. A one and one-half percent (1-1/2%) late payment charge will be applied for each month or fraction of a month that any amount is not paid by the net due date, plus reasonable attorneys' fees incurred by PHH for amounts placed with an outside entity for collection. The fees set forth herein may include an amount that PHH retains for rebillers' services rendered and volume discounts received from service providers.

3.2 Price Modification and CPI Adjustment. PHH reserves the right to modify the service fees set forth in this Agreement upon thirty (30) days' prior written notice to Client. In addition, all fees for Services specified in this Agreement shall be subject to an upward adjustment on January 1 (the "Adjustment Date") of each year during the term of this Agreement. The service fee in effect immediately prior to the Adjustment Date will be increased in proportion to 75% of the increase in the Consumer Price Index during the one (1) year period ending on September 30 of the year preceding the Adjustment Date. For purposes of this Agreement, "Consumer Price Index" means the U.S. City Average Consumer Price Index for Urban Wage-Earners and Clerical Workers as published by the Bureau of Labor Statistics of the United States Department of Labor. If such index is discontinued or revised, the most comparable measure of inflation published by the U.S. government will be substituted to make the adjustment.

3.3 Term, Termination and Default. Either party may terminate this Agreement by giving written notice of termination to the other party at least thirty (30) days prior to the effective date of termination; provided however, that in the event the Client (i) defaults in the payment of any amount due under the Agreement and such default continues for a period of fifteen (15) days following receipt by Client of written notice of such default or default for other purposes (ii) files or has filed against it any action under any provision of any state or federal law relating to insolvency or bankruptcy, or (iii) appoints or has appointed for it a receiver or trustee, (iv) makes an assignment for the benefit of creditors, or (v) defaults in the payment or performance obligations under any other agreement or instrument with PHH or D.L. Peterson Trust, PHH may terminate this Agreement or any program under this Agreement immediately upon notice to Client. Notwithstanding any such termination, the Client will remain responsible to pay all unpaid fees, expenses, costs, and other amounts due and owing under this Agreement whether incurred prior to or following the date of termination.

3.4 Acknowledgements, Representations, and Disclaimer of Warranties.

(a) Client represents and warrants that Client has all rights, approvals, consents, waivers, and/or licenses necessary to install Devices and receive services on Vehicles leased from any third party other than PHH.

(b) PHH hereby assigns, if available and to the extent assignable, all of PHH's rights under Geotab's warranties.

(c) Client acknowledges and understands that:

(i) PHH cannot guaranty that the use of any Device, or Service set forth in this Agreement will prevent or reduce the likelihood of bodily injury and property damage as a result of a Vehicle-related accident;

(ii) PHH is not the manufacturer of the Devices and is not the provider of certain Services pursuant to this Agreement;

(iii) PHH is not responsible and not liable for: (A) delays in delivery, installation or providing the Services, no matter who caused the delay; (B) anything outside PHH's reasonable control or resulting from Client's breach; or (z) the operation of Devices if any item acquired from a third party is used with the Devices;

(iv) Data is collected from the Device installed in a Client vehicle which may, at times, contain technical inaccuracies or errors, and may be changed or updated without notice;

(v) neither the Device nor the Services shall prevent and/or detect all Vehicle problems;

(vi) the Device is a wireless device and data may not be able to be collected from the Device once it travels beyond a certain range;

(vii) Compatibility with or the quality of communications associated with any third party wireless network provider may not be guaranteed.

(d) PHH DOES NOT WARRANT THAT THE RECEIPT OF DATA FROM THE DEVICE WILL BE UNINTERRUPTED, OR THAT ACCESS TO DATA WILL ALWAYS BE TIMELY, NOR DOES IT GUARANTEE THAT CLIENT VEHICLES WILL NOT BREAK DOWN. EXCEPT AS SET FORTH HEREIN, INCLUDING ANY WARRANTIES ASSIGNED TO CLIENT BY PHH, THE DEVICE AND THE SERVICES ARE PROVIDED BY PHH ON AN "AS-IS" BASIS. EXCEPT AS SET FORTH HEREIN, PHH DOES NOT PROVIDE ANY REPRESENTATIONS

OR WARRANTIES OF ANY KIND, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, IMPLIED WARRANTIES OF NONINFRINGEMENT, MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, AS TO THE DEVICE AND THE SERVICES, AND THE DATA (INCLUDING ITS ACCURACY AND AVAILABILITY), SERVICES OR MATERIALS INCLUDED OR OFFERED AS PART OF THE SERVICE.

3.5 Indemnification.

(a) Client Indemnification. Client shall defend, hold harmless, and indemnify PHH from any and all claims, losses, damages, costs, and expenses of whatsoever kind or nature, including reasonable attorneys' fees, arising out of (i) Client's breach of any terms and conditions, including without limitation any warranties, under this Agreement, or (ii) Client's possession, installation, use, deactivation, or transfer of the Devices or Services. If Client fails to defend in a timely manner, then PHH will have the right to defend or settle such claim.

(b) PHH Indemnification. PHH hereby assigns, if available and to the extent assignable, all of PHH's rights under of indemnities provided to PHH by Geotab related to the Devices and Services.

3.6 Compliance with Rules and Laws. Client shall comply and require its personnel to comply, with all then-current, applicable laws, regulations, and policies that PHH may establish and make available to Client from time to time. PHH will provide Client with prior written notice of any changes to the applicable policies. By signing the Agreement, Client acknowledges receipt of the current policies.

3.7 Notices. PHH and Client agree that any notice to be given by a party pursuant to this Agreement will be in writing and delivered personally or sent by registered or certified mail, postage prepaid, return receipt requested, addressed to the respective addresses of the parties as set forth in the first paragraph of this Agreement or to such other persons or addresses as may be designated in writing by the party to receive such notice.

3.8 Severability. No waiver or modification of any of the provisions of this Agreement shall be binding unless in writing and signed by the parties. Failure of either party at any time to require performance of any provision of this Agreement shall not affect the right at a later time to enforce the provision. In the event that any provision of this Agreement is held invalid, illegal, or unenforceable, such invalidity, illegality, or enforceability shall not affect any other provisions of the Agreement.

3.9 Successors and Assigns. This Agreement shall be binding upon and shall inure to the benefit of the parties to the Agreement and their respective permitted successors and assigns.

3.10 Controlling Law. This Agreement shall be governed by, and construed in accordance with, the laws of the State of Maryland.

3.11 Limitation of Liability. NEITHER PHH NOR GEOTAB SHALL BE LIABLE FOR CONSEQUENTIAL, SPECIAL, INDIRECT, OR INCIDENTAL DAMAGES, INCLUDING LOST PROFITS OR LOST DATA, EVEN IF PHH IS TOLD THOSE DAMAGES MAY OCCUR. Client agrees that PHH shall not be liable under contract, tort, strict liability or other legal theory in excess of the lesser of \$200,000 or the amount paid by Client for Devices and Services provided pursuant to this Agreement up to the point the liability accrues, provided that this liability limitation shall not apply to liability arising from indemnification by Geotab for any claim that the items provided by Geotab infringes on the intellectual property rights of any third party.

3.12 Assignment of Rights. PHH may from time to time assign all or any part of its right, title, and interest in this Agreement, including all monies and claims for monies due and to become due to PHH under the Agreement. Client's obligation to pay such monies to assignees, upon prior written notice to Client by PHH, shall not be subject to any claim, defense or setoff that Client may have against PHH or any other party whether such claim, defense or setoff shall have accrued or arisen before or after Client shall have received such notice.

3.13 Entire Agreement. This Agreement, together with all relevant pricing information provided by PHH from time to time, contains the entire agreement and understanding of the parties with respect to the subject matter hereof and supersedes all prior oral or written agreements and understandings related thereto.

IN WITNESS WHEREOF, PHH and the Client have caused this Agreement to be executed and delivered by their respective duly authorized offices as of the date first above written.

PHH VEHICLE MANAGEMENT SERVICES, LLC

By: _____
Vice President

By: _____
Vice President

Print Name: _____

Telematics.geotab (sk) itemized.rev.10.28.10

EXHIBIT A: Services

PHH Services

Device Management

PHH Onboard provides the following device management services:

- Order devices and coordinate with client specific ordering and delivery preferences as specifically agreed.
- Provide device installation oversight and coordination with Geotab's approved network of installers according to pricing defined in Exhibit B.
- Activate and enable devices.
- Deactivate and disable devices as a vehicle comes out of service or as requested by the client in writing through defined procedures.
- Maintain vehicle association in PHH system.
- Monitor device performance according to manufacturers' warranty.
- Process claims for defective device warranty resolution.

Consulting & Support

PHH Onboard provides client aligned consulting support to provide the following:

- ROI objective definition and measurement to meet client defined requirements, benchmarking and quarterly results reporting using the information available to PHH.
- Best practice, policy, culture change management messaging and communication development.
- Set up of My Geotab including user preferences, Dashboard, business rules and reports
- Technical solutions recommendations including selection of hardware and data plans.
- Communications coverage assessment based on client defined requirements.
- Initial implementation planning and coordination according to agreed plan.
- Device acquisition planning and replacement policy.

Training & Support

- Provide Help Desk support from 8:00 AM to 5:00 PM EST, Monday through Friday excluding PHH Holidays
- Make initial and refresher training available for PHH InterActive Onboard and Checkmate users via scheduled WebEx sessions scheduled as required.
- Custom and on site training services are available.
- Training tools available through PHH InterActive.

Consolidated Billing & Payment

- PHH Onboard related expenses are paid to suppliers and rebilled or capitalized according to billing options as specified in Exhibit B.

Fleet Service Integration

- PHH enhances fleet products, services and processes with telematics information to improve client's fleet operating cost, service delivery and experience of drivers. The specific integration of data or telematics enhanced services depends on the specific services to which the client subscribes. An example of service integration is that replacement cycle vehicle ordering through PHH automatically includes the telematics device in accordance with client policy and deactivation of the old device being replaced. Selected portions of Geotab's Device generated data may be integrated into PHH's databases and applications. The Standard PHH Onboard Service is continually evolving to help fleet customers manage their fleets more effectively. To better serve Client needs, PHH reserves the right to modify the Standard PHH Onboard Service as necessary in a way that does not adversely impact the service as described above, at no additional cost to Client, upon receipt of prior written notice.

Geotab Services

Geotab Onboard Information Portal

- The Geotab Onboard Portal known as MyGEOTAB is used to view Geotab's Checkmate application. It is designed to meet the needs of users across all functional areas and may be used to establish client reporting and alerting preferences, mapping, vehicle location and landmarks management. MyGEOTAB is web hosted by Geotab and may be stored or transmitted through Geotab or third-party facilities. Data is stored at Geotab or its third-party facilities and available for online use for 12 months and archived thereafter.

Telematics Hardware Installations

- Provide Geotab approved and contracted 3rd party telematics installers to install telematics hardware
- Provide installation guides and technical assistance to installers
- Provide payment to installers and billing to PHH

Technical Support

- Provide PHH with tier 3 technical and engineering trouble shooting support from 8:00 AM to 5:00 PM EST, Monday through Friday excluding Geotab Holidays

Device Warranty

- Provide device warranty troubleshooting and return authorization process & guidelines
- Fulfill device replacement for defective devices under warranty

Cellular Communication

- The PHH Onboard telematics device can be equipped to capture and send data using cellular communication technology when operating in areas with adequate cellular signal strength. When operating in non-cellular areas, the telematics device has the ability to store data for up to thirty days depending driving patterns and then transmit the data upon returning to an adequate cell area. Cellular communication options include multiple telecommunication carriers offering HSPA and GPRS networks.

Satellite Communication

- The PHH Onboard telematics device can be equipped to capture and send data using satellite communication technology. This can be accomplished by using an optional satellite modem as the host communication method or as a slave communication method in conjunction with a cellular modem. The satellite communication is accomplished using the Iridium network and the cellular failover is accomplished using HSPA or GPRS networks.

Client Responsibilities

Client is responsible for the following:

- When using MyGEOTAB software:
 - Must permit access beyond the Company firewall to the designated URL via the internet
 - Meet minimum PC specification to run Checkmate 5.2 Software:

Windows XP, Service Pack 2, all updates including Microsoft .Net Framework 2.0, 1GB RAM, 1GB hard disk memory (Microsoft MapPoint 2006), and additional minimum GB hard disk free space for data storage, connection to the PHH central server with SQL server database, connection to the internet for access to web-based map sources. Minimum PC specification is subject to change with new software releases, map requirements.

- Appoint one person in the Client organization to work with PHH client aligned Consultant on installation coordination and be responsible for resolving escalated issues within the Client's organization.
- Communicate and enforce policies and expectations to drive change in behavior needed to achieve the Client's objectives and support PHH's facilitation of the service.
- Client must have express permission from PHH, not to be unreasonably withheld, before installing, removing or transferring a device.

SAMPLE

EXHIBIT B: PHH Itemized Pricing *

Part Number	Telematics Hardware Description	Estimated Quantity	Per Vehicle/Mo
Communications Plan (describe below)			
PHH Onboard Options			
Installation Options			
Standard Installation (groups of 5 or more vehicles in the same location)			
PHH Onboard Monthly Fee *			

Notes:

*PHH Onboard Itemized Pricing includes all standard PHH Onboard services as described in Exhibit A.

PHH may adjust pricing with 90 days notice if estimated volume requirements or third party costs materially change.

Exclusions:

Items not included in the PHH Onboard All Inclusive Pricing include, but are not limited to:

- 1) Device damage caused by driver tampering or vehicle collision damage that would void warranty
- 2) Applicable taxes and shipping
- 3) Hardware device cancellation/change fee per order of \$75
- 4) Hardware device rush order, per device or bulk shipment of \$30
- 5) Device transfer management fee of \$70 per occurrence (vehicle to vehicle device transfer)
- 6) Device transfer installation costs at current market rate (vehicle to vehicle device transfer)
- 7) Non-standard installation costs that may include but are not limited to mobile installation trip charges, excess mileage or rush charges will all be passed through to the client.
- 8) Any other direct costs incurred by PHH but not listed here in support of the execution of PHH Onboard on behalf of the client will be passed through.

Device with CDMA

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Asset Tracker # ____ without Panic Feature																			
Manufacturer	no bid																		
Model																			
CDMA Device Cost			50	\$0		\$0													\$
GPRS Device Cost			50		\$0	\$0													\$
Battery Cost			50	\$0		\$0													\$
Antenna Cost			50	\$0		\$0													\$
Car Charger Cost			50	\$0		\$0													\$
Kits/Sets/Outfits Cost			50	\$0		\$0													\$
Installation Cost			50				\$0	\$0	\$0										\$
DSP Cost (5-minute ping)			50								\$0	\$0							\$
Roaming Cost			50										\$0	\$0	\$0				\$
Browser client-server application			50													\$0	\$0	\$0	\$
Total																			\$

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmissio n Service Plan Cost (5-minute ping rate)	Data Transmissio n Service Plan Discount (5-minute ping rate)	Net Data Transmissio n Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Employee Tracker (key fob) # ____ with Panic Feature																			
Manufacturer	NO BID																		
Model																			
CDMA Device Cost			50			\$0													\$0
GPRS Device Cost			50			\$0													\$0
Battery Cost			50			\$0													\$0
Antenna Cost			50			\$0													\$0
Car Charger Cost			50			\$0													\$0
Kits/Sets/Outfits Cost			50			\$0													\$0
Installation Cost			50						\$0										\$0
DSP Cost (5-minute ping)			50									\$0							\$0
Roaming Cost			50												\$0				\$0
Browser client-server application			50															\$0	\$0
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Data Logger # ____ with Engine Diagnostics																			
Manufacturer	Geotab																		
Model		GO4/GO5																	
CDMA Device Cost OBD-II			500	\$484	\$10	\$474													\$237,000
CDMA Device Cost J1708/J1930			500	\$535	\$10	\$525													\$262,500
GPRS Device Cost OBD-II			500			\$0													\$0
GPRS Device Cost J1708/J1930			500			\$0													\$0
Battery Cost			500	\$0		\$0													\$0
Antenna Cost			500	\$0		\$0													\$0
Car Charger Cost			500	\$0		\$0													\$0
Kits/Sets/Outfits Cost			500	\$0		\$0													\$0
Installation Cost			500				\$135	\$0	\$135										\$67,500
DSP Cost (5-minute ping)			500							\$30	\$0	\$30							\$15,000
Roaming Cost			500										\$0		\$0				\$0
Browser client-server application			500													\$0		\$0	\$0
Total																			\$582,000

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Data Logger # ____ without Engine Diagnostics																			
Manufacturer	GeoTab																		
Model		GO4/GO5																	
CDMA Device Cost			7000	\$535	\$75	\$460													\$3,220,000
GPRS Device Cost			7000			\$0													\$0
Battery Cost			7000	\$0		\$0													\$0
Antenna Cost			7000	\$0		\$0													\$0
Car Charger Cost			7000	\$0		\$0													\$0
Kits/Sets/Outfits Cost			7000	\$0		\$0													\$0
Installation Cost			7000				\$135	\$0	\$135										\$945,000
DSP Cost (5-minute ping)			7000							\$30	\$0	\$30							\$210,000
Roaming Cost			7000										\$0		\$0				\$0
Browser client-server application			7000													\$0		\$0	\$0
Total																			\$4,375,000

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Data Logger with Visual/Audible Driver Alerts and with Engine Diagnostics #____																			
Manufacturer	GeoTab																		
Model		GO4/GO5																	
CDMA Device Cost OBD-II			50	\$484	\$0	\$484													\$24,200
CDMA Device Cost J1708/J1930			50	\$535	\$0	\$535													\$26,750
GPRS Device Cost OBD-II			50		\$0	\$0													\$0
GPRS Device Cost J1708/J1930			50		\$0	\$0													\$0
Battery Cost			50	\$0		\$0													\$0
Antenna Cost			50	\$0		\$0													\$0
Car Charger Cost			50	\$0		\$0													\$0
Kits/Sets/Outfits Cost			50	\$0		\$0													\$0
Installation Cost			50				\$135	\$0	\$135										\$6,750
DSP Cost (5-minute ping)			50							\$30	\$0	\$30							\$1,500
Roaming Cost			50										\$0		\$0				\$0
Browser client-server application			50													\$0		\$0	\$0
Total																			\$59,200

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmissio n Service Plan Cost (5-minute ping rate)	Data Transmissio n Service Plan Discount (5-minute ping rate)	Net Data Transmissio n Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Data Logger with Visual/Audible Driver Alerts and without Engine Diagnostics #_____																			
Manufacturer	GeoTab																		
Model		GO4/GO5																	
CDMA Device Cost			2000	\$535	\$45	\$490													\$980,000
GPRS Device Cost			2000			\$0													\$0
Battery Cost			2000	\$0		\$0													\$0
Antenna Cost			2000	\$0		\$0													\$0
Car Charger Cost			2000	\$0		\$0													\$0
Kits/Sets/Outfits Cost			2000	\$0		\$0													\$0
Installation Cost			2000				\$135	\$0	\$135										\$270,000
DSP Cost (5-minute ping)			2000							\$30	\$0	\$30							\$60,000
Roaming Cost			2000										\$0		\$0				\$0
Browser client-server application			2000													\$0		\$0	\$0
Total																			\$1,310,000

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmissio n Service Plan Cost (5-minute ping rate)	Data Transmissio n Service Plan Discount (5-minute ping rate)	Net Data Transmissio n Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Data Logger with Video Capture and with Engine Diagnostics #____																			
Manufacturer	No Bid																		
Model																			
CDMA Device Cost OBD-II			50			\$0													\$0
CDMA Device Cost J1708/J1930			50			\$0													\$0
GPRS Device Cost OBD-II			50			\$0													\$0
GPRS Device Cost J1708/J1930			50			\$0													\$0
Battery Cost			50			\$0													\$0
Antenna Cost			50			\$0													\$0
Car Charger Cost			50			\$0													\$0
Kits/Sets/Outfits Cost			50			\$0													\$0
Installation Cost			50						\$0										\$0
DSP Cost (5-minute ping)			50									\$0							\$0
Roaming Cost			50												\$0				\$0
Browser client-server application			50															\$0	\$0
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Data Logger with Video Capture and without Engine Diagnostics #____																			
Manufacturer	No Bid																		
Model																			
CDMA Device Cost OBD-II			200			\$0													\$0
CDMA Device Cost J1708/J1930			200			\$0													\$0
GPRS Device Cost OBD-II			200			\$0													\$0
GPRS Device Cost J1708/J1930			200			\$0													\$0
Battery Cost			200			\$0													\$0
Antenna Cost			200			\$0													\$0
Car Charger Cost			200			\$0													\$0
Kits/Sets/Outfits Cost			200			\$0													\$0
Installation Cost			200						\$0										\$0
DSP Cost (5-minute ping)			200									\$0							\$0
Roaming Cost			200												\$0				\$0
Browser client-server application			200															\$0	\$0
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Ancillary Equipment Battery #____																			
Manufacturer	No Bid																		
Model																			
CDMA Device Cost OBD-II																			
CDMA Device Cost J1708/J1930																			
GPRS Device Cost OBD-II																			
GPRS Device Cost J1708/J1930																			
Battery Cost			50		\$0	\$0													\$0
Antenna Cost																			
Car Charger Cost																			
Kits/Sets/Outfits Cost																			
Installation Cost																			
DSP Cost (5-minute ping)																			
Roaming Cost																			
Browser client-server application																			
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Ancillary Equipment Battery #____																			
Manufacturer	No Bid																		
Model																			
CDMA Device Cost OBD-II																			
CDMA Device Cost J1708/J1930																			
GPRS Device Cost OBD-II																			
GPRS Device Cost J1708/J1930																			
Battery Cost																			
Antenna Cost			50			\$0													\$0
Car Charger Cost																			
Kits/Sets/Outfits Cost																			
Installation Cost																			
DSP Cost (5-minute ping)																			
Roaming Cost																			
Browser client-server application																			
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Ancillary Equipment Battery #____																			
Manufacturer	No Bid																		
Model																			
CDMA Device Cost OBD-II																			
CDMA Device Cost J1708/J1930																			
GPRS Device Cost OBD-II																			
GPRS Device Cost J1708/J1930																			
Battery Cost																			
Antenna Cost																			
Car Charger Cost			50			\$0													\$0
Kits/Sets/Outfits Cost																			
Installation Cost																			
DSP Cost (5-minute ping)																			
Roaming Cost																			
Browser client-server application																			
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Ancillary Equipment Battery #____																			
Manufacturer	No Bid																		
Model																			
CDMA Device Cost OBD-II																			
CDMA Device Cost J1708/J1930																			
GPRS Device Cost OBD-II																			
GPRS Device Cost J1708/J1930																			
Battery Cost																			
Antenna Cost																			
Car Charger Cost																			
Kits/Sets/Outfits Cost			50			\$0													\$0
Installation Cost																			
DSP Cost (5-minute ping)																			
Roaming Cost																			
Browser client-server application																			
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Device with GPRS

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Asset Tracker # ____ without Panic Feature																			
Manufacturer	Network Fleet																		
Model		AT-1400																	
CDMA Device Cost			50	\$0		\$0													\$0
GPRS Device Cost			50	\$390	\$0	\$390													\$19,500
Battery Cost			50	\$0		\$0													\$0
Antenna Cost			50	\$0		\$0													\$0
Car Charger Cost			50	\$0		\$0													\$0
Kits/Sets/Outfits Cost			50	\$0		\$0													\$0
Installation Cost			50				\$0	\$0	\$0										\$0
DSP Cost (5-minute ping)			50							\$18	\$0	\$18							\$900
Roaming Cost			50										\$0	\$0	\$0				\$0
Browser client-server application			50													\$0	\$0	\$0	\$0
Total																			\$20,400

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.

DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.

Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Employee Tracker (key fob) # ____ with Panic Feature																			
Manufacturer	NO BID																		
Model																			
CDMA Device Cost			50			\$0													\$0
GPRS Device Cost			50			\$0													\$0
Battery Cost			50			\$0													\$0
Antenna Cost			50			\$0													\$0
Car Charger Cost			50			\$0													\$0
Kits/Sets/Outfits Cost			50			\$0													\$0
Installation Cost			50						\$0										\$0
DSP Cost (5-minute ping)			50									\$0							\$0
Roaming Cost			50												\$0				\$0
Browser client-server application			50															\$0	\$0
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmissio n Service Plan Cost (5-minute ping rate)	Data Transmissio n Service Plan Discount (5-minute ping rate)	Net Data Transmissio n Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Data Logger # ____ with Engine Diagnostics																			
Manufacturer	Geotab																		
Model		GO4/GO5																	
CDMA Device Cost OBD-II			500			\$0													\$0
CDMA Device Cost J1708/J1930			500			\$0													\$0
GPRS Device Cost OBD-II			500	\$228	\$10	\$218													\$109,000
GPRS Device Cost J1708/J1930			500	\$279	\$10	\$269													\$134,500
Battery Cost			500	\$0		\$0													\$0
Antenna Cost			500	\$0		\$0													\$0
Car Charger Cost			500	\$0		\$0													\$0
Kits/Sets/Outfits Cost			500	\$0		\$0													\$0
Installation Cost			500				\$135	\$0	\$135										\$67,500
DSP Cost (5-minute ping)			500							\$28	\$0	\$28							\$14,000
Roaming Cost			500										\$0		\$0				\$0
Browser client-server application			500													\$0		\$0	\$0
Total																			\$325,000

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Data Logger # ____ without Engine Diagnostics																			
Manufacturer	GeoTab																		
Model		GO4/GO5																	
CDMA Device Cost			7000			\$0													\$0
GPRS Device Cost			7000	\$279	\$75	\$204													\$1,428,000
Battery Cost			7000	\$0		\$0													\$0
Antenna Cost			7000	\$0		\$0													\$0
Car Charger Cost			7000	\$0		\$0													\$0
Kits/Sets/Outfits Cost			7000	\$0		\$0													\$0
Installation Cost			7000				\$135	\$0	\$135										\$945,000
DSP Cost (5-minute ping)			7000							\$28	\$0	\$28							\$196,000
Roaming Cost			7000										\$0		\$0				\$0
Browser client-server application			7000													\$0		\$0	\$0
Total																			\$2,569,000

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.

DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.

Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Data Logger with Visual/Audible Driver Alerts and with Engine Diagnostics #____																			
Manufacturer	GeoTab																		
Model		GO4/GO5																	
CDMA Device Cost OBD-II			50		\$0	\$0													\$0
CDMA Device Cost J1708/J1930			50		\$0	\$0													\$0
GPRS Device Cost OBD-II			50	\$228	\$0	\$228													\$11,400
GPRS Device Cost J1708/J1930			50	\$279	\$0	\$279													\$13,950
Battery Cost			50	\$0		\$0													\$0
Antenna Cost			50	\$0		\$0													\$0
Car Charger Cost			50	\$0		\$0													\$0
Kits/Sets/Outfits Cost			50	\$0		\$0													\$0
Installation Cost			50				\$135	\$0	\$135										\$6,750
DSP Cost (5-minute ping)			50							\$28	\$0	\$28							\$1,400
Roaming Cost			50										\$0		\$0				\$0
Browser client-server application			50													\$0		\$0	\$0
Total																			\$33,500

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmissio n Service Plan Cost (5-minute ping rate)	Data Transmissio n Service Plan Discount (5-minute ping rate)	Net Data Transmissio n Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Data Logger with Visual/Audible Driver Alerts and without Engine Diagnostics #_____																			
Manufacturer	GeoTab																		
Model		GO4/GO5																	
CDMA Device Cost			2000			\$0													\$0
GPRS Device Cost			2000	\$279	\$45	\$234													\$468,000
Battery Cost			2000	\$0		\$0													\$0
Antenna Cost			2000	\$0		\$0													\$0
Car Charger Cost			2000	\$0		\$0													\$0
Kits/Sets/Outfits Cost			2000	\$0		\$0													\$0
Installation Cost			2000				\$135	\$0	\$135										\$270,000
DSP Cost (5-minute ping)			2000							\$28	\$0	\$28							\$56,000
Roaming Cost			2000										\$0		\$0				\$0
Browser client-server application			2000													\$0		\$0	\$0
Total																			\$794,000

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmissio n Service Plan Cost (5-minute ping rate)	Data Transmissio n Service Plan Discount (5-minute ping rate)	Net Data Transmissio n Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Data Logger with Video Capture and with Engine Diagnostics #____																			
Manufacturer	No Bid																		
Model																			
CDMA Device Cost OBD-II			50			\$0													\$0
CDMA Device Cost J1708/J1930			50			\$0													\$0
GPRS Device Cost OBD-II			50			\$0													\$0
GPRS Device Cost J1708/J1930			50			\$0													\$0
Battery Cost			50			\$0													\$0
Antenna Cost			50			\$0													\$0
Car Charger Cost			50			\$0													\$0
Kits/Sets/Outfits Cost			50			\$0													\$0
Installation Cost			50						\$0										\$0
DSP Cost (5-minute ping)			50									\$0							\$0
Roaming Cost			50												\$0				\$0
Browser client-server application			50															\$0	\$0
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmissio n Service Plan Cost (5-minute ping rate)	Data Transmissio n Service Plan Discount (5-minute ping rate)	Net Data Transmissio n Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Data Logger with Video Capture and without Engine Diagnostics #____																			
Manufacturer	No Bid																		
Model																			
CDMA Device Cost OBD-II			200			\$0													\$0
CDMA Device Cost J1708/J1930			200			\$0													\$0
GPRS Device Cost OBD-II			200			\$0													\$0
GPRS Device Cost J1708/J1930			200			\$0													\$0
Battery Cost			200			\$0													\$0
Antenna Cost			200			\$0													\$0
Car Charger Cost			200			\$0													\$0
Kits/Sets/Outfits Cost			200			\$0													\$0
Installation Cost			200						\$0										\$0
DSP Cost (5-minute ping)			200									\$0							\$0
Roaming Cost			200												\$0				\$0
Browser client-server application			200															\$0	\$0
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Ancillary Equipment Battery #____																			
Manufacturer	Network Fleet																		
Model																			
CDMA Device Cost OBD-II																			
CDMA Device Cost J1708/J1930																			
GPRS Device Cost OBD-II																			
GPRS Device Cost J1708/J1930																			
Battery Cost			50	\$75	\$0	\$75													\$3,750
Antenna Cost																			
Car Charger Cost																			
Kits/Sets/Outfits Cost																			
Installation Cost																			
DSP Cost (5-minute ping)																			
Roaming Cost																			
Browser client-server application																			
Total																			\$3,750

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Ancillary Equipment Battery # ____																			
Manufacturer	No Bid																		
Model																			
CDMA Device Cost OBD-II																			
CDMA Device Cost J1708/J1930																			
GPRS Device Cost OBD-II																			
GPRS Device Cost J1708/J1930																			
Battery Cost																			
Antenna Cost			50			\$0													\$0
Car Charger Cost																			
Kits/Sets/Outfits Cost																			
Installation Cost																			
DSP Cost (5-minute ping)																			
Roaming Cost																			
Browser client-server application																			
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Ancillary Equipment Battery #____																			
Manufacturer	No Bid																		
Model																			
CDMA Device Cost OBD-II																			
CDMA Device Cost J1708/J1930																			
GPRS Device Cost OBD-II																			
GPRS Device Cost J1708/J1930																			
Battery Cost																			
Antenna Cost																			
Car Charger Cost			50			\$0													\$0
Kits/Sets/Outfits Cost																			
Installation Cost																			
DSP Cost (5-minute ping)																			
Roaming Cost																			
Browser client-server application																			
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	Device Cost	Device Discount	Net Device Cost	Installation Cost	Installation Discount	Net Installation Cost	Data Transmission Service Plan Cost (5-minute ping rate)	Data Transmission Service Plan Discount (5-minute ping rate)	Net Data Transmission Service Plan Cost (5-minute ping rate)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost
Ancillary Equipment Battery #____																			
Manufacturer	No Bid																		
Model																			
CDMA Device Cost OBD-II																			
CDMA Device Cost J1708/J1930																			
GPRS Device Cost OBD-II																			
GPRS Device Cost J1708/J1930																			
Battery Cost																			
Antenna Cost																			
Car Charger Cost																			
Kits/Sets/Outfits Cost			50			\$0													\$0
Installation Cost																			
DSP Cost (5-minute ping)																			
Roaming Cost																			
Browser client-server application																			
Total																			\$0

Basic Package – Device (asset tracker, employee tracker, data logger with engine diagnostics, data logger without engine diagnostics, data logger with visual/audible alerts and engine diagnostics, data logger with visual/audible alerts without engine diagnostics, data logger with video capture and engine diagnostics, data logger with video capture without engine diagnostics) and user manual.
 DSP – 12 pings per hour or unlimited data transmission for ancillary equipment.
 Roaming Cost – Cost of Roaming if out of state.