



Seamed 2/21/2012

**To:** Bid Clerk  
**Fax Number:** 304-558-3970  
**From:** GPS Insight, LLC  
**Re:** Addition to GPS Insight bid submission for RFQ FLT12006 –  
Acknowledgement of Amendment NO. 2

**BUYER:** KRISTA FERRELL – FILE 21  
**RFQ. NO.:** FLT12006  
**BID OPENING DATE:** 02/09/2012  
**BID OPENING TIME:** 1:30 PM  
**BID CONTACT PHONE:** GPS INSIGHT 480-663-9454  
**CONTACT PERSON:** GPS INSIGHT -- EVELYN LAWSON

RECEIVED  
2012 JAN 30 AM 10:01  
WV PURCHASING  
DIVISION

Page 1 of 2



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  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF  
 KRISTA FERRELL  
 304-558-2596

\*111085943 866-477-4321  
 GPS INSIGHT LLC  
 21803 N SCOTTSDALE RD # 220  
 SCOTTSDALE AZ 85255

VENDOR

SHIP TO

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	FOB	FREIGHT TERMS
01/24/2012				

BID OPENING DATE: 02/09/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 2		
				THIS ADDENDUM IS ISSUED TO:		
				1.) PROVIDE ANSWERS TO TECHNICAL QUESTIONS INADVERTENTLY OMITTED IN ADDENDUM NO. 1 AND		
				2.) EXTEND THE BID OPENING DATE		
				BID OPENING DATE IS EXTENDED TO: 02/09/2012		
				BID OPENING TIME REMAINS: 1:30 PM		
				***** END ADDENDUM NO. 2 *****		
001	1	EA		550-91		
				AUTOMATIC VEHICLE LOCATION DEVICES		
				***** THIS IS THE END OF RFQ FLT12006 ***** TOTAL:		

*GPS Insight, LLC*  
*Krista Ferrell*  
 1-25-2012  
 Please add to  
 mailed bid.  
 Thank you

Page 2 of 2

SIGNATURE		TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE	



From:

01/25/2012 11:21

#481 P.001/002



**To:** Bid Clerk

**Fax Number:** 304-558-3970

**From:** GPS Insight, LLC

**Re:** Addition to GPS Insight bid submission for RFQ FLT12006 –  
Acknowledgement of Amendment NO. 2

**BUYER:** KRISTA FERRELL – FILE 21

**RFQ. NO.:** FLT12006

**BID OPENING DATE:** 02/09/2012

**BID OPENING TIME:** 1:30 PM

**BID CONTACT PHONE:** GPS INSIGHT 480-663-9454

**CONTACT PERSON:** GPS INSIGHT -- EVELYN LAWSON

RECEIVED  
 2012 JAN 25 P 1:30  
 PURCHASING DIVISION  
 STATE OF WV

*Page 1 of 2*



State of West Virginia  
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KRISTA FERRELL
304-558-2596

ADDRESS

\*111085943      866-477-4321  
 GPS INSIGHT LLC  
 21803 N SCOTTSDALE RD # 220  
 SCOTTSDALE AZ 85255

ADDRESS

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

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01/24/2012				
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				BID OPENING DATE IS EXTENDED TO: 02/09/2012		
				BID OPENING TIME REMAINS: 1:30 PM		
				***** END ADDENDUM NO. 2 *****		
001	1	EA		550-91		
				AUTOMATIC VEHICLE LOCATION DEVICES		
				***** THIS IS THE END OF RFQ FLT12006 ***** TOTAL:		

*GPS Insight LLC*  
*Harold Keith*  
*1-25-2012*  
*Please add to*  
*mailed bid.*  
*Thank you*

*Page 2 of 2*

SIGNATURE			TELEPHONE	DATE
TITLE		FEIN	ADDRESS CHANGES TO BE NOTED ABOVE	



State of West Virginia  
 Department of Administration  
 Purchasing Division  
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# Request for Quotation

RFQ NUMBER
FLT12006

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
KRISTA FERRELL 304-558-2596

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

SHIP TO

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
02/07/2012				

BID OPENING DATE: 02/21/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 3		
<p>THIS ADDENDUM IS ISSUED TO:</p> <p>1.) PROVIDE REVISED COST SHEET PER THE ATTACHED. VENDORS REGISTERED WITH THE WV STATE PURCHASING DIVISION MAY DOWNLOAD AN ELECTRONIC VERSION OF THIS PRICING SHEET AT:  <a href="http://www.state.wv.us/admin/purchase/newbul.htm">HTTP://WWW.STATE.WV.US/ADMIN/PURCHASE/NEWBUL.HTM</a>            VENDORS NOT REGISTERED WITH THE PURCHASING DIVISION MAY REQUEST AN ELECTRONIC COPY BY CONTACTING KRISTA FERRELL IN THE WEST VIRGINIA STATE PURCHASING DIVISION AT KRISTA.S.FERRELL@WV.GOV. PLEASE BE SURE TO INCLUDE THE RFQ NUMBER IN THE SUBJECT LINE OF YOUR EMAIL.</p> <p>2.) TO EXEND THE BID OPENING DATE</p> <p>BID OPENING DATE IS EXTENDED TO: 02/21/2012            BID OPENING TIME REMAINS:1:30 PM</p> <p>***** END ADDENDUM NO. 3 *****</p>						

*Harold Keith*  
 GPS Insight, LLC  
 2-15-2012

*Please Add to Mailed bid. Thank You*

RECEIVED

2012 FEB 17 P 3:33

PURCHASING DIVISION  
 STATE OF WV

*Harold Keith*  
 GPS Insight, LLC  
 2-15-2012

This Addendum is being faxed for notification only and contains cost sheets which are too large to fax. Copies have been mailed to all vendors attending the mandatory pre-bid meeting.

0001	1	EA	550-91	AUTOMATIC VEHICLE LOCATION DEVICES		
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SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
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TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
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WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia  
 Department of Administration  
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# Request for Quotation

RFQ NUMBER
FLT12006

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
KRISTA FERRELL 304-558-2596

VENDOR

**GPS Insights**  
**Attn: Quote Request Department**  
**21803 N. Scottsdale Road, Suite 220**  
**Scottsdale, AZ 85255**

SHIP TO

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
0001	1	EA		550-91		
<p><b>AUTOMATIC VEHICLE LOCATION DEVICES</b></p> <p><b>REQUEST FOR QUOTATION (RFQ)</b>  <b>OPEN END CONTRACT</b></p> <p>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.</p> <p>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.</p> <p>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</p>						

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2

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 TYPE NAME/ADDRESS HERE

VENDOR

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<p>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.</p> <p>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.</p> <p>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.</p> <p>DEADLINE FOR ALL TECHNICAL QUESTIONS IS JANUARY 12, 2011 AT THE CLOSE OF BUSINESS.</p> <p>ANY TECHNICAL QUESTIONS RECEIVED WILL BE ANSWERED BY FORMAL WRITTEN ADDENDUM TO BE ISSUED AFTER THE DEADLINE HAS LAPSED.</p> <p>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.</p> <p>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</p>						

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SIGNATURE	TELEPHONE	DATE
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# Request for Quotation

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VENDOR

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

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
				<i>Harold Leathers</i> ..... SIGNATURE  <i>GPS Insight LLC</i> ..... COMPANY  <i>January 23, 2012</i> ..... DATE		
NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID. REV. 09/21/2009 EXHIBIT 3 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. 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. 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						

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SIGNATURE	TELEPHONE	DATE
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State of West Virginia  
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 Purchasing Division  
 2019 Washington Street East  
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# Request for Quotation

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**FLT12006**

PAGE  
**6**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**KRISTA FERRELL  
 304-558-2596**

VENDOR

RFQ COPY  
 TYPE NAME/ADDRESS HERE

SHIP TO

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

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LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 05/26/2009</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p> <p>EXHIBIT 4</p> <p>LOCAL GOVERNMENT BODIES: UNLESS THE VENDOR INDICATES IN THE BID HIS REFUSAL TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO COUNTY, SCHOOL, MUNICIPAL AND OTHER LOCAL GOVERNMENT BODIES, THE BID SHALL EXTEND TO POLITICAL SUBDIVISIONS OF THE STATE OF WEST VIRGINIA. IF THE VENDOR DOES NOT WISH TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO ALL POLITICAL SUBDIVISIONS OF THE STATE, THE VENDOR MUST CLEARLY INDICATE SUCH REFUSAL IN HIS BID. SUCH REFUSAL SHALL NOT PREJUDICE THE AWARD OF THIS CONTRACT IN ANY MANNER.</p> <p>REV. 3/88</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE		TELEPHONE	DATE
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# Request for Quotation

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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
-----						
***** THIS IS THE END OF RFQ FLT12006 ***** TOTAL: _____						
<i>Harold Letner</i> Director of Business Development GPS Insight, LLC 1-23-2012						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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

- 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

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.

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

- 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

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.

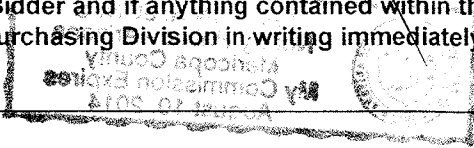
- 1. Application is made for 2.5% resident vendor preference for the reason checked: Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or, Bidder is a partnership, association or corporation resident 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: \_\_\_\_\_



Not Applicable

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



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  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**KRISTA FERRELL  
 304-558-2596**

VENDOR

RFQ COPY  
 TYPE NAME/ADDRESS HERE

SHIP TO

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
01/19/2012				

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

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 1		
				THIS ADDENDUM IS ISSUED TO:		
				1.) PROVIDE A COPY OF THE MANDATORY PRE-BID ATTENDEE LIST AND		
				2.) PROVIDE ANSWERS TO ALL TECHNICAL QUESTIONS SUBMITTED IN ACCORDANCE WITH THE PROVISIONS OF THE ORIGINAL REQUEST FOR QUOTATION (FLT12006)		
				BID OPENING DATE REMAINS: 01/26/2012 BID OPENING TIME REMAINS: 1:30 PM		
				***** END ADDENDUM NO. 1 *****		
0001	1	EA		550-91		
				AUTOMATIC VEHICLE LOCATION DEVICES		

*Harold Pittman*  
 Director of Business Development  
 GPS Insight, LLC  
 1-23-2012

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](http://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).

### Technical Questions

RE: FLT12006 Automatic Vehicle Location Equipment and Services

**Question 1:** Regarding 4.2, 4.3, and 4.4: Package calls for vehicle inspection compliance (RFID equipped vehicle). This requirement is not spelled out in the cost sheet. If this requirement is applicable to the entire fleet, then there is only one vendor suited for this requirement. In this case, there is little point in competitive bidding. So, is vehicle inspection compliance required?

**Response 1:**

[Solicitation Page 12, Section 4.2] The section is changed to read:

- 4.2 Basic equipment with engine diagnostic capabilities shall be powered by the vehicle and include engine on/off detection; accelerometer, gyroscopic, and geospatial location capability. Basic equipment with engine diagnostic capabilities 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.

[Solicitation Page 12, Section 4.3] The section is changed to read:

- 4.3 Basic equipment without engine diagnostics shall be powered by the vehicle, or self-contained device battery, or by car charger and include accelerometer, gyroscopic, geospatial location capability. Basic equipment without engine diagnostics may be interoperable with other AVL devices allowing for retransmission of a panic signal using a GPS device, driver behavior monitoring device, and vehicle inspection compliance device (RFID equipped vehicle), etc.

[Solicitation Page 12, Sections 4.4.1 and 4.4.2] The sections are changed to read:

- 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, engine diagnostic codes and for vehicles equipped with an RFID inspection compliance device, inspection compliance data. 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, stop-detail, speed, and for vehicles equipped with an RFID inspection compliance device, inspection compliance data. Additional functionality to modify organizational hierarchy/device/driver, use of dynamic application filtering, and ad-hoc reporting including breadcrumb, geofence, landmark, odd-hours, etc.

**Question 2:** Regarding 4.2, and 4.3: Package calls for accelerometer and gyroscope. These items often do the same function. Does this requirement mean you need to have one or the other, or does one need to have both?

**Response 2:** Both. The State requires the following alerts: The vehicle exceeds either posted speed limit or agency-assigned speed threshold; whenever the vehicle brakes excessively; and whenever the vehicle makes an erratic lane change.

**Question 3:** Where and when will all questions be posted with appropriate answers?

**Response 3:** Technical questions and answers will be provided to prospective Vendors using an Addendum format. The Purchasing Division makes every effort to provide timely response to technical questions provided prior to the technical question deadline identified in the solicitation.

**Question 4:**

- 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.

In reference to section 4.8 in the Scope of Work, does the State have a definition or requirement for "strong passwords?" e.g. alphanumeric, symbols?

**Response 4:** Strong passwords must be at least 8-characters long; not to exceed 32-characters and at a minimum contain at least: one upper and lowercase character, one digit, and one punctuation character.

**Question 5:** We would like to bid on the 500 AVL units that are currently in the RFQ. Can we bid on those units separate from the remaining 1200?

We currently can't accommodate 5.2.1, but we are working to make that available in the future.

**Response 5:** [Solicitation Page 16, Section 6.1.1] The section is changed to read:

- 6.1.1 The Vendor is required to quote a fixed price fee for products and services contained in Section 4.0. Specifically, per-device and fixed price per-ping rate or data transmission service plan charges. If the Vendor elects not to bid a particular category, the Vendor must indicate by entering "No Bid" in the appropriate space provided on the Cost Proposal Bid Sheet. 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.

Multiple awards under this contract may be made if in the best interest of the State of West Virginia. If multiple awards are made, the award/s will be by category and by data transmission type (GPRS and CMDA). There are eight categories which may yield up to

16 awards.

**Question 6:** The RFQ states that the contract will not be used to purchase cell phones or cell phone accessories. However, Section 2.1 states the device may be used as a Wi-Fi enabler (hot spot). Wi-Fi enabler devices (hot spot) are currently on the CPHONE07 contract. Is it the State's intent to allow agencies to purchase wireless data services through FLT12006 which are outside the scope of automatic vehicle location?

**Response 6:** The State does not intend to purchase wireless data services outside the scope of automatic vehicle location devices. If the AVL device has Wi-Fi enabler technology included as a standard feature of the device, it may be enabled under the contract. Additional Wi-Fi enabling peripherals outside the scope of FLT12006 will not be purchased using this contract.

**Question 7:** Can a vendor submit multiple bids?

**Response 7:** Vendors may submit multiple bids. Vendors submitting multiple bids should submit as separate bids and clearly identify product, manufacturer, and model being bid.

**Question 8:** Is the State of WV willing to utilize a WSCA Agreement to obtain services requested in FLT12006?

**Response 8:** No.

**Question 9:** If vendor installation is required, can the installation be completed at one site?

**Response 9:** Yes. It is the state's intent that installations will be accomplished at a centralized location.

**Questions 10:** Is the State going to award a GSM product and a CDMA product for each category?

**Question 10:** Yes. The State intends to award GPRS and CDMA by category if the bids are received for both communications technologies.

**Question 11:** Due to the complexity of the bid, can the bid submission be extended until Feb 23<sup>rd</sup>?

**Response 11:** No.

452

Page 1 of 1

Date: 11/1/2012

### SIGN IN SHEET

PLEASE PRINT

Request for Proposal No. 12006

\* PLEASE BE SURE TO PRINT LEGIBLY - IF POSSIBLE, LEAVE A BUSINESS CARD

TELEPHONE & FAX NUMBERS

FIRM & REPRESENTATIVE NAME	MAILING ADDRESS	TELEPHONE & FAX NUMBERS
Company: <u>Green Road Technologies</u>	<u>3 Twin Dolphin Dr</u>	PHONE <u>404-929-0052</u>
Rep: <u>Peter Kittrell</u>	<u>Suite 300</u>	TOLL FREE
Email Address: <u>peter.kittrell@greenroad.com</u>	<u>Richard Siders, SA 94065</u>	FAX
Company: <u>ZONAR SYSTEMS</u>	<u>17 309 E Monroed St. Ste 534</u>	PHONE <u>619-206-8834</u>
Rep: <u>ROBERT WEIEMER</u>	<u>Charlotte NC 28202</u>	TOLL FREE
Email Address: <u>Robert.Weiemer@zonarsystems.com</u>	<u>4401 Parkley Park Blvd 18200 Cascade Ave S Seattle WA 98158</u>	FAX <u>206-878-3082</u>
Company: _____	_____	PHONE
Rep: _____	_____	TOLL FREE
Email Address: _____	_____	FAX
Company: _____	_____	PHONE
Rep: _____	_____	TOLL FREE
Email Address: _____	_____	FAX
Company: _____	_____	PHONE
Rep: _____	_____	TOLL FREE
Email Address: _____	_____	FAX

**SIGN IN SHEET**

Request for Proposal No. 12006

PLEASE PRINT

Page 2 of 4  
Date: 1/6/2012

\* PLEASE BE SURE TO PRINT LEGIBLY - IF POSSIBLE, LEAVE A BUSINESS CARD

FIRM & REPRESENTATIVE NAME	MAILING ADDRESS	TELEPHONE & FAX NUMBERS
Company: GPS Insight	21803 N. Scottsdale Rd #220	PHONE 480 663 9471
Rep: Evelyn Lawson	Scottsdale, AZ 85255	TOLL FREE 866 477 4321
Email Address: <del>evelyn.lawson@gpsinsight.com</del>	evelyn.lawson@gpsinsight.com	FAX 480 513 1694
Company: NetworkFleet	6363 Greenwich Dr., Suite 200	PHONE 540 539 7357
Rep: Charlie Curtis	San Diego, CA 92122	TOLL FREE 866-227-7323
Email Address: ccurtis@networkfleet.com		FAX 858-450-3246
Company: InterFleet Inc - webtech wireless company	3006 Adeline St	PHONE 516 680 9606
Rep: Chris Southard	Greenside, NY 11572	TOLL FREE 1-877-454-4844
Email Address: Chris.Southard@webtechwireless.com		FAX 416 348 9993
Company:		PHONE
Rep:		TOLL
Email Address:		FREE
		FAX
Company:		PHONE
Rep:		TOLL
Email Address:		FREE
		FAX

SIGN IN SHEET

Request for Proposal No. 12006

PLEASE PRINT

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FIRM & REPRESENTATIVE NAME	MAILING ADDRESS	TELEPHONE & FAX NUMBERS
Company: Radio Satellite Integrators	19114 Van Ness Ave	PHONE 310 787 7700
Rep: Brett Lim	Torrance, CA 90501	TOLL FREE
Email Address: klm@cosats.com		FAX 310 787 7435
Company: Verizon Wireless		PHONE 304-590-0100
Rep: Kevin McKenzie - David Ombres	DAVID.OMBRES@VERIZONWIRELESS.COM	TOLL FREE 304-807-0429
Email Address: KEVIN.MCKENZIE@VERIZONWIRELESS.COM		FAX
Company: AT&T		PHONE 304 932 8194
Rep: D.J. Sigman		TOLL FREE
Email Address: ds8355e@att.com		FAX 847 326 3980
Company:		PHONE
Rep:		TOLL FREE
Email Address:		FAX
Company:		PHONE
Rep:		TOLL FREE
Email Address:		FAX

SIGN IN SHEET

Request for Proposal No. FLT12006 PLEASE PRINT

\* PLEASE BE SURE TO PRINT LEGIBLY - IF POSSIBLE, LEAVE A BUSINESS CARD

FIRM & REPRESENTATIVE NAME	MAILING ADDRESS	TELEPHONE & FAX NUMBERS
Company: <u>TRAWC Technology Solutions</u>	<u>4225 W. Lake Park Blvd. Ste 100</u>	PHONE <u>(617) 680-0125</u>
Rep: <u>Rob Donahue</u>	<u>Westlake Valley Cir, UT</u>	TOLL FREE <u>866-294-8637, 389</u>
Email Address: <u>rdonahue@trawc.com</u>	<u>84120</u>	FAX <u>(801)-886-2849</u>
Company: <u>PHH</u>	<u>940 RIDGEHURST RD</u>	PHONE <u>410-771-1560</u>
Rep: <u>PAUL FITZGERALD</u>	<u>SPRING, MD 21152</u>	TOLL FREE
Email Address: <u>phil.fitzgerald@phh.com</u>		FAX
Company: <u>AEI</u>	<u>6000 Fairview Rd Sk</u>	PHONE <u>704 538 2630</u>
Rep: <u>Suzanne Crean</u>	<u>5327</u>	TOLL FREE
Email Address: <u>screan@aei.net.com</u>	<u>Charlotte NC 28210</u>	FAX
Company:		PHONE
Rep:		TOLL FREE
Email Address:		FAX
Company:		PHONE
Rep:		TOLL FREE
Email Address:		FAX

*[Handwritten signature]*



Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5 minute ping)	Discount Monthly Data Transmission Service Plan Cost (5 minute ping)	Net Monthly Data Transmission Service Plan Cost (5 minute ping)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application	Net Monthly Browser Client-Server Application Cost	Total Cost	
Asset Tracker # ____ without Panic Feature																				
Manufacturer	no bid																			
Model		no bid																		
CDMA Device Cost OBD-II			50	no bid	no bid	#VALUE!														#VALUE!
CDMA Device Cost J1708/J1930			50	no bid	no bid	#VALUE!														#VALUE!
GPRS Device Cost OBD-II			50	no bid	no bid	#VALUE!														#VALUE!
GPRS Device Cost J1708/J1930			50	no bid	no bid	#VALUE!														#VALUE!
Battery Cost			50	no bid	no bid	#VALUE!														#VALUE!
Antenna Cost			50	no bid	no bid	#VALUE!														#VALUE!
Car Charger Cost			50	no bid	no bid	#VALUE!														#VALUE!
Kits/Sets/Outfits Cost			50	no bid	no bid	#VALUE!														#VALUE!
Installation Cost			50				no bid	no bid	#VALUE!											#VALUE!
DSP Cost (5-minute ping)			50							no bid	no bid	#VALUE!								#VALUE!
Roaming Cost			50										no bid	no bid	#VALUE!					#VALUE!
Browser client-server application			50													no bid	no bid	#VALUE!		#VALUE!
<b>Total</b>																			#VALUE!	

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 – 20 pings per hour or unlimited data transmission for ancillary equipment.  
 Roaming Cost – Cost of Roaming if out of state.

GPS Insight, LLC *Harold Keith*  
 1-23-2012

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5 minute ping)	Discount Monthly Data Transmission Service Plan Cost (5 minute ping)	Net Monthly Data Transmission Service Plan Cost (5 minute ping)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application Cost	Net Monthly Browser Client-Server Application Cost	Total Cost	
Asset Tracker # ___ w/o Panic Feature																				
Manufacturer	no bid																			
Model		no bid																		
CDMA Device Cost OBD-II			50	no bid	no bid	#VALUE!														#VALUE!
CDMA Device Cost J1708/J1930			50	no bid	no bid	#VALUE!														#VALUE!
GPRS Device Cost OBD-II			50	no bid	no bid	#VALUE!														#VALUE!
GPRS Device Cost J1708/J1930			50	no bid	no bid	#VALUE!														#VALUE!
Battery Cost			50	no bid	no bid	#VALUE!														#VALUE!
Antenna Cost			50	no bid	no bid	#VALUE!														#VALUE!
Car Charger Cost			50	no bid	no bid	#VALUE!														#VALUE!
Kits/Sets/Outfits Cost			50	no bid	no bid	#VALUE!														#VALUE!
Installation Cost			50				no bid	no bid	#VALUE!											#VALUE!
DSP Cost (5-minute ping)			50							no bid	no bid	#VALUE!								#VALUE!
Roaming Cost			50										no bid	no bid	#VALUE!					#VALUE!
Browser client-server application			50													no bid	no bid	#VALUE!		#VALUE!
<b>Total</b>																			#VALUE!	

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.  
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GPS Insight, LLC *Harold Keith*  
 1-23-2012

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5 minute ping)	Discount Monthly Data Transmission Service Plan Cost (5 minute ping)	Net Monthly Data Transmission Service Plan Cost (5 minute ping)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application Cost	Net Monthly Browser Client-Server Application Cost	Total Cost	
Employee Tracker (key fob) #____ with Panic Feature																				
Manufacturer	no bid																			
Model		no bid																		
CDMA Device Cost OBD-II			50	no bid	no bid	#VALUE!														#VALUE!
CDMA Device Cost J1708/J1930			50	no bid	no bid	#VALUE!														#VALUE!
GPRS Device Cost OBD-II			50	no bid	no bid	#VALUE!														#VALUE!
GPRS Device Cost J1708/J1930			50	no bid	no bid	#VALUE!														#VALUE!
Battery Cost			50	no bid	no bid	#VALUE!														#VALUE!
Antenna Cost			50	no bid	no bid	#VALUE!														#VALUE!
Car Charger Cost			50	no bid	no bid	#VALUE!														#VALUE!
Kits/Sets/Outfits Cost			50	no bid	no bid	#VALUE!														#VALUE!
Installation Cost			50				no bid	no bid	#VALUE!											#VALUE!
DSP Cost (5-minute ping)			50							no bid	no bid	#VALUE!								#VALUE!
Roaming Cost			50										no bid	no bid	#VALUE!					#VALUE!
Browser client-server application			50													no bid	no bid	#VALUE!		#VALUE!
<b>Total</b>																			#VALUE!	

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 – 20 pings per hour or unlimited data transmission for ancillary equipment.  
 Roaming Cost – Cost of Roaming if out of state.

*GPS Insight, LLC*                      *Harold Lester*  
 1-23-2012

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5 minute ping)	Discount Monthly Data Transmission Service Plan Cost (5 minute ping)	Net Monthly Data Transmission Service Plan Cost (5 minute ping)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application Cost	Net Monthly Browser Client-Server Application Cost	Total Cost	
Data Logger # ____ with Engine Diagnostics																				
Manufacturer	Cal Amp																			
Model		LMU2610D																		
CDMA Device Cost OBD-II			500	\$500	\$365	\$182,500														\$182,500
CDMA Device Cost J1708/J1930			500	\$500	\$365	\$182,500														\$182,500
GPRS Device Cost OBD-II			500	\$400	\$300	\$150,000														\$150,000
GPRS Device Cost J1708/J1930			500	\$400	\$300	\$150,000														\$150,000
Battery Cost			500	no bid	no bid	#VALUE!														#VALUE!
Antenna Cost			500	\$25	\$15	\$7,500														\$7,500
Car Charger Cost			500	\$10	\$5	\$2,500														\$2,500
Kits/Sets/Outfits Cost			500	no bid	no bid	#VALUE!														#VALUE!
Installation Cost			500				\$200	\$110	\$55,000											\$55,000
DSP Cost (5-minute ping)			500							\$33	\$29	\$14,475								\$14,475
Roaming Cost			500										no bid	no bid	#VALUE!					#VALUE!
Browser client-server application			500													\$0	\$0	\$0		\$0
<b>Total</b>																			#VALUE!	

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 – 20 pings per hour or unlimited data transmission for ancillary equipment.  
 Roaming Cost – Cost of Roaming if out of state.

*GPS Insight*      *Harold Leites*  
 1-23-12

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5-minute ping rate)	Discount Monthly Data Transmission Service Plan Cost (5-minute ping rate)	Net Monthly Data Transmission Service Plan Cost (5-minute ping rate)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application Cost	Net Monthly Browser Client-Server Application Cost	Total Cost	
Data Logger # _____ without Engine Diagnostics																				
Manufacturer	Cal Amp																			
Model		LMU2610																		
CDMA Device Cost OBD-II			7000	\$400	\$280	\$1,960,000														\$1,960,000
CDMA Device Cost J1708/J1930			7000	\$400	\$280	\$1,960,000														\$1,960,000
GPRS Device Cost OBD-II			7000	\$350	\$215	\$1,505,000														\$1,505,000
GPRS Device Cost J1708/J1930			7000	\$350	\$215	\$1,505,000														\$1,505,000
Battery Cost			7000	no bid	no bid	#VALUE!														#VALUE!
Antenna Cost			7000	\$25	\$15	\$105,000														\$105,000
Car Charger Cost			7000	\$10	\$5	\$35,000														\$35,000
Kits/Sets/Outfits Cost			7000	no bid	no bid	#VALUE!														#VALUE!
Installation Cost			7000				\$200	\$110	\$770,000											\$770,000
DSP Cost (5-minute ping)			7000							\$30	\$22	\$153,650								\$153,650
Roaming Cost			7000										no bid	no bid	#VALUE!					#VALUE!
Browser client-server application			7000																	\$0
																				Total #VALUE!

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 -- 20 pings per hour or unlimited data transmission for ancillary equipment.  
 Roaming Cost -- Cost of Roaming if out of state.

GPS Insight, LLC

Harold Keith

1-23-2012

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5 minute ping)	Discount Monthly Data Transmission Service Plan Cost (5 minute ping)	Net Monthly Data Transmission Service Plan Cost (5 minute ping)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application	Net Monthly Browser Client-Server Application Cost	Total Cost
<b>Data Logger with Visual/Audible Driver Alerts and with Engine Diagnostics #_____</b>																			
Manufacturer	no bid																		
Model		no bid																	
CDMA Device Cost OBD-II			50	no bid	no bid	#VALUE!													#VALUE!
CDMA Device Cost J1708/J1930			50	no bid	no bid	#VALUE!													#VALUE!
GPRS Device Cost OBD-II			50	no bid	no bid	#VALUE!													#VALUE!
GPRS Device Cost J1708/J1930			50	no bid	no bid	#VALUE!													#VALUE!
Battery Cost			50	no bid	no bid	#VALUE!													#VALUE!
Antenna Cost			50	no bid	no bid	#VALUE!													#VALUE!
Car Charger Cost			50	no bid	no bid	#VALUE!													#VALUE!
Kits/Sets/Outfits Cost			50	no bid	no bid	#VALUE!													#VALUE!
Installation Cost			50				no bid	no bid	#VALUE!										#VALUE!
DSP Cost (5-minute ping)			50							no bid	no bid	#VALUE!							#VALUE!
Roaming Cost			50										no bid	no bid	#VALUE!				#VALUE!
Browser client-server application			50													no bid	no bid	#VALUE!	#VALUE!
<b>Total:</b>																			#VALUE!

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 – 20 pings per hour or unlimited data transmission for ancillary equipment.  
 Roaming Cost – Cost of Roaming if out of state.

*GPS Insight, LLC*

*Harold Letner*

1-23-2012

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5 minute ping)	Discount Monthly Data Transmission Service Plan Cost (5 minute ping)	Net Monthly Data Transmission Service Plan Cost (5 minute ping)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application Cost	Net Monthly Browser Client-Server Application Cost	Total Cost
<b>Data Logger with Visual/Audible Driver Alerts and without Engine Diagnostics #_____</b>																			
Manufacturer	no bid																		
Model		no bid																	
CDMA Device Cost OBD-II			2000	no bid	no bid	#VALUE!													#VALUE!
CDMA Device Cost J1708/J1930			2000	no bid	no bid	#VALUE!													#VALUE!
GPRS Device Cost OBD-II			2000	no bid	no bid	#VALUE!													#VALUE!
GPRS Device Cost J1708/J1930			2000	no bid	no bid	#VALUE!													#VALUE!
Battery Cost			2000	no bid	no bid	#VALUE!													#VALUE!
Antenna Cost			2000	no bid	no bid	#VALUE!													#VALUE!
Car Charger Cost			2000	no bid	no bid	#VALUE!													#VALUE!
Kits/Sets/Outfits Cost			2000	no bid	no bid	#VALUE!													#VALUE!
Installation Cost			2000				no bid	no bid	#VALUE!										#VALUE!
DSP Cost (5-minute ping)			2000							no bid	no bid	#VALUE!							#VALUE!
Roaming Cost			2000										no bid	no bid	#VALUE!				#VALUE!
Browser client-server application			2000													no bid	no bid	#VALUE!	#VALUE!
<b>Total</b>																			#VALUE!

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 -- 20 pings per hour or unlimited data transmission for ancillary equipment.  
 Roaming Cost -- Cost of Roaming if out of state.

GPS Insight, LLC

Harold Keith

1-23-2012

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5 minute ping)	Discount Monthly Data Transmission Service Plan Cost (5 minute ping)	Net Monthly Data Transmission Service Plan Cost (5 minute ping)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application Cost	Net Monthly Browser Client-Server Application Cost	Total Cost	
Data Logger with Video Capture and with Engine Diagnostics # _____																				
Manufacturer	no bid																			
Model		no bid																		
CDMA Device Cost OBD-II			50	no bid	no bid	#VALUE!														#VALUE!
CDMA Device Cost J1708/J1930			50	no bid	no bid	#VALUE!														#VALUE!
GPRS Device Cost OBD-II			50	no bid	no bid	#VALUE!														#VALUE!
GPRS Device Cost J1708/J1930			50	no bid	no bid	#VALUE!														#VALUE!
Battery Cost			50	no bid	no bid	#VALUE!														#VALUE!
Antenna Cost			50	no bid	no bid	#VALUE!														#VALUE!
Car Charger Cost			50	no bid	no bid	#VALUE!														#VALUE!
Kits/Sets/Outfits Cost			50	no bid	no bid	#VALUE!														#VALUE!
Installation Cost			50				no bid	no bid	#VALUE!											#VALUE!
DSP Cost (5-minute ping)			50							no bid	no bid	#VALUE!								#VALUE!
Roaming Cost			50										no bid	no bid	#VALUE!					#VALUE!
Browser client-server application			50													no bid	no bid	#VALUE!		#VALUE!
																				<b>Total</b>
																				#VALUE!

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 -- 20 pings per hour or unlimited data transmission for ancillary equipment.  
 Roaming Cost -- Cost of Roaming if out of state.

*GPS Insight, LLC*      *Harold Lettier*

1-23-2012



Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5 minute ping)	Discount Monthly Data Transmission Service Plan Cost (5 minute ping)	Net Monthly Data Transmission Service Plan Cost (5 minute ping)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application Cost	Net Monthly Browser Client-Server Application Cost	Total Cost
<b>Data Logger with Video Capture and without Engine Diagnostics # _____</b>																			
Manufacturer	no bid																		
Model		no bid																	
CDMA Device Cost OBD-II			200	no bid	no bid	#VALUE!													#VALUE!
CDMA Device Cost J1708/J1930			200	no bid	no bid	#VALUE!													#VALUE!
GPRS Device Cost OBD-II			200	no bid	no bid	#VALUE!													#VALUE!
GPRS Device Cost J1708/J1930			200	no bid	no bid	#VALUE!													#VALUE!
Battery Cost			200	no bid	no bid	#VALUE!													#VALUE!
Antenna Cost			200	no bid	no bid	#VALUE!													#VALUE!
Car Charger Cost			200	no bid	no bid	#VALUE!													#VALUE!
Kits/Sets/Outfits Cost			200	no bid	no bid	#VALUE!													#VALUE!
Installation Cost			200				no bid	no bid	#VALUE!										#VALUE!
DSP Cost (5-minute ping)			200							no bid	no bid	#VALUE!							#VALUE!
Roaming Cost			200										no bid	no bid	#VALUE!				#VALUE!
Browser client-server application			200													no bid	no bid	#VALUE!	#VALUE!
																			<b>Total</b>
																			#VALUE!

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 – 20 pings per hour or unlimited data transmission for ancillary equipment.  
 Roaming Cost – Cost of Roaming if out of state.

GPS Insight, LLC

Harold Keith

1-23-2012

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5 minute ping)	Discount Monthly Data Transmission Service Plan Cost (5 minute ping)	Net Monthly Data Transmission Service Plan Cost (5 minute ping)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application Cost	Net Monthly Browser Client-Server Application Cost	Total Cost	
Ancillary Equipment Battery #____																				
Manufacturer	No bid																			
Model		no bid																		
CDMA Device Cost OBD-II																				
CDMA Device Cost J1708/J1930																				
GPRS Device Cost OBD-II																				
GPRS Device Cost J1708/J1930																				
Battery Cost			50	no bid	no bid	#VALUE!														#VALUE!
Antenna Cost																				
Car Charger Cost																				
Kits/Sets/Outfits Cost																				
Installation Cost																				
DSP Cost (5-minute ping)																				
Roaming Cost																				
Browser client-server application																				
<b>Total</b>																			#VALUE!	

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 -- 20 pings per hour or unlimited data transmission for ancillary equipment.  
 Roaming Cost -- Cost of Roaming if out of state.

GPS Insight, LLC  
*Harold Keith*  
 1-23-2012

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5 minute ping)	Discount Monthly Data Transmission Service Plan Cost (5 minute ping)	Net Monthly Data Transmission Service Plan Cost (5 minute ping)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application Cost	Net Monthly Browser Client-Server Application Cost	Total Cost	
Ancillary Equipment Battery #____																				
Manufacturer	No bid																			
Model		no bid																		
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	no bid	no bid	#VALUE!														#VALUE!
Car Charger Cost																				
Kits/Sets/Outfits Cost																				
Installation Cost																				
DSP Cost (5-minute ping)																				
Roaming Cost																				
Browser client-server application																				
<b>Total</b>																			#VALUE!	

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 – 20 pings per hour or unlimited data transmission for ancillary equipment.  
 Roaming Cost – Cost of Roaming if out of state.

GPS Inc. LLC

Harold Lettner

1-23-2012

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5 minute ping)	Discount Monthly Data Transmission Service Plan Cost (5 minute ping)	Net Monthly Data Transmission Service Plan Cost (5 minute ping)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application	Net Monthly Browser Client-Server Application Cost	Total Cost	
Ancillary Equipment Battery #____																				
Manufacturer	no bid																			
Model		no bid																		
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	no bid	no bid	#VALUE!														#VALUE!
Kits/Sets/Outfits Cost																				
Installation Cost																				
DSP Cost (5-minute ping)																				
Roaming Cost																				
Browser client-server application																				
<b>Total</b>																			#VALUE!	

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 – 20 pings per hour or unlimited data transmission for ancillary equipment.  
 Roaming Cost – Cost of Roaming if out of state.

*GPS Insight, LLC*

*Harold Keith*

*1-23-2012*

Product ↓ Service →	Manufacturer	Model	Estimated Device Requirement	One-time Device Cost	Discount One-time Device Cost	Net One-time Device Cost	One-time Installation Cost	Discount One-time Installation Cost	Net One-time Installation Cost	Monthly Data Transmission Service Plan Cost (5 minute ping)	Discount Monthly Data Transmission Service Plan Cost (5 minute ping)	Net Monthly Data Transmission Service Plan Cost (5 minute ping)	DSP Monthly Roaming Cost	Discount Monthly DSP Roaming Cost	Net Monthly DSP Roaming Cost	Monthly Browser Client-Server Application Cost	Discount Monthly Browser Client-Server Application Cost	Net Monthly Browser Client-Server Application Cost	Total Cost	
Ancillary Equipment Battery # ____																				
Manufacturer	no bid																			
Model		no bid																		
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	no bid	no bid	#VALUE!														#VALUE!
Installation Cost																				
DSP Cost (5-minute ping)																				
Roaming Cost																				
Browser client-server application																				
<b>Total</b>																			#VALUE!	

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 – 20 pings per hour or unlimited data transmission for ancillary equipment.  
 Roaming Cost – Cost of Roaming if out of state.

GPS Insight, LLC

*Harold Lester*

1-23-2012

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		no bid																		
CDMA Device Cost			50	no bid	no bid	#VALUE!														#VALUE!
GPRS Device Cost			50	no bid	no bid	#VALUE!														#VALUE!
Battery Cost			50	no bid	no bid	#VALUE!														#VALUE!
Antenna Cost			50	no bid	no bid	#VALUE!														#VALUE!
Car Charger Cost			50	no bid	no bid	#VALUE!														#VALUE!
Kits/Sets/Outfits Cost			50	no bid	no bid	#VALUE!														#VALUE!
Installation Cost			50				no bid	no bid	#VALUE!											#VALUE!
DSP Cost (5-minute ping)			50							no bid	no bid	#VALUE!								#VALUE!
Roaming Cost			50										no bid	no bid	#VALUE!					#VALUE!
Browser client-server application			50														no bid	no bid	#VALUE!	#VALUE!
<b>Total</b>																			<b>#VALUE!</b>	

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.

*Harold Leitch*  
 GPS Insight, LLC 2-15-2012

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		no bid																		
CDMA Device Cost			50	no bid	no bid	#VALUE!														#VALUE!
GPRS Device Cost			50	no bid	no bid	#VALUE!														#VALUE!
Battery Cost			50	no bid	no bid	#VALUE!														#VALUE!
Antenna Cost			50	no bid	no bid	#VALUE!														#VALUE!
Car Charger Cost			50	no bid	no bid	#VALUE!														#VALUE!
Kits/Sets/Outfits Cost			50	no bid	no bid	#VALUE!														#VALUE!
Installation Cost			50				no bid	no bid	#VALUE!											#VALUE!
DSP Cost (5-minute ping)			50							no bid	no bid	#VALUE!								#VALUE!
Roaming Cost			50										no bid	no bid	#VALUE!					#VALUE!
Browser client-server application			50													no bid	no bid	#VALUE!		#VALUE!
																				<b>Total</b>
																				#VALUE!

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.

*Harold Lester*  
 GPS Insight, LLC  
 2-15-2012

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	Cal Amp																			
Model		LMU2610D																		
CDMA Device Cost OBD-II			500	\$500	\$135	\$365														\$182,500
CDMA Device Cost J1708/J1930			500	\$500	\$135	\$365														\$182,500
GPRS Device Cost OBD-II			500	\$400	\$100	\$300														\$150,000
GPRS Device Cost J1708/J1930			500	\$400	\$300	\$100														\$50,000
Battery Cost			500	no bid	no bid	#VALUE!														#VALUE!
Antenna Cost			500	\$25	\$10	\$15														\$7,500
Car Charger Cost			500	\$10	\$5	\$5														\$2,500
Kits/Sets/Outfits Cost			500	no bid	no bid	#VALUE!														#VALUE!
Installation Cost			500				\$200	\$90	\$110											\$55,000
DSP Cost (5-minute ping)			500							\$33	\$4	\$29								\$14,475
Roaming Cost			500										no bid	no bid	#VALUE!					#VALUE!
Browser client-server application			500													\$0	\$0	\$0		\$0
Total																			#VALUE!	

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.

*Harold Lester*  
 GPS Insight, LLC  
 2-15-2012



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	Cal Amp																			
Model		LMU2610																		
CDMA Device Cost			7000	\$400	\$120	\$280														\$1,960,000
GPRS Device Cost			7000	\$400	\$120	\$280														\$1,960,000
Battery Cost			7000	\$350	\$135	\$215														\$1,505,000
Antenna Cost			7000	\$350	\$135	\$215														\$1,505,000
Car Charger Cost			7000	\$10	\$5	\$5														\$35,000
Kits/Sets/Outfits Cost			7000	no bid	no bid	#VALUE!														#VALUE!
Installation Cost			7000				\$200	\$90	\$110											\$770,000
DSP Cost (5-minute ping)			7000							\$33	\$11	\$22								\$153,650
Roaming Cost			7000										no bid	no bid	#VALUE!					#VALUE!
Browser client-server application			7000													\$0	\$0	\$0	\$0	\$0
																				Total #VALUE!

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.

*Harold Leitch*  
*GPS Insight, LLC*  
*2-15-2012*

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	no bid																			
Model		no bid																		
CDMA Device Cost OBD-II			50	no bid	no bid	#VALUE!														#VALUE!
CDMA Device Cost J1708/J1930			50	no bid	no bid	#VALUE!														#VALUE!
GPRS Device Cost OBD-II			50	no bid	no bid	#VALUE!														#VALUE!
GPRS Device Cost J1708/J1930			50	no bid	no bid	#VALUE!														#VALUE!
Battery Cost			50	no bid	no bid	#VALUE!														#VALUE!
Antenna Cost			50	no bid	no bid	#VALUE!														#VALUE!
Car Charger Cost			50	no bid	no bid	#VALUE!														#VALUE!
Kits/Sets/Outfits Cost			50	no bid	no bid	#VALUE!														#VALUE!
Installation Cost			50				no bid	no bid	#VALUE!											#VALUE!
DSP Cost (5-minute ping)			50							no bid	no bid	#VALUE!								#VALUE!
Roaming Cost			50										no bid	no bid	#VALUE!					#VALUE!
Browser client-server application			50													no bid	no bid	#VALUE!		#VALUE!
																				Total
																				#VALUE!

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.

*Harold Leites*  
 GPS Insight, LLC  
 2-15-2012

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 without Engine Diagnostics #																					
Manufacturer	no bid																				
Model		no bid																			
CDMA Device Cost			2000	no bid	no bid	#VALUE!														#VALUE!	
GPRS Device Cost			2000	no bid	no bid	#VALUE!														#VALUE!	
Battery Cost			2000	no bid	no bid	#VALUE!														#VALUE!	
Antenna Cost			2000	no bid	no bid	#VALUE!														#VALUE!	
Car Charger Cost			2000	no bid	no bid	#VALUE!														#VALUE!	
Kits/Sets/Outfits Cost			2000	no bid	no bid	#VALUE!														#VALUE!	
Installation Cost			2000				no bid	no bid	#VALUE!											#VALUE!	
DSP Cost (5-minute ping)			2000							no bid	no bid	#VALUE!								#VALUE!	
Roaming Cost			2000										no bid	no bid	#VALUE!					#VALUE!	
Browser client-server application			2000													no bid	no bid	#VALUE!		#VALUE!	
																				Total	#VALUE!

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.

*Harold Leites*  
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 2-15-2012

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 with Engine Diagnostics # _____																				
Manufacturer	No bid																			
Model		No bid																		
CDMA Device Cost OBD-II			50	No bid	No bid	#VALUE!														#VALUE!
CDMA Device Cost J1708/J1930			50	No bid	No bid	#VALUE!														#VALUE!
GPRS Device Cost OBD-II			50	No bid	No bid	#VALUE!														#VALUE!
GPRS Device Cost J1708/J1930			50	No bid	No bid	#VALUE!														#VALUE!
Battery Cost			50	No bid	No bid	#VALUE!														#VALUE!
Antenna Cost			50	No bid	No bid	#VALUE!														#VALUE!
Car Charger Cost			50	No bid	No bid	#VALUE!														#VALUE!
Kits/Sets/Outfits Cost			50	No bid	No bid	#VALUE!														#VALUE!
Installation Cost			50				No bid	No bid	#VALUE!											#VALUE!
DSP Cost (5-minute ping)			50							No bid	No bid	#VALUE!								#VALUE!
Roaming Cost			50										No bid	No bid	#VALUE!					#VALUE!
Browser client-server application			50													No bid	No bid	#VALUE!	#VALUE!	#VALUE!
Total																			#VALUE!	

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.

*Harold Leitner*  
 GPS Insight, LLC  
 2-15-2012

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	
<b>Data Logger with Video Capture and without Engine Diagnostics # ____</b>																				
Manufacturer	No bid																			
Model		No bid																		
CDMA Device Cost OBD-II			200	No Bid	No Bid	No Bid	\$0													\$0
CDMA Device Cost J1708/J1930			200	No Bid	No Bid	No Bid	\$0													\$0
GPRS Device Cost OBD-II			200	No Bid	No Bid	No Bid	\$0													\$0
GPRS Device Cost J1708/J1930			200	No Bid	No Bid	No Bid	\$0													\$0
Battery Cost			200	No Bid	No Bid	No Bid	\$0													\$0
Antenna Cost			200	No Bid	No Bid	No Bid	\$0													\$0
Car Charger Cost			200	No Bid	No Bid	No Bid	\$0													\$0
Kits/Sets/Outfits Cost			200	No Bid	No Bid	No Bid	\$0													\$0
Installation Cost			200				No bid	No bid	#VALUE!											#VALUE!
DSP Cost (5-minute ping)			200							No bid	No bid	#VALUE!								#VALUE!
Roaming Cost			200										No bid	No bid	#VALUE!					#VALUE!
Browser client-server application			200													No bid	No bid	#VALUE!		#VALUE!
<b>Total</b>																			#VALUE!	

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.

*Harold Kitchner*  
 GPS Insight, LLC  
 2-15-2012

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		no bid																		
CDMA Device Cost OBD-II																				
CDMA Device Cost J1708/J1930																				
GPRS Device Cost OBD-II																				
GPRS Device Cost J1708/J1930																				
Battery Cost			50	no bid	no bid	#VALUE!														#VALUE!
Antenna Cost																				
Car Charger Cost																				
Kits/Sets/Outfits Cost																				
Installation Cost																				
DSP Cost (5-minute ping)																				
Roaming Cost																				
Browser client-server application																				
Total																			#VALUE!	

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.

*Narold Leitch*  
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 2-15-2012



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		No bid																		
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	No bid	No bid	#VALUE!														#VALUE!
Kits/Sets/Outfits Cost																				
Installation Cost																				
DSP Cost (5-minute ping)																				
Roaming Cost																				
Browser client-server application																				
Total																			#VALUE!	

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.

*Harold Leitch*  
 GPS Insight LLC  
 2-15-2012



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		No bid																		
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	No bid	No bid	#VALUE!														#VALUE!
Installation Cost																				
DSP Cost (5-minute ping)																				
Roaming Cost																				
Browser client-server application																				
Total																			#VALUE!	

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.

*Harold Keith*  
 GPS Insight, LLC  
 2-15-2012