



February 21, 2012

Response to Requirements

# State of West Virginia

RFQ: Automatic Vehicle Location (AVL) Devices and Services Purchase  
RFP #FLT12006

**Krista Ferrell**

Department of Administration  
Fleet Management Office  
2101 Washington Street East  
Building 17  
Charleston, WV 25305

**Proposal submitted by:**

Chris Oliver  
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**ELECTRONIC FLEET MANAGEMENT**  
[www.zonarsystems.com](http://www.zonarsystems.com)



February 17, 2012

Krista Ferrell  
Department of Administration  
Fleet Management Office  
2101 Washington Street East  
Building 17  
Charleston, WV 25305

Dear Ms. Ferrell:

Zonar is pleased to offer you this quote for our solutions, which will revolutionize your day-to-day operations, increase safety and benefit employees at every level. We can offer you the best combination of price and service with an implementation plan that will get your improved fleet management system up and running quickly.

We've included quotes for our solutions, including our patented EVIR for inspections, V2J HD-GPS for tracking and our partner product Garmin for visual cues to drivers when they are speeding.

We'd like to thank you for the opportunity to propose this solution, which we feel will work best for the State of West Virginia for the same reason it works for our thousand other customers. Once you work with us, you'll see how we've earned our 99% customer retention rate.

If you have any questions, please do not hesitate to call, as I am fully authorized to make decisions about the terms and fees quoted within. We look forward to working with you on a GPS system that we believe will increase the efficiency, safety and economic sustainability of the State of West Virginia, well into the future.

Sincerely,



Chris Oliver  
VP of Sales and Marketing

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# Product and Service Details

## I. Project Recommendations

In order to meet the minimum requirements of the system specifications, we believe the State of West Virginia would benefit from the following Zonar products:

### V2J™: Data Logger and Diagnostics



#### FOR REAL-TIME FLEET MANAGEMENT

The V2J provides next generation GPS capabilities that combine real-time delivery of vehicle condition with performance data, in one simple-to-install device.

- High-Definition GPS - Provides the first GPS system to capture data in four dimensions: latitude, longitude, time and odometer. A vast improvement over a typical GPS solution is experienced because Zonar cost-effectively captures higher sample rates and adds odometer data into the equation.
- Vehicle Diagnostics System - Provides real-time transmission of vehicle subsystem data. With V2J, subsystem data, such as fault codes, are transmitted instantly so the condition can be read remotely by fleet operations at the same time the vehicle driver is seeing the indicator light appear.
- Platform - Integration is easy because V2J is a platform, not just a tracking technology. In addition to pre- and post-trip integration, other vehicle functions including PTO activation, wheelchair lifts and boom-and-bucket movements can be captured, reported and recorded.
- The Combination - Provides a powerful real-time platform for transmitting precise information effectively. Fleets can manage activities such as travel stops, speeds, routes, excessive idling and specific onboard events more efficiently. With Zonar, this powerful combination is available in a single device.

#### HIGH SAMPLE RATE AND 4-D DATA PROVIDE PRECISION

The V2J is different from the typical GPS solution because it provides more accurate location data, at faster intervals, cost-effectively. The high sample rate and four-dimensional recording of every data point provides fleets a new level of precision. Data is transmitted, collected in a secure database and accessed from any web-browser via our Ground Traffic Control™ application. This speed and accuracy has a profound impact on fleet operations and decision making.

- Dynamic Geo-Fencing - Creates geographical tracking parameters and sends alerts when conditions vary.
- True Idle, Speed and Odometer - Accurate location and performance data when needed.

## **EVIR: Electronic RFID Vehicle Inspections**



### **FOR PRE- AND POST-TRIP INSPECTIONS**

EVIR simplifies the entire pre- and post-trip inspection process. It is easy to use, captures powerful new fleet performance data and speeds vehicle repairs. EVIR is the only verified visual inspection system available. It complies with all DOT-mandated pre- and post-trip vehicle inspection regulations, as well as OSHA and MSHA equipment inspection requirements.

### **THE ONLY ONE OF ITS KIND**

Zonar's EVIR system uses the innovative Tag Once, Inspect Regularly, Know Always approach to capture, transmit and record inspection, compliance and maintenance data. Required pre- and post-trip inspections are automated and verified using Zonar's patented technology. Zonar has eliminated the errors, inefficiencies and risks inherent in all other approaches.

### **NEW LEVEL OF SAFETY, COMPLIANCE AND PERFORMANCE**

EVIR inspections create a new kind of safety mindset and deliver gains that benefit the entire fleet. It enables repair-before-failure strategies that lower operating costs and increase compliance. Since EVIR events are time and date stamped, a new kind of data gives fleets a totally new performance edge.

### **AS SIMPLE AS TAG, INSPECT AND TRANSMIT**

Pre- and post-trip vehicle inspections are mandated by state and federal law. Traditionally, these inspections have been done with pen and paper, often resulting in incomplete recording, reporting and tracking of vehicle conditions. EVIR dramatically changes this process.

Tag - Zonar's radio frequency identification (RFID) tags are placed, just once, on the vehicle in critical inspection "zones." These weather tough tags contain information about their location on the vehicle, the components to be inspected and the vehicle's identity.

Inspect - Using Zonar's 2010 inspection tool, drivers conduct their vehicle inspections by placing the reader within inches of each tag and indicating the condition of the components within the zone with one-handed, push-button responses. When a defect is discovered, the driver selects a description from a predefined list and indicates if the vehicle is safe to operate.

Transmit - When the inspection is complete, drivers place the Zonar 2010 into the vehicle mount. The information is then transmitted to a secure database that can be accessed from any web-browser via Zonar's Ground Traffic Control™ application.

### **FLEETS GAIN EFFICIENCIES AND SAVINGS**

EVIR transforms the old, paper-based inspection process into a real-time data stream feeding Zonar's Ground Traffic Control software that provides the storage, reporting and alerting capabilities you need. EVIR makes it easy to manage vehicle maintenance, driver performance and regulatory compliance.

## Ground Traffic Control: Fleet Management Browser Application



### **FOR ELECTRONIC FLEET MANAGEMENT**

Ground Traffic Control is a powerful web-based data management application that provides a real-time picture of fleet operations with unmatched visibility, ease and control. Similar to how Air Traffic Control manages traffic in the sky, Ground Traffic Control manages your ground based fleet operations.

### **ELIMINATES DISTANCE BARRIERS**

By using a web-browser approach, fleets are able to access a treasure trove of information from anywhere, anytime. Distance barriers that keep people separated disappear. Working in different locations and having vehicles and people on the move is no longer an obstacle for fleet operations with Ground Traffic Control.

### **LEAPS FORWARD AND PROVIDES ALERTS**

Having relevant data at your fingertips is valuable. Knowing what to do about it is even more valuable. Zonar takes the much bigger leap forward by presenting its analysis using exception-based reporting so you know where to focus your efforts and sends real-time alerts when immediate action is needed to protect the safety of your people and equipment.

### **MACRO TO MICRO AT YOUR FINGERTIPS**

Customers tell us some of the most valued features in Ground Traffic Control are its macro to micro reporting capabilities. For example, Ground Traffic Control calculates and shows overall fleet fuel consumption patterns; but it also shows details including the total fuel shot through engine injectors.

### **OPEN SYSTEM APPROACH**

Ground Traffic Control is a web-based data management system that is "command central" for fleet users. It is used to access all data captured by any of Zonar's electronic fleet management products and to share data with third-party systems.

- Open System - Integrates with third-party applications. Standard XML data exchange.
- Web-Based - Unlimited users. Frequent updates. Access from anywhere and anytime.

### **SUPERIOR DATA MINING BUILT IN**

Sophisticated data mining and analytic algorithms are what enable Ground Traffic Control to distill your data into actionable information. Real-time exception-based reports easily and quickly give you the ability to improve performance, asset utilization, communications, regulations compliance and safety.

## Garmin nüvi 1350: Audio and Visual Signal for Drivers



The widescreen nüvi 1350 has preloaded maps for North America, announces streets by name, guides you to the proper lane for navigation, calculates a more fuel-efficient route and has visual over-speed notification and.

### KNOW THE LANE BEFORE IT'S TOO LATE

No more guessing which lane you need to be in to make an upcoming turn. Lane assist

guides you to the correct lane for an approaching turn or exit, making unfamiliar intersections and exits easy to navigate.

### TURN-BY-TURN DIRECTIONS

nüvi 1350 has an intuitive interface that greets you with 2 simple questions: "Where To?" and "View Map." Touch the color screen to easily look up addresses and services and get voice-prompted, turn-by-turn directions that speak street names to your destination. It comes preloaded with detailed City Navigator® NT street maps, nearly 6 million points of interest (POIs), 2-D or 3-D maps and the speed limit for most major roads in the United States.

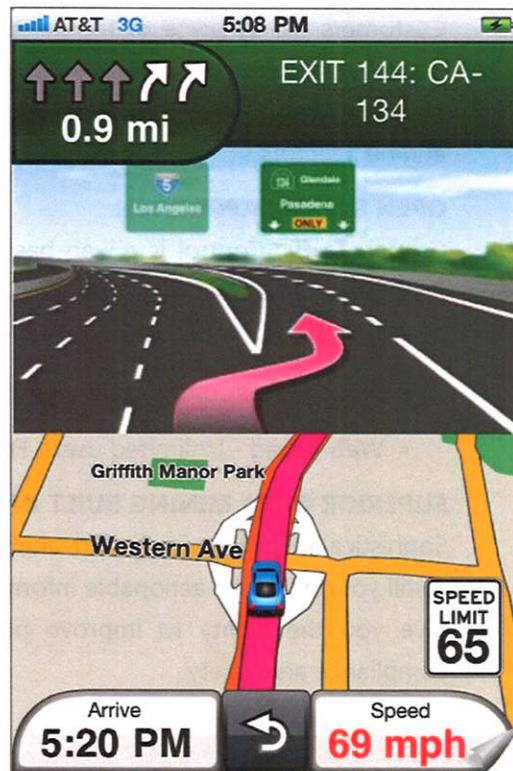
### VISUAL ALERTS FOR SPEEDING

With the Garmin's pre-loaded speed limits, the driver will always know if he or she is speeding. On the easy-to-read screen, the speed will turn from black to red when exceeded, as shown to the right.

### GO BEYOND NAVIGATION

Also offered on nüvi 1350 are standard nüvi features that go beyond navigation:

- ecoRoute™ — a green feature that calculates a more fuel-efficient route and tracks fuel usage
- photo navigation — download pictures from Garmin Connect™ Photos and navigate to them
- "Where Am I?" emergency locator — get your exact latitude and longitude coordinates, the nearest address and intersection, and the closest hospitals, police stations, and fuel stations



## II. Notes on Pricing

- **Data Logger with Visual/Audible Driver Alerts and without Engine Diagnostics:** For this solution, we recommend our V2J™ GPS for the tracking and data logging, the Garmin nuvi 1350 for the visual driver alerts, and EVIR™ for the requested vehicle inspection compliance device. Note that the Garmin may be purchased from a third party, which would subtract \$209.99 for the Garmin and \$84.20 for the cable from our price. We also recommend the Garmin DEZL for heavy duty vehicles.
- **Data Logger without Engine Diagnostics:** This quote includes our V2J™ HD-GPS and the EVIR™ for inspections.
- **Data Logger with Engine Diagnostics:** This price includes the V2J™ HD-GPS with our diagnostics package and the EVIR for inspections.
- **Data Logger with Visual/Audible Driver Alerts and with Engine Diagnostics:** This package includes the V2J™ HD-GPS with the diagnostics package, the Garmin nuvi 1350 for the visual speeding alert and the EVIR inspection device.

Product	Price
V2J™ Light Duty (without diagnostics)	\$232.95
V2J™ Heavy Duty (with diagnostics)	\$269.95
EVIR™	\$269.95 (when added to V2J™)
Garmin nuvi 1350 + cables	\$294.19
Garmin DEZL + cables	\$554.19

A shipping fee of \$3 and an activation fee of \$25 (V2J™ only) are added to each product in the pricing matrix.

### III. Maintenance and Support

Zonar's commitment to continued service and support is paramount to the way we operate. We make sure that all clients are getting the most out of their system. We will be happy to assist any staff member at the State of West Virginia who has questions about using the Zonar solution to its maximum efficacy, to ensure the highest return on investment possible for the State.

Some of the ways we ensure the best continuing support are:

- **Online Help Guides:** In order to guarantee that all users have the latest updates, Zonar has moved from paper-based documentation to electronic-based help systems, including:
  - Hardware, installation and software operation guides and manuals, in PDF format: [http://www.zonarsystems.com/zsupport/support\\_docs.php](http://www.zonarsystems.com/zsupport/support_docs.php)
  - Video-based training: [http://www.zonarsystems.com/zsupport/support\\_vids.php](http://www.zonarsystems.com/zsupport/support_vids.php)
  - Context-sensitive HTML help pages: <http://docs.zonarsystems.net/help/zweb-manual/en/>
  - OMI (Used to externally access Zonar data. Advanced users only): <http://docs.zonarsystems.net/manuals/OMI/en/>
- **Personalized Support:** We assign each customer a Field Service Representative to provide phone support and regular checkups, and we have the best resources for solving any issues you may run into, including:
  - Help Desk staff of 10 available to answer calls Monday through Friday from 5:00 a.m. to 5:30 p.m. Pacific Time
  - After-hours emergency staff on-call 24/7/365 at 1-877-843-3847 or [customercare@zonarsystems.com](mailto:customercare@zonarsystems.com)
  - If an issue should arise with the system that cannot be resolved remotely, a Field Service Representative will be sent out to identify and rectify the issue.
- **Seamless Updates:** All software updates are handled by Zonar staff and would automatically update for State users.
  - Should an update require training, Zonar offers GoTo Webinars and videos to educate our clients on the increased functionality of the software.
  - The State will receive a customer newsletter to keep staff updated.

Best of all, there are no hidden fees. Unlimited assistance in planning the implementation of your system, training staff and resolving issues is free.

## IV. Zonar Systems' Background and Capabilities

### 1. Meet the Zonar Team



#### **Brett Brinton, President and CEO**

Brett co-founded Zonar Systems in 2001 to fulfill the growing technological demands of an underserved transportation industry. In 1989 Brett co-founded Wasser High Tech Coatings and managed the operations and business development functions in the company. Wasser invented and pioneered a unique high-performance, heavy-duty industrial polyurethane coating and rapidly expanded to be the global leader for large infrastructures such as bridges, pipelines, airports and sports stadiums. Wasser was sold to Wattyl (Australia WYL) in 1999. Brett attended both the University of California at Irvine and Harvard University before joining Wasser.

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#### **Bill Brinton, Chief Marketing Officer**

Bill ranks among the co-founders of Zonar and now serves as its Chief Marketing Officer. In 1989 Bill co-founded Wasser High Tech Coatings and managed the sales and marketing functions in the company. Bill attended the University of California at Riverside before joining Wasser.

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#### **Mike McQuade, CTO**

As Zonar's Chief Technology Officer and co-founder, Mike provides the vision and oversight to match hardware and software engineering to electronics manufacturing and design in a way that both meets and anticipates Zonar's customer needs. Prior to co-founding Zonar, Mike worked in the nuclear power safety inspection business at Zetec, where through the use of robotics and networking systems he helped ensure operational integrity in power plants, submarines and aircraft carriers. Prior to Zetec, Mike contributed to the environmental testing of avionics systems for commercial and military aircraft at Sundstrand Data Control. A dynamic public speaker, Mike is frequently asked to speak at industry events.



**Chris Oliver, VP Sales & Marketing**

Chris has spent more than 15 years developing and implementing marketing strategies that get things moving for companies in the business of making things move. With experience as both a corporate executive and consultant in the public and private sectors, Chris has a solid understanding of what it's like to operate a fleet in today's highly competitive and heavily regulated environment. Chris brings to the Zonar team a unique blend of analytical, technological and creative foresight that has consistently yielded success to a diverse group of transportation-based companies. Chris holds a BBA in Marketing, Finance and International Management from the University of Toledo.

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**Chris Hines, Executive Vice President**

Chris joins Zonar as Executive Vice President bringing over 25 years of financial, operational, and technological experience from the transportation industry. As Zonar's Executive Vice President, his primary focus is to develop and oversee Zonar's quickly growing position within the commercial transportation space. Prior to joining Zonar, Chris held several leadership positions in commercial transportation—most recently serving as President & COO of the Celadon Group. Chris also served as President and CEO of Tripmaster, President and CEO of Atypical Holdings, President of Pegasus Transtech, and Executive Vice President of Terion Tracking Systems. He also spent 16 years with GE Capital culminating in a role as the president of TIP North America – a \$550M, 125 branch leasing business.

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**Eric Manegold, Business Development for Commercial Vehicles**

Prior to co-founding Zonar Systems, Eric spent 25 years in commercial sales representing John Deere, Mercedes Benz and Freightliner Trucks. Throughout his professional career Eric has specialized in introducing new products and technology to the transportation and construction industry. In his current Business Development position, Eric is responsible for the introduction of Zonar's solutions to the nation's most innovative commercial vehicle operators, customers and manufacturers. Eric attended the University of Montana.

## About Zonar

Zonar has 10 years of experience providing GPS, electronic fleet inspection, student tracking and operations solutions for public and private fleets. Headquartered in Seattle with three satellite offices, Zonar has 175 employees.

Some of our other customers include:

- First Student - 50,000 vehicles
- Quanta Services - 20,000 vehicles
- National Express - 15,000 vehicles
- Montana Dakota Utilities - 15,000 vehicles



## Our History:

- 2001: Zonar established in October
- 2002: Grows to 11 employees; EVIRCOM developed
- 2003: EVIR™ patent awarded; First Student becomes customer
- 2004: Approximately 30 First Student sites installed
- 2005: Arizona office opened in July
- 2006: Filed for Ground Traffic Control™ Patent
- 2007: HQ moved to current building and received exclusive license for ZPass™
- 2008: 50 million verified visual inspections conducted in the United States
- 2009: 100th employee hired
- 2010: Introduced ZPass™; Z-Con patent filed; First Student adds 242 sites
- 2011: Partnership with Daimler; ZPass™ wins Edison Award

## Experience

Zonar Systems' ten years of experience working with GPS solutions, which has given us a strong background in the special requirements of implementations. With our large customer base, our implementation and training experiences have instilled us with the knowledge to create a comprehensive plan for State of West Virginia.

Zonar professionals represent hundreds of combined years of experience in the transportation industry, including staff with experience as transportation directors and national transportation leadership positions. Customers continually recommend Zonar Systems' service and support to their colleagues, giving us a Net Promoter rating on par with much larger companies, including SAS and Apple.

# Appendix A: Reporting Capabilities

Our V2J™ GPS device will track your vehicles, but it's the reporting in our web-based Ground Traffic Control™ application that will gather and analyze the information you need to make important decisions about your operations. Below is just a sampling of what you will be able to do with our system.

## A. GPS Reports

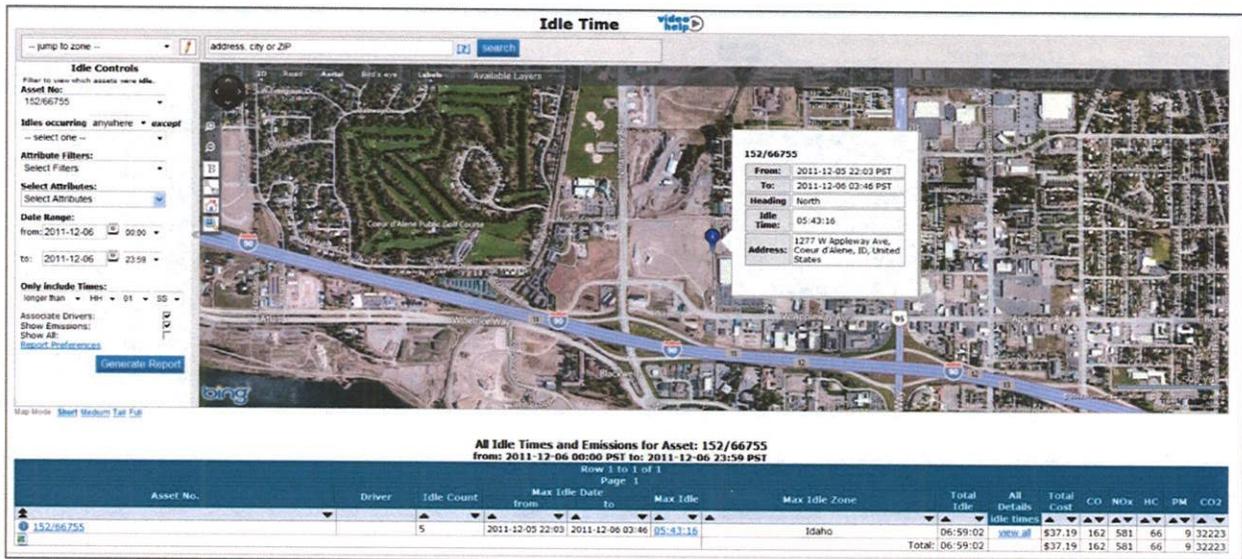


Below are some of some of the most widely used reports available with GPS capabilities.

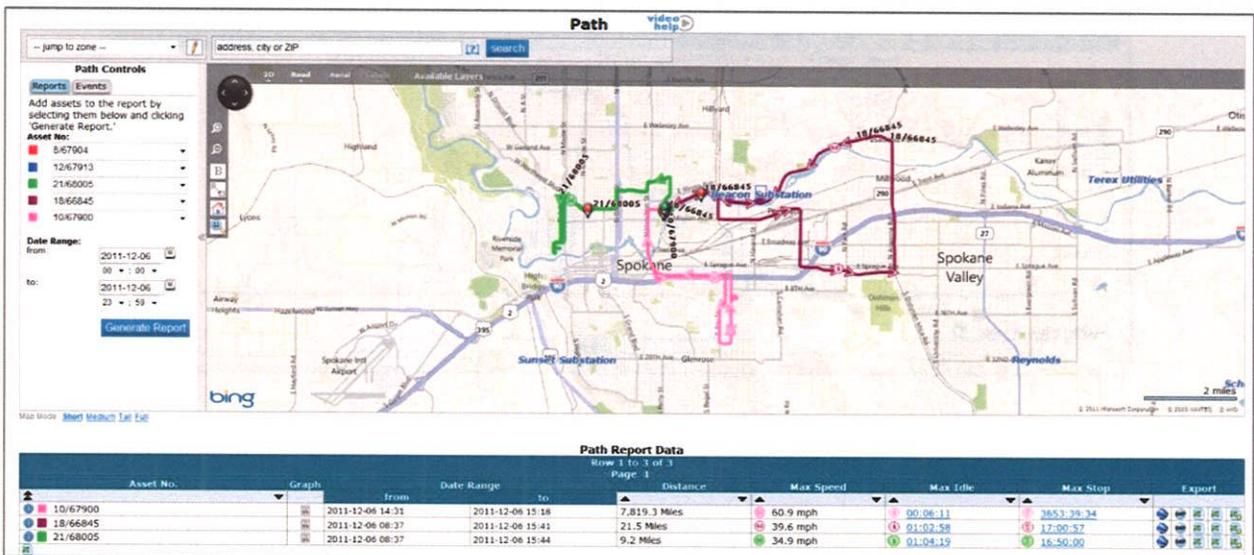
**Activity Report:** All of the State's asset utilization will be summed up in the Activity Report. This report is often used to prevent unauthorized use of company vehicles during weekends or other off hours. Users can also create an alert in order to be advised via text message or email if any vehicles are in use during these times.

Day	Asset No.	Time Range	Distance Traveled	Max Speed	Max Idle
2011-12-04	13N/67817	14:17:28 - 23:27:46	61.1 Miles	62.9 mph	00:21:09
2011-12-03	22/66874	16:03:30 - 21:01:29	10.8 Miles	34.6 mph	00:11:28
2011-12-03	157/66955	09:48:35 - 10:06:16	0.2 Miles	9.1 mph	00:07:24
2011-12-03	13N/67817	07:04:05 - 21:00:30	63.1 Miles	60.7 mph	01:47:20
2011-12-03	18/66845	07:02:00 - 13:13:27	9.6 Miles	37.0 mph	01:39:41
2011-12-03	18/68920	06:45:36 - 13:00:10	9.1 Miles	36.5 mph	01:45:48
2011-12-02	13N/67817	21:02:53 - 23:42:52	14.4 Miles	32.4 mph	00:34:39

**Idle Time Report:** Use the Idle time report to see how long your vehicles were idling during a given time period. This report also quantifies the cost and emissions of each idling session.



**Path Report:** Use the Path Report to track where up to 5 of your vehicles have traveled during a given period of time. Each vehicle path will be color coded so that you may follow its path more clearly.



Path report options:

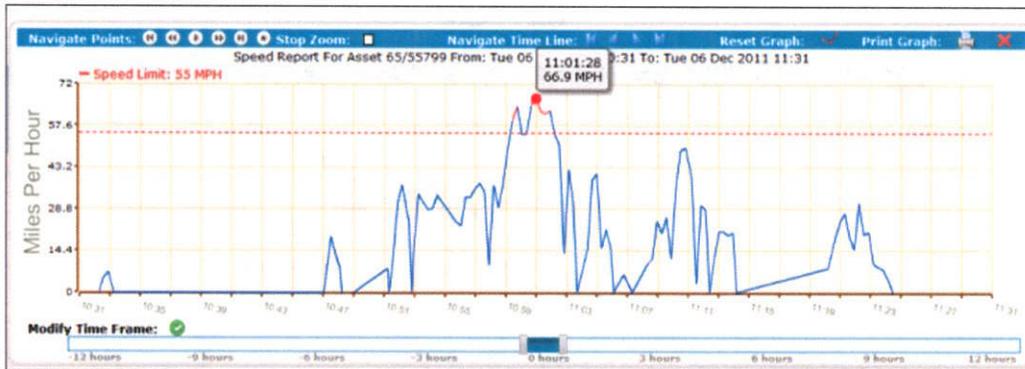
**Graph:** Click on this icon to view the speed graph, such as the one shown on the Speed Report on the following page, for the path selected.

**Max Speed:** Click on this icon to view the max speed event for the path report (also shown above with the **M** symbol.)

**Speed Report:** Use the Speed Report to view the minimum, maximum and average speeds of your vehicles.

Asset No.	Subtype	Graph	Max Speed	Max Speed Time	Events	Zone
65/55799	STANDARD	66.9	66.9 mph	Tue 06 Dec 2011 11:01:28	14	

Within the Speed Report, a Speed Graph is available to see if speeding was a one-time occurrence or chronic violation.



**Location Report:** Use the Location Report when you want to find out where your vehicles are now or the last place they were when they sent GPS position data. You can also use this report to track up to 5 vehicles continuously as they travel.

The screenshot shows the 'Location' report interface. At the top, there is a search bar for 'address, city or ZIP' and a 'Location' title. Below the search bar is a 'Last Location Controls' section with various filters for Asset No., Zone Filter, Options, and Attribute Filters. A 'Generate Report' button is visible. The main area is a satellite map with a popup window for asset 68001 showing Speed (0.0 Mile/Hour), Heading (North East), Date (2011-11-15 15:33), and Power (Off). Below the map is a 'Location Results' table with columns for Asset No., Last Entry, Speed, PWR, HDG, Zone, and Address.

Asset No.	Last Entry	Speed	PWR	HDG	Zone	Address
68001	2011-11-15 15:33	0.0 mph	Off	NE		<a href="#">Get Addresses</a>

**Schedule Report:** Use the Schedule Report to view which zones/geo-fences your vehicles were located in and at what time.

**Schedule**

Report Type 1  
Asset: 11/67848

Date	Zone	IN	OUT	Time In Zone	Duration	Distance
2011-12-06	CDA Yard	07:13:33		--	00:00:00	0.0 Miles
2011-12-06	CDA Yard		07:48:01	00:34:28	00:34:28	0.2 Miles
2011-12-06	CDA Yard	13:30:15		--	05:42:14	25.8 Miles
2011-12-06	CDA Yard		14:16:00	00:45:45	00:45:45	26.1 Miles
2011-12-06	CDA Yard	14:16:01		--	00:00:01	26.1 Miles
2011-12-06	CDA Yard		14:17:55	00:01:54	00:01:54	26.1 Miles
2011-12-06	CDA Yard	14:19:03		--	00:01:08	26.1 Miles
2011-12-06	CDA Yard		14:40:56	00:21:53	00:21:53	26.3 Miles

**Odometer Report:** Use the Odometer Report to see the mileage on each of your vehicles.

**Odometer**

No.	Asset	Odometer	Date and Time
1	10/67900	53823.7 Miles	2011-12-06 15:18:56
2	11/67848	61043.5 Miles	2011-12-06 15:19:08
3	12/67913	37818.7 Miles	2011-06-16 17:13:19
4	138/67817	143347 Miles	2011-12-06 15:25:36
5	67003	7967.6 Miles	2011-12-06 15:31:05
6	8/67904	29528.3 Miles	2011-06-24 19:05:21
7	9/67847	41286.6 Miles	2011-07-12 12:29:29

## B. EVIR™ Reports



Below are some of some of the most widely used reports available with EVIR™ capabilities.

**Inspections:** Shows inspections for a selected asset within the user-generated date range.

Inspections for asset: 47/68919

Type: **Inspections**  
Assets: 47/68919  
Attribute Filter:  
Select Filters:  
Attributes:  
Select Attributes

Date Options: -- Use Date Range --  
From: 2011 - December - 2  
To: 2011 - December - 6  
Select Zone: -- All Zones --

Include Only:  
 Unverified  
 Unverified  
 Incomplete

Clear Asset Filter Generate Report

No.	Date	Type	Status	Asset No.	Driver	Miles	Duration	Defects	EVIR	Print
1	Tue 06 Dec 2011 07:38	UTILITY	✓	47/68919	Hauger, Jason	13303	00:06:01	N/A	defects	50
2	Mon 05 Dec 2011 07:39	UTILITY	✓	47/68919	Hauger, Jason	13276	00:17:46	N/A	defects	50
3	Fri 02 Dec 2011 07:35	UTILITY	✓	47/68919	Hauger, Jason	13235	00:12:28	N/A	defects	50

Row 1 to 3 of 3  
Page 1

Shop Copy Standard Print Selected

**Inspection Cost:** Calculates the cost of the wasted time for pre- and post-trip inspections. These calculations are based off time allocated for a driver to conduct the inspection and the average labor cost per hour.

Inspection Cost video help

Inspection Type: **Inspections**  
Assets: All Assets  
Driver: All Drivers  
Pay Rate: 22 Per Hour

Date Options: From: 2011 - December - 1 To: 2011 - December - 6  
Less Than 5:00 Greater Than 10:00 Minutes

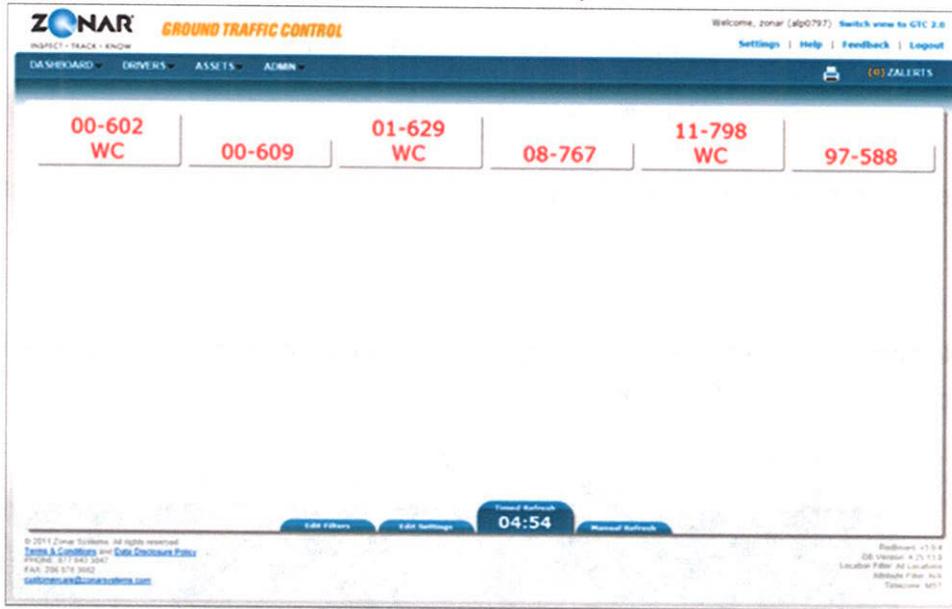
Generate Report

Asset	Driver	Date	Type	Duration	Cost	Difference
47/68919	Hauger, Jason	Fri 02 December 2011 07:47	UTILITY	00:12:28	\$4.57	\$0.90
47/68919	Hauger, Jason	Mon 05 December 2011 07:57	UTILITY	00:17:46	\$6.51	\$2.85
				Average Duration: 00:15:07	Average Cost: \$5.54	Total Cost: \$3.75

**Fleet Inspection Statistics:** Shows the statistics for the fleet at a glance.

Fleet Inspection Statistics	
Average Inspection Time:	00:17:11
Maximum Inspection Time:	00:49:26
Minimum Inspection Time:	00:03:54
Total Inspections:	55
Total Defects:	13
Defect Rate:	0.240

**Automated Down list for Drivers (EVIR™ Red Board report):** The Red Board provides a quick visual of all vehicles with critical defects that must be repaired.



### C. PTO Report



**PTO Engine Hours Report:** This report calculates the hours when the Power Take Off is engaged and the vehicle is idling.

No.	Asset No.	Mileage	Engine Hours	PTO Hours	PTO Percentage
1	138-67817	91.1	09:18:05	06:38:15	71.36%
2	152-66755	15.7	07:52:30	00:14:11	3.00%
3	152-66992	29.3	02:33:24	05:26:42	212.97%
4	156-66756	69.8	10:08:52	11:48:12	116.31%
5	156-68917	58.4	Active	05:35:45	0.00%
6	157-66955	12.2	Active	02:13:28	0.00%
7	21-66857	21.9	02:16:45	02:44:01	119.94%
8	22-66814	20.9	02:11:47	07:08:30	325.15%
9	23-66875	75.3	02:00:08	05:15:05	174.92%
10	25-66995	54.9	02:33:12	00:42:50	27.96%
11	27-68735	77.7	02:38:06	03:03:55	116.33%
12	28-68914	38.0	03:33:30	05:10:06	145.25%
13	65-55289	70.3	Active	02:23:53	0.00%
14	66-754	59.0	04:04:09	02:38:52	65.07%
15	66875	74.2	Active	00:32:36	0.00%
16	68902	135.5	09:29:20	04:45:01	50.06%
17	68915	87.6	01:42:24	03:14:47	190.22%
	<b>Total:</b>	<b>991.9</b>	<b>54:28:17</b>	<b>69:36:09</b>	<b>127.78%</b>

**D. JBus Reports**



Below are some of some of the most widely used reports available with JBus diagnostic capabilities.

**Fuel Path Report:** Provides the asset's fuel consumption for the date range that's selected. The Report will produce the asset's path on the map.

**JBus Fuel Path Report**

Asset No. 18/66845  
Date Range: 2011-12-06 08:37 to 2011-12-06 15:34  
Distance: 22.5 Miles  
Fuel Used: 8.45 Gallon

Asset No.	from	Date Range	to	Distance	Fuel Used	Export
18/66845	2011-12-06 08:37	2011-12-06 15:34		22.5 Miles	8.45 Gallon	

**Trip Report:** Provides information directly from vehicle's ECM. Reported metrics include, fuel consumption, MPG, and engine hours among other variables.

**Trip Report**

Assets: 152/66755  
Start Date: 2011 December 2 00:00  
End Date: 2011 December 6 23:59

19 Records Found

Start	End	Asset Name	VIN	Fuel (Gal)	Idle Fuel	PTO Fuel	Miles	MPG	Engine Hours	PTO Hours	Fuel Tot. (Gal)	Fuel (Idle)	Fuel (PTO)	Odometer (Miles)	Hours (Engine)	Hours (PTO)
2011-12-06 15:32:21	2011-12-06 15:34:07	152/66755	1M7WV2T66209942	0.26	N/A	N/A	0.20	0.00	0.12	N/A	14,837.82	N/A	N/A	49,241.65	4,111.28	N/A
2011-12-05 20:20:15	2011-12-05 20:28:51	152/66755	1M7WV2T66209942	0.91	N/A	N/A	2.90	0.80	7.28	N/A	14,837.84	N/A	N/A	49,241.65	4,111.13	N/A
2011-12-05 21:13:44	2011-12-05 22:02:00	152/66755	1M7WV2T66209942	1.39	N/A	N/A	2.90	1.83	0.90	N/A	14,831.73	N/A	N/A	49,238.50	4,104.10	N/A
2011-12-05 21:41:44	2011-12-05 24:21:30	152/66755	1M7WV2T66209942	1.04	N/A	N/A	3.20	2.97	0.17	N/A	14,855.17	N/A	N/A	49,235.81	4,102.50	N/A
2011-12-05 22:45:11	2011-12-05 22:49:20	152/66755	1M7WV2T66209942	0.26	N/A	N/A	0.80	2.63	0.03	N/A	14,849.11	N/A	N/A	49,232.81	4,103.05	N/A
2011-12-05 22:22:22	2011-12-05 22:41:00	152/66755	1M7WV2T66209942	0.79	N/A	N/A	2.00	2.15	0.13	N/A	14,848.82	N/A	N/A	49,231.75	4,102.00	N/A
2011-12-05 22:10:55	2011-12-05 22:10:41	152/66755	1M7WV2T66209942	0.26	N/A	N/A	0.20	0.75	0.05	N/A	14,848.00	N/A	N/A	49,228.51	4,102.85	N/A
2011-12-05 22:05:00	2011-12-05 22:05:07	152/66755	1M7WV2T66209942	0.26	N/A	N/A	1.50	3.68	0.10	N/A	14,847.73	N/A	N/A	49,229.51	4,102.80	N/A
2011-12-05 20:14:38	2011-12-05 20:39:04	152/66755	1M7WV2T66209942	1.06	N/A	N/A	1.62	1.31	0.49	N/A	14,847.01	N/A	N/A	49,227.95	4,102.75	N/A
2011-12-05 20:52:07	2011-12-05 21:00:46	152/66755	1M7WV2T66209942	0.79	N/A	N/A	3.00	3.79	0.13	N/A	14,846.47	N/A	N/A	49,225.91	4,102.50	N/A
2011-12-05 20:27:48	2011-12-05 21:02:07	152/66755	1M7WV2T66209942	0.26	N/A	N/A	0.60	1.89	0.10	N/A	14,847.66	N/A	N/A	49,222.95	4,102.00	N/A
2011-12-05 20:04:42	2011-12-05 21:06:12	152/66755	1M7WV2T66209942	0.26	N/A	N/A	0.10	0.38	0.00	N/A	14,845.41	N/A	N/A	49,222.28	4,102.28	N/A
2011-12-05 20:03:18	2011-12-05 21:02:32	152/66755	1M7WV2T66209942	0.79	N/A	N/A	3.20	4.44	0.20	N/A	14,845.17	N/A	N/A	49,222.28	4,102.00	N/A
2011-12-05 19:18:25	2011-12-05 21:04:23	152/66755	1M7WV2T66209942	1.08	N/A	N/A	3.00	2.34	0.10	N/A	14,844.36	N/A	N/A	49,219.03	4,101.85	N/A
2011-12-05 20:54:44	2011-12-05 21:06:30	152/66755	1M7WV2T66209942	0.26	N/A	N/A	0.50	1.84	0.07	N/A	14,843.70	N/A	N/A	49,216.97	4,101.75	N/A
2011-12-05 20:08:40	2011-12-05 21:16:16	152/66755	1M7WV2T66209942	0.97	N/A	N/A	1.20	2.08	0.13	N/A	14,843.20	N/A	N/A	49,215.01	4,101.65	N/A
2011-12-05 20:18:20	2011-12-05 21:15:38	152/66755	1M7WV2T66209942	0.26	N/A	N/A	0.80	3.00	0.13	N/A	14,842.51	N/A	N/A	49,214.31	4,101.50	N/A
2011-12-05 20:08:40	2011-12-05 21:13:37	152/66755	1M7WV2T66209942	0.51	N/A	N/A	1.50	1.80	0.10	N/A	14,842.24	N/A	N/A	49,213.21	4,101.25	N/A
2011-12-05 20:12:31	2011-12-05 21:41:00	152/66755	1M7WV2T66209942	N/A	N/A	N/A	N/A	N/A	0.10	N/A	14,841.71	N/A	N/A	49,211.81	4,101.28	N/A
<b>Totals</b>				16.11	0.00	0.00	29.10	1.81	10.05	0.00						

**JBus 1708/1939 Engine Fault Code Report:** The JBus fault code information provided by Zonar is designed as an early warning and remote monitoring system.

**ZONAR** GROUND TRAFFIC CONTROL  
INSPECT • TRACK • KNOW

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DASHBOARD ▾ DRIVERS ▾ ASSETS ▾ ADMIN ▾ (0) ZALERTS

**Event Details** [X]

**Data valid but below normal operational range // Coolant Level**

<b>Asset</b>				<b>Time</b>			
08-757				2011-09-23 05:38:37			
<b>SPN</b>	<b>SA</b>	<b>FMI</b>	<b>OC</b>				
		1	0				

**Asset GPS Location**

<b>Engine Hours</b>	<b>Odometer</b>	<b>Oil Pressure</b>	<b>Coolant Temp</b>		
3430.05 hours	68683.6 mi / 110535.5 km	74 PSI / 510.2 kPa	68°F / 20°C		

Asset	Time	SPN	SA	FMI	OC	Code	Description
08-757	2011-09-23 05:38:37	1587	136	5	23	false	1 Engine Coolant Level // Data Valid
03-663	2011-09-23 05:40:53	1587	128	11	124	false	0 Tractor ABS Warning Light Bulb // 1BABNBXA43F21
08-770	2011-09-23 07:42:39	1587	128	11	124	false	0 Engine Automatic Start Failed (En 1BABNBXA38F25

Export to CSV      Page: 1 of 1      View 1 - 58 of 58

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 PHONE: 917 843 3847

Diagnostics v1.0.2  
 DB Version: 4.25.13.0  
 Location Filter: All Locations



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

**Request for Quotation**

RFQ NUMBER  
**FLT12006**

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**1**

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

**VENDOR**  
 \*519132350 206-878-2459  
 ZONAR SYSTEMS INC  
 18200 CASCADE AVE S STE 200  
 SEATTLE WA 98188

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

DATE PRINTED <b>12/14/2011</b>	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS		
BID OPENING DATE: <b>01/26/2012</b>		BID OPENING TIME <b>01:30PM</b>				
LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		550-91	See Pricing Matrix	
<p><b>AUTOMATIC VEHICLE LOCATION DEVICES</b></p> <p><b>REQUEST FOR QUOTATION (RFQ) 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>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
SIGNATURE			TELEPHONE (206) 878-2459	DATE 2/17/2012		
TITLE VP of Sales and Marketing		FEIN 26-0499050		ADDRESS CHANGES TO BE NOTED ABOVE		

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



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RFQ NUMBER  
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**2**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
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 304-558-2596**

**\*519132350 206-878-2459**  
**ZONAR SYSTEMS INC**  
**18200 CASCADE AVE S STE 200**  
**SEATTLE WA 98188**

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

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

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	TELEPHONE <b>(206) 878-2459</b>	DATE <b>2/17/2012</b>
TITLE <b>VP of Sales and Marketing</b>	FEIN <b>26-0499050</b>	ADDRESS CHANGES TO BE NOTED ABOVE

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

VENDOR

\*519132350      206-878-2459  
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18200 CASCADE AVE S STE 200  
  
SEATTLE WA 98188

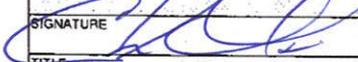
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25305      304-558-0086

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
				 SIGNATURE Zonar Systems COMPANY 2/17/2012 DATE		
<p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS		
SIGNATURE 	TELEPHONE (206) 878-2459	DATE 2/17/2012
TITLE VP of Sales and Marketing	FEIN 26-0499050	ADDRESS CHANGES TO BE NOTED ABOVE

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**Request for  
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ADDRESS CORRESPONDENCE TO ATTENTION OF  
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 304-558-2596**

\*519132350 206-878-2459  
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 SEATTLE WA 98188**

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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
<p>BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE TELEPHONE (206) 878-2459 DATE 2/17/2012

TITLE VP of Sales and Marketing FEIN 26-0499050 ADDRESS CHANGES TO BE NOTED ABOVE

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ADDRESS CORRESPONDENCE TO ATTENTION OF:  
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304-558-2596**

R O D E N V

\*519132350      206-878-2459  
ZONAR SYSTEMS INC  
18200 CASCADE AVE S STE 200  
SEATTLE WA 98188

S H I P T O

DEPARTMENT OF ADMINISTRATION  
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25305      304-558-0086

DATE PRINTED <b>12/14/2011</b>	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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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
<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 (206) 878-2459	DATE 2/17/2012
TITLE VP of Sales and Marketing	FEIN 26-0499050	ADDRESS CHANGES TO BE NOTED ABOVE

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### Request for Quotation

RFQ NUMBER
FLT12006

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

VENDOR	*519132350      206-878-2459
	ZONAR SYSTEMS INC
	18200 CASCADE AVE S STE 200
	SEATTLE WA 98188

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
				NOTICE		
				A SIGNED BID MUST BE SUBMITTED TO:		
				DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130		
				THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:		
				SEALED BID		
				BUYER: KRISTA FERRELL-FILE 21		
				RFQ. NO.: FLT12006		
				BID OPENING DATE: 01/26/2012		
				BID OPENING TIME: 1:30 PM		
				PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: (206) 878-3082		
				CONTACT PERSON (PLEASE PRINT CLEARLY):		

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE (206) 878-2459	DATE 2/17/2012
TITLE VP of Sales and Marketing	FEDIN 26-0499050	ADDRESS CHANGES TO BE NOTED ABOVE

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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
-----						
***** THIS IS THE END OF RFQ FLT12006 ***** TOTAL:						See Pricing Matrix

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	TELEPHONE (206) 878-2459	DATE 2/17/2012
TITLE VP of Sales and Marketing	FEIN 26-0499050	ADDRESS CHANGES TO BE NOTED ABOVE

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

RFQ No. FLT12006

STATE OF WEST VIRGINIA  
Purchasing Division

### PURCHASING AFFIDAVIT

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

**DEFINITIONS:**

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

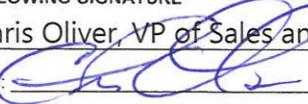
"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality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

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

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

**WITNESS THE FOLLOWING SIGNATURE**

Vendor's Name: Chris Oliver, VP of Sales and Marketing for Zonar Systems

Authorized Signature:  Date: 2/17/2012

State of Washington

County of King, to-wit:

Taken, subscribed, and sworn to before me this 25 day of January, 2012.

My Commission expires September 9, 2014

AFFIX SEAL HERE

NOTARY PUBLIC















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)	Data Transmission Service Plan Discount (5-minute ping)	Net Data Transmission Service Plan Cost (5-minute ping)	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 #H40003	Zonar and Garmin	V21w™ Light Duty, EV/R and Garmin DEZL	2000	N/A	N/A	N/A														
CDMA Device Cost			2000	\$ 831.09		\$ 831.09														\$ 1,662,180.00
GPS Device Cost			2000	N/A		N/A														
Battery Cost			2000	N/A		N/A														
Antenna Cost			2000	N/A		N/A														
Car Charger Cost			2000	N/A		N/A														
Kits/Sets/Outfits Cost			2000	\$ -		\$ -														
Installation Cost			2000				\$ 140.00		\$ 140.00											\$ 280,000.00
DSP Cost (5-Minutes) Ping			2000							\$ 32.99		\$ 32.99								\$ 65,980.00
Roaming Cost			2000																	
Browser client-server application			2000																	
Total																			\$ 2,008,160.00	

\*monthly for fleet



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)	Data Transmission Service Plan Discount (5-minute ping)	Net Data Transmission Service Plan Cost (5-minute ping)	DSP Roaming Cost	DSP Roaming Discount	Net DSP Roaming Cost	Browser Client-Server Application Cost	Browser Client-Server Application Discount	Net Browser Client-Server Application Cost	Total Cost		
Data Logger with Video Capture and without Engine Diagnostics # _____																					
Manufacturer	N/A																				
Model		N/A																			
CDMA Device Cost OBD-II			200	N/A	N/A	N/A														N/A	
CDMA Device Cost J1708/J1930			200	N/A	N/A	N/A															N/A
GPRS Device Cost OBD-II			200	N/A	N/A	N/A															N/A
GPRS Device Cost J1708/J1930			200	N/A	N/A	N/A															N/A
Battery Cost			200	N/A	N/A	N/A															N/A
Antenna Cost			200	N/A	N/A	N/A															N/A
Car Charger Cost			200	N/A	N/A	N/A															N/A
Kits/Sets/Outfits Cost			200	N/A	N/A	N/A															N/A
Installation Cost			200	N/A	N/A	N/A															N/A
DSP Cost (5-Minutes) Ping			200							N/A											N/A
Roaming Cost			200										N/A								N/A
Browser client-server application			200																		N/A
Total																			N/A		