State of West Virginia Fleet Management Office

CRFP FLT2600000002 - Attachment A - Cost Sheets

MAINTENANCE AND SERVICES PROGRAM				
	Unit Price	**Unit of Measure**	**Estimated Quantity**	**Extended Price**
Vehicle Maintenance Services 1 ton and under All inclusive lump sum cost for all Services as defined herein.	$3.50	Per Vehicle Per Month	3,000	$10,500.00
National Account Discount of:	-2.00%			
Independent Vendor fee of:	5.00%	Percent	$1,500,000.00	$62.50
Warranty Recovery	10.00%	Per Recovery		

	Unit Price	**Unit of Measure**	**Estimated Quantity**	**Extended Price**
Vehicle Maintenance Services Over 1 ton All inclusive lump sum cost for all Services as defined herein.	$7.50	Per Vehicle Per Month	3,000	$22,500.00
National Account Discount of:	-2.00%			
Independent Vendor fee of:	5.00%			
Warranty Recovery	10.00%	Per Recovery		

Please note that only one of the above will be accepted on this bid.

FUEL-ONLY CREDIT CARD PROGRAM				
	Unit Price	**Unit of Measure**	**Estimated Quantity**	**Extended Price**
Fuel Only Credit Cards All inclusive lump sum cost for all Services as defined herein.	$0.00	Per Card	5,000	$0.00
Replacement fuel card (lost or stolen)	$3.00	Per Card		
	Basis point	**Multiplier**	**Estimated Monthly Retail Transactions**	**Total Annual Volume Rebate**
Domestic Volume Rebate	90	0.0001	$1,000,000.00	$108,000.00
(based on a 12 month time frame)				
			TOTAL BID COST FOR EVALUATION:	**$108,000.00**

Express Mailing				
	Unit Price	**Unit of Measure**	**Estimated Quantity**	**Extended Price**
At the request of FMD	$25.00	Per Event		

24 Hour Roadside Assistance				
	Unit Price	**Unit of Measure**	**Estimated Quantity**	**Extended Price**
As defined in the specifications herein.	$35.00	Per Event		

Mileage Odometer Entry				
	Unit Price	**Unit of Measure**	**Estimated Quantity**	**Extended Price**
Mileage Entry and Ending Odometer All inclusive lump sum cost for all Services as defined herein.	$1.75	Per Vehicle per Month	1,000	

Driver Portal Log				
	Unit Price	**Unit of Measure**	**Estimated Quantity**	**Extended Price**
As defined in the specifications herein.	$1.75	Per Driver per Month	10,000	

MVR

	Unit Price	Unit of Measure	Estimated Quantity	Extended Price
Motor Vehicle Record	$6.00	Pre Event		
as defined herein.				
State Fee	$12.50	Pass through, per event		
Third Party Vendor Fee	$2.00	Pass through, per event		
Motor Vehicle Record - Continuous Monitoring	$3.00	Per vehicle per month		
as defined herein.				
State Fee	$12.50	Pass through, per event		
Third Party Vendor Fee	$2.00	Pass through, per event		

Telematics

	Unit Price	Unit of Measure	Estimated Quantity	Extended Price
Hardware	$0.00	**Per unit - one time**	**7000**	
T harness	$0.00	**Per unit - one time**	**7000**	
Monthly service fee	$16.00	**Per unit - monthly**	**7000**	
In cab verbal notification	$0.00	Per unit - monthly	**7000**	
NFC Reader	$54.45	Per unit - one time		
Fob	$3.30	Per unit - as needed	**7000**	
Outward facing cameras	$10.00	Per unit - monthly		
In-cab cameras	$20.00	Per unit - monthly		

Defensive Driving

	Unit Price	Unit of Measure	Estimated Quantity	Extended Price
Initial Assessment	$13.00	**Per Event**	**5000 per year**	
Supporting Modules		Per Module		
as defined herein.				

Data Interface

	Unit Price	Unit of Measure	Estimated Quantity	Extended Price
Third Party Interface	$0.00	**Per record**	**3000 per month**	

Notes:
The quantities provided are for bid evaluation purposes only. Actual quantities may be more or less at the discretion of the Agency.

Vendor Name:	Automotive Rentals, Inc. t/a Holman
Point of Contact Name:	Mike Dalessandro
Point of Contact Phone:	609-678-7763
Point of Contact Fax:	N/A
Point of Contact Email:	Mike.Dalessandro@holman.com

Pricing

Holman is pleased to offer the following pricing to State of West Virginia for fleet management services:

Item	Pricing
Maintenance	**Vehicles 10,000 GVW and Under** - $3.50 Per Vehicle Per Month **Vehicles 10,001- 26K GVW** - $7.50 Per Vehicle Per Month **Roadside Assistance** - $35.00 Per Occurrence **Warranty Recovery** – 10.00% of Recovered Amount *State of West Virginia will receive a 2.00% credit for all dollars spent at select national account vendors. Holman will charge a 5.00% fee for all dollars spent at independent vendors. This applies to both maintenance and accident repairs.*
Fuel Management	**Fuel Card** – No Fee **Fuel Rebate** – 90.00 Basis Points *Holman pays out all applicable fuel rebates on a monthly basis.*
Telematics	**Geotab GO OPEX Plan** – $16.00 Per Vehicle Per Month *OPEX Plan includes required hardware for GO Plan **Geotab GO Focus Camera Plan (Outward) -** $10.00 Per Vehicle Per Month **Geotab GO FocusPlus Camera Plan (Outward and Inward)** - $20.00 Per Vehicle Per Month **Additional Geotab equipment which is not included in the OPEX plan is billed at cost.*
Motor Vehicle Record (MVR) Check	$6.00 Per MVR *Third party fees are passed through
Motor Vehicle Record (MVR) Monitoring	$3.00 Per Driver Per Month *Third party fees are passed through
Driver Safety	**Skills Assessment** – $13.00 Per Assessment **Online Training Module** – $5.00 Per Module
Mileage Data Capture	$1.75 Per Vehicle Per Month

**Pricing quoted in this proposal is based on managed volume, and is subject to adjustment based on credit evaluation by Holman and negotiated terms.*