Solicitation Response(SR) | Dept: 0803 | ID: ESR12022500000003345 | Ver.: 1 | Function: New | Phase: Final | ▼ | Modified by batch , 12/16/2025

Header 🔗 3

List View

General Information | Contact | Default Values | Discount | Document Information | Clarification Request

Procurement Folder: 1797541	**SO Doc Code:** CRFQ
Procurement Type: Central Master Agreement	**SO Dept:** 0803
Vendor ID: 000000195808	**SO Doc ID:** DOT2600000037
Legal Name: CARAHSOFT TECHNOLOGY CORP	**Published Date:** 12/11/25
Alias/DBA:	**Close Date:** 12/16/25
Total Bid: $0.00	**Close Time:** 13:30
Response Date: 12/10/2025	**Status:** Closed
Response Time: 16:23	**Solicitation Description:** 81260040 Winter Fleet Management Tracking
Responded By User ID: carahsoft	**Total of Header Attachments:** 3
First Name: Caitlyn	**Total of All Attachments:** 3
Last Name: Lewis	
Email: sales@carahsoft.com	
Phone: 17038718500	

Proc Folder:	1797541
Solicitation Description:	81260040 Winter Fleet Management Tracking
Proc Type:	Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2025-12-16 13:30	SR 0803 ESR12022500000003345	1

VENDOR

000000195808
CARAHSOFT TECHNOLOGY CORP

Solicitation Number:	CRFQ 0803 DOT2600000037				
Total Bid:	0	**Response Date:**	2025-12-10	**Response Time:**	16:23:37
Comments:					

FOR INFORMATION CONTACT THE BUYER
John W Estep
304-558-2566
john.w.estep@wv.gov

Vendor
Signature X   **FEIN#**   **DATE**

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Fleet Management System Software	0.00000	EA	13.800000	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: This is a monthly price.

Extended Description:

Fleet Management System including software, tracking, real time monitoring, firmware updates.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Fleet Management System Hardware	0.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
31160000			

Commodity Line Comments: Samsara hardware is complementary, but please refer to pricing for Launch Mobility (Keyless for car sharing) details.

Extended Description:

Fleet Management System Hardware

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Fleet Management System Firmware	0.00000	EA	13.800000	0.00

Comm Code	Manufacturer	Specification	Model #
43233005			

Commodity Line Comments: This is a monthly price.

Extended Description:

Fleet Management System including software, tracking, real time monitoring, firmware updates.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Fleet Management System User Interface	0.00000	EA	13.800000	0.00

Comm Code	Manufacturer	Specification	Model #
43232306			

Commodity Line Comments: This is a monthly price.

Extended Description:

Fleet Management System including software, tracking, real time monitoring, firmware updates.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Fleet Management System Bread Crumbing & Asset Route Tracing	0.00000	EA	13.800000	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: This is a monthly price.

Extended Description:

Fleet Management System including software, tracking, real time monitoring, firmware updates.

Software as a Service Addendum

1. Definitions:

Acceptable alternative data center location means a country that is identified as providing equivalent or stronger data protection than the United States, in terms of both regulation and enforcement. DLA Piper's Privacy Heatmap shall be utilized for this analysis and may be found at https://www.dlapiperdataprotection.com/index.html?t=world-map&c=US&c2=IN.

Authorized Persons means the service provider's employees, contractors, subcontractors or other agents who have responsibility in protecting or have access to the public jurisdiction's personal data and non-public data to enable the service provider to perform the services required.

Data Breach means the unauthorized access and acquisition of unencrypted and unredacted personal data that compromises the security or confidentiality of a public jurisdiction's personal information and that causes the service provider or public jurisdiction to reasonably believe that the data breach has caused or will cause identity theft or other fraud.

Individually Identifiable Health Information means information that is a subset of health information, including demographic information collected from an individual, and (1) is created or received by a health care provider, health plan, employer or health care clearinghouse; and (2) relates to the past, present or future physical or mental health or condition of an individual; the provision of health care to an individual; or the past, present or future payment for the provision of health care to an individual; and (a) that identifies the individual; or (b) with respect to which there is a reasonable basis to believe the information can be used to identify the individual.

Non-Public Data means data, other than personal data, that is not subject to distribution to the public as public information. It is deemed to be sensitive and confidential by the public jurisdiction because it contains information that is exempt by statute, ordinance or administrative rule from access by the general public as public information.

Personal Data means data that includes information relating to a person that identifies the person by first name or first initial, and last name, and has any of the following personally identifiable information (PII): government-issued identification numbers (e.g., Social Security, driver's license, state identification card); financial account information, including account number, credit or debit card numbers; or protected health information (PHI).

Protected Health Information (PHI) means individually identifiable health information transmitted by electronic media, maintained in electronic media, or transmitted or maintained in any other form or medium. PHI excludes education records covered by the Family Educational Rights and Privacy Act (FERPA), as amended, 20 U.S.C. 1232g, records described at 20 U.S.C. 1232g(a)(4)(B)(iv) and employment records held by a covered entity in its role as employer.

Commented [LT1]: If selected as the winning bidder, Samsara will work with Customer in good faith to negotiate mutually agreeable terms applicable to the purchase and use of Samsara's products and services, including Data Privacy and Security terms as noted herein.

Given Samsara's unique offering, Samsara will need to include additional customary terms set forth at https://www.samsara.com/legal/public-sector-customers-platform-terms-of-service and which an be included as an attachment to this Addendum.

Samsara maintains reasonable administrative, physical, and technical safeguards for protection of the security, confidentiality and integrity of Customer Data in line with industry standards. Samsara complies with the System and Organization Controls (SOC 2) standard, which is an industry-recognized security standard. Samsara is audited every year by a third-party licensed and independent certified public accountant firm to confirm such compliance and we are happy to provide our current SOC 2 Type 2 report provided by this third party auditor, upon request.More information about Samsara's security practices are available at: https://www.samsara.com/legal/security/.

Samsara is committed to processing Customer Data in compliance with all applicable privacy laws. Because Samsara is a processor of Customer Data, Samsara may only collect and process Customer Data as instructed by our Customers and subject to Samsara's data protection addendum available at https://www.samsara.com/legal/data-protection-addendum/. Additionally, Samsara is committed to ensuring the privacy and security of the data that your organization entrusts us to protect. More information about Samsara's privacy practices and guiding principles are available at: https://www.samsara.com/company/privacy/.

Commented [LT2]: Please note that any definitions shall be as set forth in the Samsara Terms and Samsara DPA.

Commented [LT3]: These provisions are not applicable to Samsara. Samsara's products and services are strictly for telematics, logistics, and driving safety purposes and not for PHI processing. Any access to PHI by Samsara would be incidental, if at all.

Commented [LT4]: These provisions are not applicable to Samsara. Samsara's products and services are strictly for telematics, logistics, and driving safety purposes and not for PHI processing. Any access to PHI by Samsara would be incidental, if at all.

Public Jurisdiction means any government or government agency that uses these terms and conditions. The term is a placeholder for the government or government agency.

Public Jurisdiction Data means all data created or in any way originating with the public jurisdiction, and all data that is the output of computer processing or other electronic manipulation of any data that was created by or in any way originated with the public jurisdiction, whether such data or output is stored on the public jurisdiction's hardware, the service provider's hardware or exists in any system owned, maintained or otherwise controlled by the public jurisdiction or by the service provider.

Public Jurisdiction Identified Contact means the person or persons designated in writing by the public jurisdiction to receive security incident or breach notification.

Restricted data means personal data and non-public data.

Security Incident means the actual unauthorized access to personal data or non-public data the service provider believes could reasonably result in the use, disclosure or theft of a public jurisdiction's unencrypted personal data or non-public data within the possession or control of the service provider. A security incident may or may not turn into a data breach.

Service Provider means the contractor and its employees, subcontractors, agents and affiliates who are providing the services agreed to under the contract.

Software-as-a-Service (SaaS) means the capability provided to the consumer to use the provider's applications running on a cloud infrastructure. The applications are accessible from various client devices through a thin-client interface such as a Web browser (e.g., Web-based email) or a program interface. The consumer does not manage or control the underlying cloud infrastructure including network, servers, operating systems, storage or even individual application capabilities, with the possible exception of limited user-specific application configuration settings.

2. Data Ownership: The public jurisdiction will own all right, title and interest in its data that is related to the services provided by this contract. The service provider shall not access public jurisdiction user accounts or public jurisdiction data, except (1) in the course of data center operations, (2) in response to service or technical issues, (3) as required by the express terms of this contract or (4) at the public jurisdiction's written request.

3. Data Protection and Privacy: Protection of personal privacy and data shall be an integral part of the business activities of the service provider to ensure there is no inappropriate or unauthorized use of public jurisdiction information at any time. To this end, the service provider shall safeguard the confidentiality, integrity and availability of public jurisdiction information and comply with the following conditions:
   a) The service provider shall implement and maintain appropriate administrative, technical and physical security measures to safeguard against unauthorized access, disclosure or theft of personal data and non-public data. In Appendix A,

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Commented [LT5]: As a technology company, Samsara's intellectual property is part of Samsara's core assets and we must ensure clean IP ownership. Samsara will therefore retain all IP rights in its software, firmware, documentation, data, and other components of its products and services, including modifications, improvements, and derivative works thereto, and will not assign any of these IP rights to Customer. For the avoidance of doubt, Customer will retain its title and interest in the customer data captured by its use of Samsara hardware.

Under Samsara's Terms, customer data will be treated as confidential information. In order to provide its services to customers, Samsara relies on the license that customers grant to Samsara to access and use their data for purposes of operating and providing the services. As further provided in the Terms, Samsara may use customer data to provide its services, for analytics, and to improve its products.

Commented [LT6]: Any technical security requirements set forth herein are subject to reviewed and sign off by Samsara's Security team should we be awarded the bid.

the public jurisdiction shall indicate whether restricted information will be processed by the service provider. Such security measures shall be in accordance with recognized industry practice and not less stringent than the measures the service provider applies to its own personal data and non-public data of similar kind. The service provider shall ensure that all such measures, including the manner in which personal data and non-public data are collected, accessed, used, stored, processed, disposed of and disclosed, comply with applicable data protection and privacy laws, as well as the terms and conditions of this Addendum and shall survive termination of the underlying contract.

b) The service provider represents and warrants that its collection, access, use, storage, disposal and disclosure of personal data and non-public data do and will comply with all applicable federal and state privacy and data protection laws, as well as all other applicable regulations, policies and directives.

Commented [LT7]: Samsara can agree to materially comply with applicable statutes and government rules and regulations. Given ELD compliance and privacy considerations are ever evolving, Samsara will work closely with regulators to ensure its products are compliant with all applicable laws.

c) The service provider shall support third-party multi-factor authentication integration with the public jurisdiction third-party identity provider to safeguard personal data and non-public data.

d) If, in the course of its engagement by the public jurisdiction, the service provider has access to or will collect, access, use, store, process, dispose of or disclose credit, debit or other payment cardholder information, the service provider shall at all times remain in compliance with the Payment Card Industry Data Security Standard ("PCI DSS") requirements, including remaining aware at all times of changes to the PCI DSS and promptly implementing all procedures and practices as may be necessary to remain in compliance with the PCI DSS, in each case, at the service provider's sole cost and expense. All data obtained by the service provider in the performance of this contract shall become and remain the property of the public jurisdiction.

Commented [LT8]: These provisions are not applicable to Samsara. Payments to Samsara will be made via ACH initiated by Samsara.

e) All personal data shall be encrypted at rest and in transit with controlled access. Unless otherwise stipulated, the service provider is responsible for encryption of the personal data.

f) Unless otherwise stipulated, the service provider shall encrypt all non-public data at rest and in transit, in accordance with recognized industry practice. The public jurisdiction shall identify data it deems as non-public data to the service provider.

g) At no time shall any data or process – that either belong to or are intended for the use of a public jurisdiction or its officers, agents or employees — be copied, disclosed or retained by the service provider or any party related to the service provider for subsequent use in any transaction that does not include the public jurisdiction.

h) The service provider shall not use or disclose any information collected in connection with the service issued from this proposal for any purpose other than fulfilling the service.

i) Data Location. For non-public data and personal data, the service provider shall provide its data center services to the public jurisdiction and its end users solely from data centers in the U.S. Storage of public jurisdiction data at rest shall be located solely in data centers in the U.S. The service provider shall not allow its personnel or contractors to *store* public jurisdiction data on portable devices, including personal computers, except for devices that are used and kept only at its

Commented [LT9]: Samsara uses AWS as our cloud services provider and their data centers are located here in the US, meaning that almost all data that is collected by Samsara would be stored here in the US. However, during the course of providing real-time 24/7 customer support, customer data might, in limited circumstances, be accessed by Samsara customer support or engineering on their work-issued laptops globally, for example, to resolve any issues. We do have internal measures designed to safeguard customer data, including encryption of employee laptops and, endpoint monitoring and routing of all network traffic. Furthermore, Samsara prohibits employees from accessing corporate resources from the following locations:
China
Hong Kong
Iran
North Korea
Russia

Please note that any collection or access of customer data outside of the US would only happen in these very limited circumstances.

U.S. data centers. With agreement from the public jurisdiction, this term may be met by the service provider providing its services from an acceptable alternative data center location, which agreement shall be stated in Appendix A. The Service Provider may also request permission to utilize an acceptable alternative data center location during a procurement's question and answer period by submitting a question to that effect. The service provider shall permit its personnel and contractors to access public jurisdiction data remotely only as required to provide technical support.

4. Security Incident or Data Breach Notification: The service provider shall inform the public jurisdiction of any confirmed security incident or data breach.

a) Incident Response: The service provider may need to communicate with outside parties regarding a security incident, which may include contacting law enforcement, fielding media inquiries and seeking external expertise as defined by law or contained in the contract. Discussing security incidents with the public jurisdiction shall be handled on an urgent as-needed basis, as part of service provider communication and mitigation processes defined by law or contained in the contract.

b) Security Incident Reporting Requirements: The service provider shall report a confirmed Security Incident as soon as practicable, but no later than twenty-four (24) hours after the service provider becomes aware of it, to: (1) the department privacy officer, by email, with a read receipt, identified in Appendix A; and, (2) unless otherwise directed by the public jurisdiction in the underlying contract, the WVOT Online Computer Security and Privacy Incident Reporting System at https://apps.wv.gov/ot/ir/Default.aspx, and (3) the public jurisdiction point of contact for general contract oversight/administration. The following information shall be shared with the public jurisdiction: (1) incident phase (detection and analysis; containment, eradication and recovery; or post-incident activity), (2) projected business impact, and, (3) attack source information.

c) Breach Reporting Requirements: Upon the discovery of a data breach or unauthorized access to non-public data, the service provider shall immediately report to: (1) the department privacy officer, by email, with a read receipt, identified in Appendix A; and, (2) unless otherwise directed by the public jurisdiction in the underlying contract, the WVOT Online Computer Security and Privacy Incident Reporting System at https://apps.wv.gov/ot/ir/Default.aspx, and the public jurisdiction point of contact for general contract oversight/administration.

5. Breach Responsibilities: This section only applies when a data breach occurs with respect to personal data within the possession or control of the service provider.

a) Immediately after being awarded a contract, the service provider shall provide the public jurisdiction with the name and contact information for an employee of service provider who shall serve as the public jurisdiction's primary security contact and shall be available to assist the public jurisdiction twenty-four (24) hours per day, seven (7) days per week as a contact in resolving obligations associated with a data breach. The service provider may provide this information in Appendix A.

Commented [LT10]: Any security incident or data breach notification obligations shall be as set forth in the Samsara Terms and DPA. Any deviations are subject to review and approval by Samsara's Privacy and Security team should we be awarded the bid. Samsara could typically agree to report security incidents no later than 72 hours.

Commented [LT11]: Any data breach responsibilities shall be as set forth in the Samsara Terms and DPA. Any deviations are subject to review and approval by Samsara's Privacy and Security team should we be awarded the bid.

b) Immediately following the service provider's notification to the public jurisdiction of a data breach, the parties shall coordinate cooperate with each other to investigate the data breach. The service provider agrees to fully cooperate with the public jurisdiction in the public jurisdiction's handling of the matter, including, without limitation, at the public jurisdiction's request, making available all relevant records, logs, files, data reporting and other materials required to comply with applicable law and regulation.

c) Within 72 hours of the discovery, the service provider shall notify the parties listed in 4(c) above, to the extent known: (1) date of discovery; (2) list of data elements and the number of individual records; (3) description of the unauthorized persons known or reasonably believed to have improperly used or disclosed the personal data; (4) description of where the personal data is believed to have been improperly transmitted, sent, or utilized; and, (5) description of the probable causes of the improper use or disclosure.

d) The service provider shall (1) cooperate with the public jurisdiction as reasonably requested by the public jurisdiction to investigate and resolve the data breach, (2) promptly implement necessary remedial measures, if necessary, and prevent any further data breach at the service provider's expense in accordance with applicable privacy rights, laws and regulations and (3) document responsive actions taken related to the data breach, including any post-incident review of events and actions taken to make changes in business practices in providing the services, if necessary.

e) If a data breach is a direct result of the service provider's breach of its contract obligation to encrypt personal data or otherwise prevent its release, the service provider shall bear the costs associated with (1) the investigation and resolution of the data breach; (2) notifications to individuals, regulators or others required by state or federal law; (3) a credit monitoring service (4) a website or a toll-free number and call center for affected individuals required by state law — all not to exceed the average per record per person cost calculated for data breaches in the United States in the most recent Cost of Data Breach Study: Global Analysis published by the Ponemon Institute at the time of the data breach (or other similar publication if the named publication has not issued an updated average per record per cost in the last 5 years at the time of the data breach); and (5) complete all corrective actions as reasonably determined by service provider based on root cause. The service provider agrees that it shall not inform any third party of any data breach without first obtaining the public jurisdiction's prior written consent, other than to inform a complainant that the matter has been forwarded to the public jurisdiction's legal counsel and/or engage a third party with appropriate expertise and confidentiality protections for any reason connected to the data breach. Except with respect to where the service provider has an independent legal obligation to report a data breach, the service provider agrees that the public jurisdiction shall have the sole right to determine: (1) whether notice of the data breach is to be provided to any individuals, regulators, law enforcement agencies, consumer reporting agencies or others, as required by law or regulation, or otherwise in the public jurisdiction's discretion; and (2) the contents of such notice, whether any

type of remediation may be offered to affected persons, and the nature and extent of any such remediation. The service provider retains the right to report activity to law enforcement.

6. Notification of Legal Requests: The service provider shall contact the public jurisdiction upon receipt of any electronic discovery, litigation holds, discovery searches and expert testimonies related to the public jurisdiction's data under this contract, or which in any way might reasonably require access to the data of the public jurisdiction. The service provider shall not respond to subpoenas, service of process and other legal requests related to the public jurisdiction without first notifying the public jurisdiction, unless prohibited by law from providing such notice.

7. Termination and Suspension of Service:
a) In the event of a termination of the contract, the service provider shall implement an orderly return of public jurisdiction data within the time period and format specified in the contract (or in the absence of a specified time and format, a mutually agreeable time and format) and after the data has been successfully returned, securely and permanently dispose of public jurisdiction data.
b) During any period of service suspension, the service provider shall not take any action to intentionally erase any public jurisdiction data.
c) In the event the contract does not specify a time or format for return of the public jurisdiction's data and an agreement has not been reached, in the event of termination of any services or agreement in entirety, the service provider shall not take any action to intentionally erase any public jurisdiction data for a period of:
   - 10 days after the effective date of termination, if the termination is in accordance with the contract period
   - 30 days after the effective date of termination, if the termination is for convenience
   - 60 days after the effective date of termination, if the termination is for cause

   After such period, the service provider shall have no obligation to maintain or provide any public jurisdiction data and shall thereafter, unless legally prohibited, delete all public jurisdiction data in its systems or otherwise in its possession or under its control.
d) The public jurisdiction shall be entitled to any post-termination assistance generally made available with respect to the services, unless a unique data retrieval arrangement has been established as part of the Contract.
e) The service provider shall securely dispose of all requested data in all of its forms, such as disk, CD/ DVD, backup tape and paper, when requested by the public jurisdiction. Data shall be permanently deleted and shall not be recoverable, according to National Institute of Standards and Technology (NIST)-approved methods. Certificates of destruction shall be provided to the public jurisdiction.

8. Background Checks: The service provider shall conduct criminal background checks in compliance with W.Va. Code §15-2D-3 and not utilize any staff to fulfill the obligations

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Commented [LT12]: Any confidentiality obligations including the disclosure of confidential information pursuant to a legal request shall be as set forth in the Samsara Terms.

Commented [LT13]: Samsara's obligations on termination shall be as set forth in the Samsara Terms. Samsara can agree to retain Customer Data for 30 days post-termination. Samsara does not provide its customers with any transition services. Please note that Customer Data is exportable at any time during the term of the agreement and this 30-day period.

Commented [LT14]: Samsara can agree to conduct background checks to the extent such background checks are permitted and allowed by applicable law.

of the contract, including subcontractors, who have been convicted of any crime of dishonesty, including but not limited to criminal fraud, or otherwise convicted of any felony or misdemeanor offense for which incarceration for up to 1 year is an authorized penalty. The service provider shall promote and maintain an awareness of the importance of securing the public jurisdiction's information among the service provider's employees and agents.

9. Oversight of Authorized Persons: During the term of each authorized person's employment or engagement by service provider, service provider shall at all times cause such persons to abide strictly by service provider's obligations under this Agreement and service provider's standard policies and procedures. The service provider further agrees that it shall maintain a disciplinary process to address any unauthorized access, use or disclosure of personal data by any of service provider's officers, partners, principals, employees, agents or contractors.

10. Access to Security Logs and Reports: The service provider shall provide reports to the public jurisdiction in CSV format agreed to by both the service provider and the public jurisdiction. Reports shall include user access (successful and failed attempts), user access IP address, user access history and security logs for all public jurisdiction files and accounts related to this contract.

> **Commented [LT15]:** Any technical security requirements set forth herein including provisions around access to security logs and reports are subject to reviewed and sign off by Samsara's Security team should we be awarded the bid.

11. Data Protection Self-Assessment: The service provider shall perform a Cloud Security Alliance STAR Self-Assessment by completing and submitting the "Consensus Assessments Initiative Questionnaire" to the Public Jurisdiction Identified Contact. The service provider shall submit its self-assessment to the public jurisdiction prior to contract award and, upon request, annually thereafter, on the anniversary of the date of contract execution. Any deficiencies identified in the assessment will entitle the public jurisdiction to disqualify the bid or terminate the contract for cause.

> **Commented [LT16]:** Any technical security requirements including completion of such Self-Assement set forth herein including provisions around access to security logs and reports are subject to reviewed and sign off by Samsara's Security team should we be awarded the bid.

12. Data Center Audit: The service provider shall perform an audit of its data center(s) at least annually at its expense and provide a redacted version of the audit report upon request. The service provider may remove its proprietary information from the redacted version. A Service Organization Control (SOC) 2 audit report or approved equivalent sets the minimum level of a third-party audit. Any deficiencies identified in the report or approved equivalent will entitle the public jurisdiction to disqualify the bid or terminate the contract for cause.

> **Commented [LT17]:** As a provider of software and cloud services to its customers, Samsara keeps its customer records electronically. Samsara does not accommodate onsite audits or inspections, however, at most once per year upon 60 days' written notice, at Customer's expense, Samsara will provide documentation to Customer electronically sufficient to demonstrate Samsara's compliance with the invoicing provisions of this contract. Additionally, Samsara could agree to provide a copy of its SOC2 Report on an annual basis, at most once per year, upon written request, which SOC2 Report constitutes Samsara confidential and proprietary information.

13. Change Control and Advance Notice: The service provider shall give 30 days, advance notice (to the public jurisdiction of any upgrades (e.g., major upgrades, minor upgrades, system changes) that may impact service availability and performance. A major upgrade is a replacement of hardware, software or firmware with a newer or better version in order to bring the system up to date or to improve its characteristics.

14. Security:
  a) At a minimum, the service provider's safeguards for the protection of data shall include: (1) securing business facilities, data centers, paper files, servers, back-up

> **Commented [LT18]:** Any technical security requirements set forth herein are subject to reviewed and sign off by Samsara's Security team should we be awarded the bid.

systems and computing equipment, including, but not limited to, all mobile devices and other equipment with information storage capability; (2) implementing network, device application, database and platform security; 3) securing information transmission, storage and disposal; (4) implementing authentication and access controls within media, applications, operating systems and equipment; (5) implementing appropriate personnel security and integrity procedures and practices, including, but not limited to, conducting background checks consistent with applicable law; and (6) providing appropriate privacy and information security training to service provider's employees.

b) The service provider shall execute well-defined recurring action steps that identify and monitor vulnerabilities and provide remediation or corrective measures. Where the service provider's technology or the public jurisdiction's required dependence on a third-party application to interface with the technology creates a critical or high risk, the service provider shall remediate the vulnerability as soon as possible. The service provider must ensure that applications used to interface with the service provider's technology remain operationally compatible with software updates.

c) Upon the public jurisdiction's written request, the service provider shall provide a high-level network diagram with respect to connectivity to the public jurisdiction's network that illustrates the service provider's information technology network infrastructure.

15. Non-disclosure and Separation of Duties: The service provider shall enforce separation of job duties, require commercially reasonable non-disclosure agreements, and limit staff knowledge of public jurisdiction data to that which is absolutely necessary to perform job duties.

16. Import and Export of Data: The public jurisdiction shall have the ability to securely import, export or dispose of data in standard format in piecemeal or in entirety at its discretion without interference from the service provider. This includes the ability for the public jurisdiction to import or export data to/from other service providers identified in the contract (or in the absence of an identified format, a mutually agreeable format).

> **Commented [LT19]:** As noted above, Samsara does not provision transition assistance however we do provide an open API which will allow a customer to export data at any time as set forth in the Samsara Terms.

17. Responsibilities: The service provider shall be responsible for the acquisition and operation of all hardware, software and network support related to the cloud services being provided. The technical and professional activities required for establishing, managing and maintaining the environments are the responsibilities of the service provider.

> **Commented [LT20]:** Responsibilities between Samsara and Customer shall be as set forth in the Samsara Terms.

18. Subcontractor Compliance: The service provider shall ensure that any of its subcontractors to whom it provides any of the personal data or non-public data it receives hereunder, or to whom it provides any personal data or non-public data which the service provider creates or receives on behalf of the public jurisdiction, agree to the restrictions, terms and conditions which apply to the service provider hereunder.

> **Commented [LT21]:** Samsara is responsible if its subcontractors breach obligations under this contract, but Samsara will not be required to pass down requirements as specified in this contract to its subcontractors.

19. Right to Remove Individuals: The public jurisdiction shall have the right at any time to require that the service provider remove from interaction with public jurisdiction any

service provider representative who the public jurisdiction believes is detrimental to its working relationship with the service provider. The public jurisdiction shall provide the service provider with notice of its determination, and the reasons it requests the removal. If the public jurisdiction signifies that a potential security violation exists with respect to the request, the service provider shall immediately remove such individual. The service provider shall not assign the person to any aspect of the contract without the public jurisdiction's consent.

20. Business Continuity and Disaster Recovery: The service provider shall provide a business continuity and disaster recovery plan executive summary upon request. Lack of a plan will entitle the public jurisdiction to terminate this contract for cause.

> **Commented [LT22]:** Any Business Continuity plan may be provided once a year upon written request.

21. Compliance with Accessibility Standards: The service provider shall comply with and adhere to Accessibility Standards of Section 508 Amendment to the Rehabilitation Act of 1973.

> **Commented [LT23]:** Samsara's software includes a cloud dashboard and a driver App. Accessibility features are available through the native environments (e.g., Google Chrome web browser, Apple iOS).

22. Web Services: The service provider shall use web services exclusively to interface with the public jurisdiction's data in near real time when possible.

23. Encryption of Data at Rest: The service provider shall ensure hard drive encryption consistent with validated cryptography standards as referenced in FIPS 140-2, Security Requirements for Cryptographic Modules for all personal data.

24. Subscription Terms: Service provider grants to a public jurisdiction a license to:
   a. Access and use the service for its business purposes;
   b. For SaaS, use underlying software as embodied or used in the service; and
   c. View, copy, upload, download (where applicable), and use service provider's documentation.

> **Commented [LT24]:** Any license to use the Samsara Software shall be as set forth in the Samsara Terms/ EULA.

25. Equitable Relief: Service provider acknowledges that any breach of its covenants or obligations set forth in Addendum may cause the public jurisdiction irreparable harm for which monetary damages would not be adequate compensation and agrees that, in the event of such breach or threatened breach, the public jurisdiction is entitled to seek equitable relief, including a restraining order, injunctive relief, specific performance and any other relief that may be available from any court, in addition to any other remedy to which the public jurisdiction may be entitled at law or in equity. Such remedies shall not be deemed to be exclusive but shall be in addition to all other remedies available at law or in equity, subject to any express exclusions or limitations in this Addendum to the contrary.

> **Commented [LT25]:** Samsara would request that any Equitable Relief Terms be mutual between the parties.

AGREED:

Name of Agency:_____ Name of Vendor:_____

Signature:_____ Signature:_____

Title:_____ Title:_____

Date:_____ Date:_____

Appendix A

(To be completed by the Agency's Procurement Officer prior to the execution of the Addendum, and shall be made a part of the Addendum. Required information not identified prior to execution of the Addendum may only be added by amending Appendix A and the Addendum, via Change Order.)

Name of Service Provider/Vendor: _____

Name of Agency:_____

Agency/public jurisdiction's required information:

1. Will restricted information be processed by the service provider?
   Yes ☐
   No ☐

2. If yes to #1, does the restricted information include personal data?
   Yes ☐
   No ☐

3. If yes to #1, does the restricted information include non-public data?
   Yes ☐
   No ☐

4. If yes to #1, may the service provider store public jurisdiction data in a data center in an acceptable alternative data center location, which is a country that is not the U.S.?
   Yes ☐
   No ☐

5. Provide name and email address for the Department privacy officer:

   Name: _____

   Email address: _____

Vendor/Service Provider's required information:

6. Provide name and contact information for vendor's employee who shall serve as the public jurisdiction's primary security contact:

   Name: _____

   Email address: _____

   Phone Number: _____

Exhibit A - Pricing Page

CRQM DOT26*21 WINTER FLEET MANAGEMENT

Cost information below as detailed in the specifications.
(Vendor must provide the individual cost breakdown for the components listed below and all related costs associated with the implementation.)

3.2 Basic Fleet Management (or equal)	Plan or Feature Description	Unit of Measure	SKU	QTY	Unit Price	Extended Price	YEAR TWO	YEAR THREE	YEAR FOUR
GO Device Bundles with Installation or equal									
Basic Fleet Management	Geotab GO9 or GR9 telematics, Proplus plan, universal harness, standard installation (as defined below), and training or equal, Part# Proplus Plan or equal.	EA	LIC-VG-PS	3,000	$ 13.80	$ 20,700.00	$ 41,400.00	$ 41,400.00	$ 41,400.00
Includes (1) of the following:									
	Geotab GO9 telematics device,Part# GO9-LTEATTA or equal	EA	HW-VG55-NA	3,000	$ -	$ -	$ -	$ -	$ -
	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal	EA	HW-VG55-NA	3,000	$ -	$ -	$ -	$ -	$ -
	Geotab GO Rugged 9 telematics devicePart# GR9-LTEATTA or equal	EA	HW-AG53	3,000	$ -	$ -	$ -	$ -	$ -
	OBDII extension cable pack for GO devicesPart #HRN-BS16S4 or equal	EA	CBL-VG-COBDII-Y1	3,000	$ -	$ -	$ -	$ -	$ -
	Custom 3-Wire harnass kit. the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal	EA	CBL-VG-CPC	3,000	$ -	$ -	$ -	$ -	$ -
	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal	EA	CBL-VG-CJ1939	3,000	$ -	$ -	$ -	$ -	$ -
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part#HRN-DS06T2 or equal	EA	CBL-VG-CJ1939	3,000	$ -	$ -	$ -	$ -	$ -
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part#HRn-GR09K1 or equal	EA	CBL-AG-B9PIN	3,000	$ -	$ -	$ -	$ -	$ -
	connector kit includes a 9-pin T-harnass and 4 different mounting adapters for use in most Heavy-Duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS09K2 or equal.	EA	CBL-AG-B9PIN	3,000	$ -	$ -	$ -	$ -	$ -
	Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS16K2 or equal.	EA	CBL-VG-COBDII-Y0	3,000	$ -	$ -	$ -	$ -	$ -
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.	EA	CBL-VG-COBDII-Y0	3,000	$ -	$ -	$ -	$ -	$ -
	3-wire harness kit for GO Rugged. The kit contains the the harness and a fuse kit, Part# HRN-RW03K4 or equal.	EA	CBL-AG-BPWR	3,000	$ -	$ -	$ -	$ -	$ -
Includes (1) of the following:									
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included, Part# INS-GOHDWIRE or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
	Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
GO Device Bundles without Installation	Geotab GO9 or GR9 telematics, Proplus plan, universal harness, standard installation (as defined below), and training, Part # Proplus plan or equal. *Self installed*	EA	LIC-VG-PS	3,000	$ 13.80	$ 20,700.00	$ 41,400.00	$ 41,400.00	$ 41,400.00
Includes (1) of the following:									

Description	UOM	Part Ref	Qty	Price				
Geotab GO9 telematics device, Part# GO9-LTEATTA or equal	EA	HW-VG55-NA	3,000	$ -	$ -	$ -	$ -	$ -
Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal	EA	HW-VG55-NA	3,000	$ -	$ -	$ -	$ -	$ -
Geotab GO Rugged 9 telematics device Part# GR9-LTEATTA or equal	EA	HW-AG53	3,000	$ -	$ -	$ -	$ -	$ -
OBDII extension cable pack for GO devices Part #HRN-BS16S4 or equal	EA	CBL-VG-COBDII-Y1	3,000	$ -	$ -	$ -	$ -	$ -
Custom 3-Wire harnass kit. the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal	EA	CBL-VG-CPC	3,000	$ -	$ -	$ -	$ -	$ -
6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal	EA	CBL-VG-CJ1939	3,000	$ -	$ -	$ -	$ -	$ -
6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part#HRN-DS06T2 or equal	EA	CBL-VG-CJ1939	3,000	$ -	$ -	$ -	$ -	$ -
Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part#HRn-GR09K1 or equal	EA	CBL-AG-B9PIN	3,000	$ -	$ -	$ -	$ -	$ -
Universal Rugged Heavy-Duty T-Harness Kit - Multi connector kit includes a 9-pin T-harnass and 4 different mounting adapters for use in most Heavy-Duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS09K2 or equal.	EA	CBL-AG-B9PIN	3,000	$ -	$ -	$ -	$ -	$ -
Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS16K2 or equal.	EA	CBL-VG-COBDII-Y0	3,000	$ -	$ -	$ -	$ -	$ -
Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.	EA	CBL-VG-COBDII-Y0	3,000	$ -	$ -	$ -	$ -	$ -
3-wire harness kit for GO Rugged. The kit contains the the harness and a fuse kit, Part# HRN-RW03K4 or equal.	EA	CBL-AG-BPWR	3,000	$ -	$ -	$ -	$ -	$ -
Includes (1) of the following:								
Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included, Part# INS-GOHDWIRE or equal	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
OEM embedded Solutions								
Part # Ford Premium Plan or equal	EA	LIC-OEM-FORD	3,000	$ 13.80	$ 20,700.00	$ 41,400.00	$ 41,400.00	$ 41,400.00
Part # GM Premium Plan or equal	EA	LIC-OEM-GM	3,000	$ 13.80	$ 20,700.00	$ 41,400.00	$ 41,400.00	$ 41,400.00
Extended Coverage								
Monthly service plan for IOX Iridium satellite add-on. Must be combined with the GO-Bundle. Part #Satellite Plan or equal.	EA	LIC-VG-ASAT	3,000	$ 29.25	$ 43,875.00	$ 87,750.00	$ 87,750.00	$ 87,750.00
IOX Add-On for Iridium Satellite Support (Includes Iridium modem and antenna) Part# IOX-SATIRDV2 or equal	EA	HW-SAT11	3,000	$ -	$ -	$ -	$ -	$ -
Public Works (Winter Ops)								

Category	Description	UM	Part#	Qty	$	$	$	$	$
	Monthly service plan for public works add-on. Must be combined with GO device bundle, Part# Public Works Plan or equal.	EA	LIC-VG-PWX	3,000	-	-	-	-	-
	IOX-WKS integrates with the GO9 device as a part of the Geotab Public Works Solution for government fleets part# IOX-WRKS or equal.	EA	ACC-RS232	3,000	-	-	-	-	-
	Cable - CS440 Integration, Part# HRN-CS440 or equal.	EA	ACC-RS232	3,000	-	-	-	-	-
	Cable - CS550 Integration, Part# HRN-CS550 or equal.	EA	ACC-RS232	3,000	-	-	-	-	-
	Cable - DB-9 Null Modem Integration, Part# HRN-DB9NM or equal.	EA	ACC-RS232	3,000	-	-	-	-	-
	Cable - DB-9 Serial Integration (15FT), Part # HRN-DB9SI1F or equal	EA	ACC-RS232	3,000	-	-	-	-	-
	Cable - Force America Integration, Part # HRN-FAI or equal	EA	ACC-RS232	3,000	-	-	-	-	-
	Cable - Flex 4 Integration, Part # HRN-FLEX4or equal	EA	ACC-RS232	3,000	-	-	-	-	-
	Cable - Giletta Integration, Part # HRN-GILINT or equal.	EA	ACC-RS232	3,000	-	-	-	-	-
	Cable - Schmidt Integration, Part # HRN-SCHINT or equal.	EA	ACC-RS232	3,000	-	-	-	-	-
Camera Add-On Solution									
	Monthly service plan for Surfsight add-on. Must be combined with GO device bundle. Part # Surfsight plan or equal	EA	LIC-CM2-ENT	3,000	15.00	22,500.00	45,000.00	45,000.00	45,000.00
	Surfsight - AI-12 Dual Camera w/128GB SD Card, w/Sim & tamper proof case, Part #MKH-SRFAI12128SIB1 and Part # MKH-SRFPERTPCS or equal	EA	HW-CM34	3,000	-	-	-	-	-
	Surfsight adaptor plugs for use with HRN-TNULL. Required for compatibility with Surfsight AI-12 Camera Part # HRN-CBLPWRS50011P or equal	EA	HW-CM34	3,000	-	-	-	-	-
	Surfsight OBDII Power Adapter, Part # HRN-SGCBOBD or equal.	EA	HW-CM34	3,000	-	-	-	-	-
	A T-Harness to connect a GO Device with a custom telematics device, Part # HRN-TNULL or equal	EA	ACC-AUX	3,000	-	-	-	-	-
Geotab Keyless for Car Sharing Fleets									
	Motorpool operations plan, including telematics-based vehicle access, reservations, training, support, and warranty plan. Must be paired with monthly ProPlus plan. Part# Motorpool Plan or equal.	EA	LMENT03	50	32.50	1,625.00	1,625.00	1,625.00	1,625.00
	Tap and Go Keyless plan, including telematics-based vehicle access, training, support, and warranty. Must be paired with monthly ProPlus plan. Part # Keyless Plan or equal	EA	LM 21	50	18.48	924.00	924.00	924.00	924.00
	IOX Add-On for Keyless functionality, with integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRTINHIB or equal.	EA	LM 19	50	380.43	19,021.50	-	-	-
	IOX Add-On for Keyless functionality, without integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRTINHIB or equal.	EA	LM18	50	217.39	10,869.50	-	-	-
	Geotab Keyless NFC fob (with adhesive backing) to be used with Part# IOX-NFCREADERA or equal.	EA	LM20	50	129.35	6,467.50	-	-	-
	Starter inhib harness for Geotab Keyless. For use with a part# IOX-Keyless version B1 for bladed key installations requiring starter inhib functionality. NOT for use with non-labeled versions of IOX-Keyless, part# HRN-CX10S4	EA	LM18	50	-	-	-	-	-
	QR Tag for IOX-Keyless key shipment to Geotab, Part# SPR-QRTAG or equal	EA		50	-	-	-	-	-
Installation Services									

Description	UOM	Part Category	Qty									
Installation of a hardwired Asset tracker. Trip fees up to 50 mi/km are included, part# INS-Assetwired or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Installation of a Solar or Batter Powered Asset Tracker. Trip fees up to 50 mi/km are included. Part # INS-Assetwireless or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Installation of one front facing camera solution. Does not include GO device installation. Trip fee up to 50 mi/km are included. Part# INS-Camera or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Installation of a GO device with T-harness and up to two IOX cables (i.e. Part# IOX-NFCREADER, IOX-GOTALK) Trip fees to 50 mi/km are included. Part # INSGOADV or equal	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included. Part # INS-GOHDWIRE or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Installation of a GO Rugged Device with or without a T-Harness, part #INS-GORUGGED or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Installation of a GO device with or without a T-Harness, part# INS-GOSTRD or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
RO Device. The swap needs to occur in the same vehicle on the same day and applies for standard, advanced and hardwired installations. Trip fees up to 50 mi/km are included. Part # INS-GOSWAP or equal	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Vehicle not available at the time and place of the scheduled installation, part# INS-NOSHOW or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Removal of a GO device. Applies for hardwired, advanced, and standard installed devices. Removed device and harness will be returned to the customer. Trip fees up to 50mi/km are included. Part# INS-Removal or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Removal of a competitor device before GO device installation. Can be ordered only in addition to a Standard, Advanced, and/or Hardwired Install. Part# INS-REMOVALNONGO or equal	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Service or repair of an exisiting GO device or Geotab accessory. Trip fees up to 50 mi/km are included. Part# INS-Service or equal	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Trip fee per 1 mi/km for installations that require trips over 50 mi/km. Only mileage.kilometers in excess of 50 mi/km one way shall be billable. Part# INS-Tripfee or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Installation of Public Works (Winter Ops) solution. Includes spreader and plow controller and one external accessory connection. Part # INS-WTROPS or equal.	EA	PS-SE	3,000	$ -	$ -	$ -	$ -	$ -
Additional Hardware One Time Cost								
Blue NFC Driver ID Tag Part#GEO-NFCFOBBLU or Equal	EA	ACC-CARD	3,000	$ -	$ -	$ -	$ -	$ -
NFC Driver ID Sticker Tag with blue inner label Part # GEO-NFCSTKBLU or Equal	EA	ACC-CARD	3,000	$ -	$ -	$ -	$ -	$ -
Bag of (20) qty. Blue NFC Driver ID Tag Part # GEO-NFCSTKBLU30 or Equal	EA	ACC-CARD	3,000	$ -	$ -	$ -	$ -	$ -
Serialized cable tie, also known as a zip tie (pack of 100) Part # GEO-ZIPSEAL100 or Equal	EA	ACC-ZIP	3,000	$ -	$ -	$ -	$ -	$ -
Battery disconnect bypass harness for GO device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the harness and fuse kit. Part #HRN-BD16K1 or equal.	EA	CBL-VG-CPC	3,000	$ -	$ -	$ -	$ -	$ -
Custom proprietary harness for enhanced engine data support on select Fiat and Chrysler vehicles in Latin America Part # HRN-BF11A1 or equal	EA	CBL-VG-COBDII-V	3,000	$ -	$ -	$ -	$ -	$ -
OBDII extension cable pack for GO devices - replaces the part# HRN-INSTALLPACKV2, Part# HRN-BS16S4 or equal.	EA	CBL-VG-COBDII-V	3,000	$ -	$ -	$ -	$ -	$ -
Flat OBDII extension harness for GO devices, Part # HRN-BS16S4F Or equal	EA	CBL-VG-COBDII-V	3,000	$ -	$ -	$ -	$ -	$ -
OBDIII harness for GO devices - includes special vehicle connector to receive engine data from medium-duty vehicles, part# HRN-BUY16Y5 or equal.	EA	CBL-VG-COBDII-V	3,000	$ -	$ -	$ -	$ -	$ -
Custom proprietary adapter for Volvo vehicles in Latin America and Europe. Requires Part# HRN-CM24Y1. Part# HRN-CE04A4 or equal.	EA	CBL-VG-COBDII-V	3,000	$ -	$ -	$ -	$ -	$ -
Custom harness kit for Volvo/Mack vehicles, 2019 or newer, in North America. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part # HRN-CE10K2 or equal	EA	CBL-VG-CJ1939-V	3,000	$ -	$ -	$ -	$ -	$ -
4-Pin Custom Adapter for use with Volkswagen truck only, Part# HRN-CG04T3 or equal	EA	CBL-VG-DFMS	3,000	$ -	$ -	$ -	$ -	$ -

Description	UOM	Cable	Qty					
Custom 13-pin adapter for use with HRN-GS16K2 Universal Harness Kit Part# HRN-CG13S1 or equal	EA	CBL-VG-COBDII-\	3,000	$ -	$ -	$ -	$ -	$ -
Custom propiertary HINO FMS adapter. Requires HRN-CM24Y1. Part#HRN-CH06A2 or equal.	EA	CBL-VG-DFMS	3,000	$ -	$ -	$ -	$ -	$ -
Custom 10-pin HINO FMS adapter for 2019+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CH10A2 or equal.	EA	CBL-VG-DFMS	3,000	$ -	$ -	$ -	$ -	$ -
Customer Isuzu FMS adapter for 2017+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CI04A2 or equal	EA	CBL-VG-CIZU	3,000	$ -	$ -	$ -	$ -	$ -
Custom harness kit for Mack Vehicles, 2018 or older, in North America. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part# HRN-CK10K2 or equal.	EA	CBL-VG-CJ1939-V	3,000	$ -	$ -	$ -	$ -	$ -
Harness for custom GO device installations - includes Molex connectors for two OBD and one J1939 points. Part# HRN-CM24Y1 or equal.	EA	CBL-AG-AOPEN	3,000	$ -	$ -	$ -	$ -	$ -
PSM module connection for Mercedes Sprinters (907 Chassis) for global markets. Requires HRN-CM24Y1. Part # HRN-CP04A2 or equal.	EA	CBL-VG-COBDII-\	3,000	$ -	$ -	$ -	$ -	$ -
14-pin connector harness for heavy-duty applications. Refer to the Vehicle Specific Installation document for more information. Part# HRN-CS14S21 or equal.	EA	CBL-VG-CRP1226	3,000	$ -	$ -	$ -	$ -	$ -
14-Pin T-harness for heavy-duty applications. For use with vehicles with an RP1226 diagnostic connection. Part# HRN-CS14T2 or equal.	EA	CBL-VG-CRP1226	3,000	$ -	$ -	$ -	$ -	$ -
Custom harness for Tesla Model 3 vehicles. Part# HRN-CT20T1 or equal.	EA	CBL-VG-CTSLAXS-18	3,000	$ -	$ -	$ -	$ -	$ -
Custom Harness for Tesla Model 3 Vehicles. Part# HRN-CT20T11 or equal.	EA	CBL-VG-CTSLAXS-18	3,000	$ -	$ -	$ -	$ -	$ -
Custom Harness for Tesla Model Y. Part# HRN-CT26T1 or Equal.	EA	CBL-VG-CTSLAXS-18	3,000	$ -	$ -	$ -	$ -	$ -
Custom 3-wire harness kit. The custom kit contains the harness and a fuse kit. Part# HRN-CW03K3 or equal.	EA	CBL-VG-CPC	3,000	$ -	$ -	$ -	$ -	$ -
Custom 8-Wire harness kit for vehicles with no supported connectors. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part# HRN-CW08K4 or equal.	EA	CBL-AG-BEQP	3,000	$ -	$ -	$ -	$ -	$ -
14-pin harness for CAT vehicles, part# HRN-DC14S2 or equal.	EA	CBL-VG-CCT14	3,000	$ -	$ -	$ -	$ -	$ -
6-pin staright harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS06S4 or equal.	EA	CBL-VG-CJ1708	3,000	$ -	$ -	$ -	$ -	$ -
6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications. Part # HRN-DS06ST2 or equal	EA	CBL-VG-CJ1708	3,000	$ -	$ -	$ -	$ -	$ -
9-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS09S4 or equal.	EA	CBL-VG-CCT9	3,000	$ -	$ -	$ -	$ -	$ -
Diagnostic connector for Mercedes Vehicles - used on older generations medium-duty trucks and buses. Part # HRN-EE14S1 or equal.	EA	CBL-VG-COBDII-\	3,000	$ -	$ -	$ -	$ -	$ -
Diagnostic connector for European markets, primarily for the DAF Euro 3 up to 2006. Part # HRN-EA16S1 or equal	EA	CBL-VG-HJ1939-P	3,000	$ -	$ -	$ -	$ -	$ -
European interface harness for generic vehicles with FMS, part# HRN-ES12S1 or equal.	EA	CBL-VG-DFMS	3,000	$ -	$ -	$ -	$ -	$ -
Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part# HRN-GR09K1 or equal.	EA	CBL-AG-A9PIN	3,000	$ -	$ -	$ -	$ -	$ -
Unviersal Heavy-Duty T-Harness kit - Multi-connector kit includes 9-pin T-Harness and 4 different mounting adapters for use in most Heavy Duty International Vehicles. Eliminates the need to know the vehicle information in advance. Part # HRN-GS09K2 or equal	EA	CBL-VG-CJ1939	3,000	$ -	$ -			$ -
Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance. Part# HRN-GS16K2 or equal	EA	CBL-VG-COBDII-\	3,000	$ -	$ -	$ -	$ -	$ -
12-pin Komatsu-specific harness for GO RUGGED device. Part# HRN-RC12T2 or equal	EA	CBL-AG-BEQP	3,000	$ -	$ -	$ -	$ -	$ -
Polaris interface harness for the GO RUGGED device. Part# HRN-RD04S1 or equal	EA	CBL-AG-BEQP	3,000	$ -	$ -	$ -	$ -	$ -
CAT Specific Adapter, Part# HRN-RMRCA1 or equal	EA	CBL-AG-ACT9	3,000	$ -	$ -	$ -	$ -	$ -
Battery disconnect bypass harness for GO RUGGED device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the harness and fuse kit. Part #HRN-RS12S2 or equal.	EA	CBL-VG-CPC	3,000	$ -	$ -	$ -	$ -	$ -
Pulse harness for engines not reporting ignition/RPM for the GO RUGGED device. Required for ground service equipment. Part# HRN-RW04S4 or equal	EA	CBL-AG-BEQP	3,000	$ -	$ -	$ -	$ -	$ -

Description	Unit	Part	Qty	Price 1	Price 2	Price 3	Price 4	Price 5
3-wire harness kit for GO Rugged. The kit contains the harness and fuse kit. Part# HRN-RW03K4 or equal.	EA	CBL-AG-BPWR	3,000	$ -	$ -	$ -	$ -	$ -
Differential harness used for negative battery disconnect/oil pressure switch/negative output ignition for the GO RUGGED device. Required for ground service equipment. Part# HRN-RW04S4 or equal	EA	CBL-AG-BEQP	3,000	$ -	$ -	$ -	$ -	$ -
Tri-Pin connector harness for vehicles without diagnostic reports (off-road vehicles only). Requires a GO RUGGED. Part# HRN-RW07T1 or equal.	EA	CBL-AG-BPWR	3,000	$ -	$ -	$ -	$ -	$ -
8-Wire harness kit for GO Rugged. The kit contains the harness and a fuse kit. Part# HRN-RW08K1 or equal.	EA	CBL-AG-BEQP	3,000	$ -	$ -	$ -	$ -	$ -
6-way IOX harness for GO RUGGED to provide digital auxiliary support. Part# HRN-RX06S4 or equal	EA	CBL-AG-BEQP	3,000	$ -	$ -	$ -	$ -	$ -
Ford EDI TUG engine interface harness for the GO RUGGED device. Required for ground service equipment. Part # HRN-RZ04S4 or equal.	EA	CBL-AG-BEQP	3,000	$ -	$ -	$ -	$ -	$ -
Kubota gas engine interface harness for the GO RUGGED device. Required for ground service equipment. Part# HRN-RZ04T4 or equal.	EA	CBL-AG-BEQP	3,000	$ -	$ -	$ -	$ -	$ -
6 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S6 or equal.	EA	CBL-CM-B3AU	3,000	$ -	$ -	$ -	$ -	$ -
8 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S7 or equal.	EA	CBL-CM-B3AU	3,000	$ -	$ -	$ -	$ -	$ -
10 ft extension cable to be used with IOX-RS232D. Part #HRN-UD03S8 or equal.	EA	CBL-CM-B3AU	3,000	$ -	$ -	$ -	$ -	$ -
14 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S9 or equal	EA	CBL-CM-B3AU	3,000	$ -	$ -	$ -	$ -	$ -
European interface harness for Mercedes Sprinters with PSM. Part# HRN-UP21Y2 or equal	EA	CBL-VG-COBDII-\	3,000	$ -	$ -	$ -	$ -	$ -
Input/Output expander to send an alert message to MyGeotab. Part# IOX-Alert or equal.	EA	HW-SP11	3,000	$ -	$ -	$ -	$ -	$ -
Input/output expander Add-On for GO devices to support analog auxiliary input. [BETA] Part# IOX-Analog or equal.	EA	ACC-AUX	3,000	$ -	$ -	$ -	$ -	$ -
IOX Add-On for GO devices for auxiallary support. Part# IOX-AUXM or equal.	EA	ACC-AUX	3,000	$ -	$ -	$ -	$ -	$ -
Input/output expander with Bluetooth low energy for GO devices - supports proximity beacons with a public MAC address and select sensor-enabled beacons. Part# IOX-BT or equal.	EA	HW-VG55-NA	3,000	$ -	$ -	$ -	$ -	$ -
Input/output expander for an external buzzer or beeper. Part IOX-Buzz or equal.	EA	HW-SP11	3,000	$ -	$ -	$ -	$ -	$ -
Input/output expander for CAN integrations (i.e. Mobileye, Valor) Part# IOX-CAN or equal	EA	ACC-RS232	3,000	$ -	$ -	$ -	$ -	$ -
Input/output expander for driver identification - includes tag reader only. Part # IOX-NFCREADERA or equal.	EA	ACC-IDRDR	3,000	$ -	$ -	$ -	$ -	$ -
Input/output expander for GO Devices to control a relay. Part# IOX-OutputM or equal	EA	ACC-AUX	3,000	$ -	$ -	$ -	$ -	$ -
Input/output expander for RS232 support - 3 pin Delphi Connector Part # IOX-RS232D or equal	EA	ACC-RS232	3,000	$ -	$ -	$ -	$ -	$ -
Input/Output expander for RS232 Support - female connector Part # IOX-RS232F or equal.	EA	ACC-RS232	3,000	$ -	$ -	$ -	$ -	$ -
Input/output expander for RS232 Support - male connector. Part # IOX-RS232M or equal.	EA	ACC-RS232	3,000	$ -	$ -	$ -	$ -	$ -
Input/Output expander to allow two-way data transfer and charge external devices - uses female USB type-A connector. Part# IOX-USB or equal	EA	CBL-CM-B3AU	3,000	$ -	$ -	$ -	$ -	$ -

Description	Unit of Measure	SKU	Estimated Qty for Eval. Only					
Shunt for GO7, or newer devices with short PIN. Part # SPR-ALDLSHUNT or equal	EA	CBL-VG-COBDII-V	3,000	$ -	$ -	$ -	$ -	$ -
Bracket required for 2015 Ford F-150, Ford Fusion, and Ford Mondeo Vehicles. Part# SPR=BSFBKT or equal	EA	CBL-VG-COBDII-V	3,000	$ -	$ -	$ -	$ -	$ -
Mounting bracket and material for GO devices - includes two cable (zip) ties, two screws, and double-sided tape for installation purposes. Part #SPR-INSTALLBAG or equal	EA	CBL-VG-COBDII-V	3,000	$ -	$ -	$ -	$ -	$ -
GO housing only. Used for marketing purposes. Part# SPR-MKTGOSHELL or equal.	EA	SPR-MKTGOSHEL	3,000	$ -	$ -	$ -	$ -	$ -
Mounting bracket and holder for IOX-NFCREADER. Includes 2 screws and double-sided tape for the bracket for the installation purposes. Part # SPR-NFCBRACKET or equal.	EA	ACC-IDRDR	3,000	$ -	$ -	$ -	$ -	$ -
Driver ID relay kit. Requires a Geotab Authorized Installer or licensed automotive electrician or mechanic. Part# SPR-Relaykit or equal.	EA	ACC-IDRDR	3,000	$ -	$ -	$ -	$ -	$ -
Cost of standard shipping per order. Part# shipping or equal.	EA	SHIPPING	3,000	$ -	$ -	$ -	$ -	$ -
Citizen Insight Solution								
Citizen Insights Monthly Fee (Population up to 50k) Part# MKT-FEE-CITIZENS1 or equal	Per Month	Samsara-City-Insigh	3,000	$ -	$ -	$ -	$ -	$ -
Citizen Insights Monthly Fee (Population 50k - 100k) Part# MKT-FEE-CITIZENS2 or equal	Per Month	Samsara-City-Insigh	3,000	$ -	$ -	$ -	$ -	$ -
Citizen Insights Monthly Fee (Population 100k - 500k) Part# MKT-FEE-CITIZENS3 or equal	Per Month	Samsara-City-Insigh	3,000	$ -	$ -	$ -	$ -	$ -
Citizen Insights Monthly Fee (Population 500k - 1m) Part# MKT-FEE-CITIZENS4 or equal	Per Month	Samsara-City-Insigh	3,000	$ -	$ -	$ -	$ -	$ -
Citizen Insights Monthly Fee (Population >1m) Part# MKT-FEE-CITIZENS5 or equal	Per Month	Samsara-City-Insigh	3,000	$ -	$ -	$ -	$ -	$ -
Asset Tracking Solution								
Monthly service plan for Positioning Universal Asset Tracker Part#Asset Tracker Plan or equal	Per Month	LIC-AG-UNPWR or LIC-AT-TAG	3,000	$ 7.00	$ 10,500.00	$ 21,000.00	$ 21,000.00	$ 21,000.00
Positioning Universal Asset Tracker (no connector) Part# MKH-TT6600LM0QGL or equal	Per Month	HW-AT11	3,000	$ -	$ -	$ -	$ -	$ -
Positioning Universal Asset Tracker (With Connector, CAN, RS232, BLE) Part# MKH-TT603LM0QGL or equal	Per Month	HW-AG53	3,000	$ -	$ -	$ -	$ -	$ -

3.4 Professional Services	Unit of Measure	SKU	Estimated Qty for Eval. Only	Hourly Rate				
Professional Services Senior Programmer	per hour		100	$ -	$ -	$ -	$ -	$ -
Professional Services Analysis	per hour		100	$ -	$ -	$ -	$ -	$ -
Professional Services Training Services	per hour		100	$ -	$ -	$ -	$ -	$ -
Project Management	per hour		100	$ -	$ -	$ -	$ -	$ -
Overtime/Emergency	per hour		50	$ 100.00	$ 5,000.00	$ 5,000.00	$ 5,000.00	$ 5,000.00
Total Bid Cost					**$203,582.50**	**$326,899.00**	**$326,899.00**	**$326,899.00**

**The quantities listed in this pricing page are estimates provided. They do not represent a commitment or guarantee by the vendor to purchase any specific quantity of goods. Actual quantities ordered may vary, higher or lower, based on the agency's needs.

Vendor must not alter pricing page and should fill out pricing page as it is.
The addition of alterations of the pricing page or addition of commodities other
than those listed on the pricing page online or as an attachment will result
in disqualification of bid submittal.

Carahsoft's Response to the

West Virginia Department of Transportation

Request for Quote

Web-Based Fleet Management Tracking

Solicitation Number: CRFQ 0803 DOT2600000037

Thursday,
December 11, 2025

Solution Provided By

Implementation Partner:

Carahsoft Technology Corporation
11493 Sunset Hills Road, Suite 100
Reston, VA 20190
888.662.2724 | www.carahsoft.com

Primary Point of Contact
Cameron Zohary | Account Representative
(571) 590-7366 | Cameron.Zohary@carahsoft.com

Secondary Point of Contact
Proposals@carahsoft.com

December 11, 2025

West Virginia Department of Transportation
219 Washington Street
East Charleston, WV 25305

Re: Carahsoft's Response to the West Virginia Department of Transportation's Request for Quote:
         Web-Based Fleet Management Tracking, Solicitation Number: CRFQ 0803 DOT2600000037

Dear John Estep,

Carahsoft Technology Corp. appreciates the opportunity to respond to the West Virginia Department of Transportation (WVDOT)'s Request for Quote (RFQ): Web-Based Fleet Management Tracking. Carahsoft is proposing Samsara's solution which fully meets WVDOT's requirements for Web-Based Fleet Management Tracking. Our team has reviewed and considered WVDOT's requirements outlined in the RFQ and has carefully put together a solution that will best meet your needs.

Carahsoft, The Trusted Government IT Solutions Provider®, is responding as the prime contractor and reseller for Samsara. As the Master Government Aggregator® for our vendor partners, Carahsoft has combined extensive knowledge of the technologies we provide with a thorough understanding of the government procurement process, to analyze needs, provide configuration support, simplify the ordering process, and offer special government pricing since 2004. Working with resellers, systems integrators and consultants, our sales and marketing teams provide industry leading IT products, services, and training to support Public Sector organizations across Federal, State and Local Government agencies and Education and Healthcare markets.

Please feel free to contact me directly at (571) 590-7366/Cameron.Zohary@carahsoft.com or Casey Oesterle at (571) 662-3010/Casey.Oesterle@carahsoft.com with any questions or communications that will assist WVDOT in the evaluation of our response. This proposal is valid for 90 days from the date of submission.

Thank you for your time and consideration.

Sincerely,

Cameron Zohary

Cameron Zohary
Account Representative

TABLE OF CONTENTS

carahsoft.

EXECUTIVE SUMMARY

Solution Overview

Carahsoft understands that the West Virginia Department of Transportation is seeking Web-Based Fleet Management Tracking. As the Prime Contractor, Carahsoft has assembled a team for the initiative that includes our Solution Provider, **Samsara**, as the best solution to meet WVDOT's requirements.

Prime Contractor: Carahsoft Technology Corp.

Carahsoft Technology Corp. is The Trusted Government IT Solutions Provider®. As the Master Government Aggregator® and Distributer for our vendor partners, we deliver solutions for Cybersecurity, MultiCloud, DevSecOps, Big Data, Artificial Intelligence, Open Source, Customer Experience and more. Working with resellers, systems integrators MSPs and consultants, our sales and marketing teams provide industry leading IT products, services, and training through hundreds of contracts. Founded in 2004, Carahsoft is headquartered in Reston, Virginia and employs more than 3,600 professionals dedicated to serving our Public Sector and Healthcare customers and partners.

Vendor and Partner Relationships – In addition to establishing strategic, long-term relationships with the industry's leading manufacturers, our partner ecosystem encompasses more than 4,000+ government contractors, resellers, and integrators who we support and enable with an entire suite of value-added opportunities that run the gamut from training/certification and pre-sales support to lead generation and business development.

Proven Execution – Carahsoft has deep expertise in government contracting and procurement. We manage and maintain a wide variety of government-wide and agency-specific purchasing contract vehicles and purchasing agreements for agencies at the state, local, and federal levels. As a result, we now serve as the largest government partner for the majority of our vendors, who have also entrusted other major aspects of their businesses to Carahsoft including partner enablement, commercial sales, renewals and upsell, and help desk services.

Contract Vehicles – Since 2004, Carahsoft has acquired and maintained a wide variety of purchasing contract vehicles for agencies at all levels of government. Associated with all contracts are dedicated and experienced contract management resources. A list of available contracts can be found at www.carahsoft.com/contracts/index.php.

Growth & Stability – A stable, conservative, and profitable company, Carahsoft has demonstrated impressive growth year after year, with annual revenue of $3.4 million in our first year in 2004 to over $19.5 billion in 2024. In a single month, September of 2024, our team of dedicated, highly trained marketing, sales, contracting, and business operations experts processed 24,541 orders worth more than $3.4 billion.

Awards and Industry Recognition – Carahsoft receives awards for our excellent performance yearly. For more information on the hundreds of awards we have received please visit our website at https://www.carahsoft.com/awards.

samsara

LAUNCH MOBILITY

Solution Provider: Samsara

Samsara is the pioneer of the Connected Operations Cloud and one of the fastest-growing, most widely adopted telematics and fleet technology providers in the world. More than 20,000 public-sector organizations and 50,000 total customers rely on Samsara to improve safety, increase efficiency, and strengthen the reliability of mission-critical field operations. Our platform combines ruggedized hardware with a secure, cloud-based software ecosystem that offers real-time visibility, automated reporting, and powerful analytics designed to help transportation agencies operate with confidence in all conditions. With a customer base that includes state DOTs, counties, municipalities, utilities, and public-works fleets across North America, Samsara brings deep experience supporting winter operations, roadway maintenance, and emergency response environments similar to the needs outlined by the West Virginia Department of Transportation.

The West Virginia Department of Transportation (WVDOT) seeks a reliable, modern, web-based telematics solution to enable GPS tracking, fleet visibility, firmware management, and comprehensive asset monitoring for winter operations. Samsara is pleased to submit this response and provide a solution that aligns directly with every element of the CRFQ requirements, including the delivery of hardware, software, real-time monitoring, firmware updates, implementation support, training, and ongoing technical assistance.

Samsara's VG-series vehicle gateways and intuitive cloud dashboard provide WVDOT with precise real-time GPS tracking, breadcrumb trails, and route visualization to support winter maintenance activities across all districts. These capabilities map directly to the requested components for fleet management system software, hardware, firmware, user interface, and bread-crumbed asset route tracing. Our system is engineered for harsh environments and built to deliver uninterrupted visibility during storms, road treatments, plowing operations, and emergency mobilization.

Implementation with Samsara is rapid and predictable. WVDOT will work with a dedicated Implementation Consultant and Customer Success team to oversee device provisioning, installation support, configuration of users and permissions, data integrations, and hands-on training for all 50 units outlined in the solicitation. Samsara's plug-and-play hardware minimizes vehicle downtime and enables deployment ahead of peak winter operations. Because Samsara's platform is fully cloud-hosted, no servers or on-premises maintenance are required, and firmware updates are delivered automatically to keep devices current and secure.

Once live, WVDOT will gain a unified operating picture of fleet activity through a single, easy-to-use interface. Users can monitor vehicle location, route progress, historical breadcrumbs, engine diagnostics, operator behaviors, and exception activity. Configurable alerts, automated reporting, and granular access settings ensure operational transparency and alignment across maintenance teams, supervisors, and leadership. These tools directly support post-event reviews, resource allocation decisions, and performance tracking throughout the winter season.

Samsara is committed to being a long-term partner to the State of West Virginia. We provide 24/7 technical support, continuous product enhancements, and a proven track record of enabling transportation agencies to operate more safely and efficiently. We look forward to supporting WVDOT's winter fleet management mission and delivering a modern, reliable, and scalable telematics solution for the state.

3 GENERAL REQUIREMENTS

The Carahsoft and Samsara Team understand, acknowledge, and meet the requirements listed within this section.

Due to the file size of all documentation, Samsara is eager to provide detailed technical datasheets, hardware specifications, and product documentation for all proposed devices and software components upon request, as we want to ensure we provide you with the most advantageous response and allow your team to review our response with optimal clarity. Our telematics hardware and cloud-based platform meet or exceed the functional requirements outlined in the solicitation and are fully equivalent to the capabilities offered by Geotab, including real-time GPS tracking, route history, firmware updates, and comprehensive fleet management functionality.

4 CONTRACT AWARD

The Carahsoft and Samsara Team understand and acknowledge this section. Please see below for our completed Pricing Pages – Exhibit A.

Exhibit A – Pricing

Please see our completed pricing Excel attached alongside this document.

**Please note:
To ensure full transparency in our pricing structure, we are providing the following clarification: the Unit Price represents our standard monthly rate for the proposed services. The Extended Price for Year 1 reflects this monthly rate discounted by 50% for most SKUs and is applied to the required quantity for the first year. For Years 2, 3, and 4, pricing is calculated by multiplying the standard Unit Price by the specified quantity for each respective year.

The total monthly bid price for our submission is $167,224 for Year 1 (not inclusive of the Reservation One-Time Hardware costs of 36,358.50 [lines 69-71]. The total annual price for our submission is $2,043,046.50 (inclusive of all services and one-time costs). The total monthly bid price for our submission is $326,899 for Years 2 and on. The total annual price for each future year is $3,922,788. Installation is also complimentary, assuming the quantity ordered is 3,000.

For the vehicle reservation system, Line Item 67 is variable based on quantity of vehicles required. For the quantities of vehicles, we had inputted 50 based on the figures provided by the State for Motor pool. Below is the cost based on quantities ordered:

Quantity Ordered	Total Price (Monthly)	Average per vehicle (Monthly)
20	$1,625.00	$81.25
50	$1,625.00	$32.50
100	$2,717.39	$27.17
101	$2,739.13	$27.12
550	$12,228.26	$22.23
1050	$20,108.70	$19.15
1200	$21,739.13	$18.12
1500	$25,000.00	$16.67
1800	$28,260.87	$15.70
2000	$30,434.78	$15.22
3000	$41,304.35	$13.77
3980	$51,956.52	$13.05

Please note that all figures do not include shipping and handling as these are variable based on quantity and which SKUs are selected.

5. ORDERING AND PAYMENT

The Carahsoft and Samsara Team understand and acknowledge this section.

6. DELIVERY AND RETURN

The Carahsoft and Samsara Team understand and acknowledge this section.

7. VENDOR DEFAULT

The Carahsoft and Samsara Team understand and acknowledge this section.

8. MISCELLANEOUS

The Carahsoft and Samsara Team understand and acknowledge this section.

Account Representative/Main POC:	Cameron Zohary
Telephone Number:	(571) 590-7366
Fax Number:	(703) 871-8505
Email Address:	Cameron.Zohary@Carahsoft.com

SIGNED ADDENDA AND CERTIFICATION AND SIGNATURE FORM

Certification and Signature Form

Please see our signed form below. All exceptions are also provided in the designated section of our response below.

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) ___Cameron Zohary___

(Address) ___11493 Sunset Hills Road, Suite 100, Reston, VA 20190___

(Phone Number) / (Fax Number) ___(571) 590-7366, (703) 871-8505___

(email address) ___Cameron.Zohary@carahsoft.com___

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through *wv*OASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

___Carahsoft Technology Corporation___
(Company)

George Nicholls
(Signature of Authorized Representative)
___George Nicholls, Proposal Manager, 12/08/2025___
(Printed Name and Title of Authorized Representative) (Date)
___(703) 889-9815, (703) 871-8505___
(Phone Number) (Fax Number)
___George.Nicholls@carahsoft.com___
(Email Address)

Addendums 1-3

Please see all acknowledgment of addenda below.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ DOT2600000037

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge the addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:
(Check the box next to each addendum received)

[X] *Addendum No. 1*	[ ] *Addendum No. 6*
[ ] Addendum No. 2	[ ] Addendum No. 7
[ ] Addendum No. 3	[ ] Addendum No. 8
[ ] Addendum No. 4	[ ] Addendum No. 9
[ ] Addendum No. 5	[ ] Addendum No. 10

I understand that failure to confirm the receipt of the addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Carahsoft Technology Corporation
_____
Company

George Nicholls
_____
Authorized Signature

12/08/2025
_____
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

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___Carahsoft Technology Corporation___
Company

George Nicholls
Authorized Signature

___12/08/2025___
Date

EXCEPTIONS

All exceptions are given in the WV Cloud – SaaS Procurement Addendum and provided as a Word document alongside this document. All other terms and conditions are acceptable to Carahsoft and Samsara.