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Header 9

List View

General Information [Contact](#) [Default Values](#) [Discount](#) [Document Information](#) [Clarification Request](#)

Procurement Folder: 1797541

Procurement Type: Central Master Agreement

Vendor ID:

Legal Name: GEOTAB USA INC

Alias/DBA:

Total Bid: \$0.00

Response Date:

Response Time:

Responded By User ID:

First Name:

Last Name:

Email:

Phone:

SO Doc Code: CRFQ

SO Dept: 0803

SO Doc ID: DOT2600000037

Published Date: 12/11/25

Close Date: 12/16/25

Close Time: 13:30

Status: Closed

Solicitation Description:

Total of Header Attachments: 9

Total of All Attachments: 9



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

State of West Virginia
Solicitation Response

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 ESR12042500000003400	1

VENDOR
VS0000050328
GEOTAB USA INC

Solicitation Number: CRFQ 0803 DOT2600000037
Total Bid: 0
Response Date: 2025-12-15
Response Time: 16:08:55
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	15.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: As per the specification, Geotab provides a bundled offering with software and firmware is included in Geotab GO9 or GO9 RUGGED telematics, Proplus plan, universal harness, standard installation (as defined below), and training or equal, Part# Proplus Plan or equal.

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: Included in Geotab's bundle.

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	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43233005			

Commodity Line Comments: Geotab provided a bundle and all prices are included in commodity #1 above.

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	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43232306			

Commodity Line Comments: Geotab provided a bundle and all prices are included in commodity #1 above.

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	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: Geotab provided a bundle and all prices are included in commodity #1 above.

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

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) Neil Garrett, Associate Vice President, Public Sector Business Development

(Address) 2440 Winston Park Dr, Oakville Ontario L6H 7V2

(Phone Number) / (Fax Number) (702) 884-8289

(email address) neilgarrett@geotab.com

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, 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.

Geotab USA Inc

(Company)

Signed by:

Neil Cawse

RP960928CA12431

(Signature of Authorized Representative)

Neil Cawse, President and CEO

(Printed Name and Title of Authorized Representative) (Date)

(647) 732-8020

(Phone Number) (Fax Number)

neilcawse@geotab.com

(Email Address)

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)

<input checked="" type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> 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.

Geotab USA Inc	
Company	Signed by:
	 <small>BD96D928CAA2431...</small>
Authorized Signature	
2025-Dec-08	
Date	

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

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Geotab USA Inc

Company

Signed by:

Mil Cause

BD96D928CAA2431...

Authorized Signature

2025-Dec-08

Date

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

REQUEST FOR QUOTATION
[Web-based fleet management and tracking GEOTAB or equal]

- 8.2 Vendor Supply:** Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Contract Items contained in its bid response.
- 8.3 Reports:** Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.
- 8.4 Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Neil Garrett
Telephone Number: (702) 884-8289
Fax Number: _____
Email Address: neilgarrett@geotab.com

ADDENDUM ACKNOWLEDGEMENT FORM
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- | | |
|--|--|
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<hr/>	
Geotab USA Inc	
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Company	Signed by:
	
	BD96D928CAA2431...
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Authorized Signature	
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2025-Dec-08	
<hr/>	
Date	

Geotab Data and Analytics Policy Statement

IMPORTANT DISCLAIMER

This document is intended to be viewed live via [Google Docs](#), and is subject to change without notice. Any other form of this document must be considered invalid, and used for historical reference purposes only. To view the latest and official version, always visit www.geotab.com/security.

Introduction

This Geotab Data and Analytics Policy Statement (referred to hereunder as the “Policy” or “Statement”) provides an overview of the data and analytics practices that Geotab Inc. (“Geotab” or “we” or “Company” and which includes reference to Geotab’s wholly-owned subsidiaries and affiliates) has implemented on a risk prioritized basis. By itself, this Policy shall not create any rights or entitlements for anyone. If Geotab and its Customers incorporate this Policy by reference into a contract, then the parties’ rights and obligations shall be determined based on such contract.

Permitted Use

This Statement may only be used for your internal purposes in connection with Geotab’s products and services. This Statement undergoes frequent updates. Unless this Statement forms part of your or your organization’s contractual arrangements with Geotab, it should not be copied or duplicated without the express written permission from Geotab.

Questions or Feedback

Please direct your questions, feedback or any other information to legal@geotab.com.

Revision History

Version	Date	Editor	Changes	Approved By
1.5	May 27, 2020	V. Nicole Godin	Public version created	Mike Branch
1.6	September 15, 2022	Kenzie Gregory	Updates to reflect new Geotab technology	Mike Branch

Geotab Data and Analytics Policy Statement

Introduction

On an enterprise-wide basis, Geotab uses advanced analytics tools to support Geotab Customers ("Customers"), improve its service offerings and develop new products and services for Customers with Aggregate, statistical and other analytical information. The use of Data Analytics in the world of telematics and the transportation industry is important to the development of new insights that can greatly support the advancements in public interest, safety, business efficiency and productivity, reduce greenhouse gasses, help advance autonomous vehicles and smart cities. By harnessing the power of data from a massive installed base, Geotab is able to bring new insights to its Customers, the marketplace, and enable innovation in a variety of fields.

As part of its core telematics product and service offering, Geotab processes, aggregates and analyzes data on behalf, and in the interest of, its current and potential Customers to innovate and advance their business and/or operational interests. In addition, Data Analytics is an integral part of how Geotab may assess product performance, quality assurance and enhancement viability, security, and improvement of the overall Customer experience. Geotab is committed to managing its Data Analytics operations carefully and in a manner that meets prescribed legal and regulatory obligations as well as its overall business needs.

Accordingly, the purpose of this Policy document is to transparently outline the organization's Data Analytics practices and the performance of responsible Data Analytics activities in the interest of its current and potential Customers.

Geotab understands that as its control environment evolves, so too will this Policy and its requirements evolve to meet business, operational and Customer needs, as well as legal, regulatory and contractual obligations related to its Data Analytics practices. As such, this Policy defines the essential risk-based principles for Data and analytics processes at Geotab.

Data Science and Analytics

We extract vehicle data using the Geotab device and aggregate it through Google's BigQuery (GBQ) enterprise data warehouse. Aggregated data sets made available by Geotab do not contain Personal Data and cannot reasonably be used to identify an individual. Information processed using GBQ is carried out on servers located in the European Economic Area (EEA) or the United States (US). For more information on Geotab's data science and analytics solutions, click [here](#).

Data De-identification for Data Science, Analytics and Benchmarking Purposes

All Data and Analytics products or services are required to adhere to the following data de-identification requirements, where these data outputs are not deemed for benchmarking analytics use-cases (see specific requirements below for this use-case):

1. **Customer Instructions** - Data source types captured by Geotab GO Devices or third party devices are based on Customer instruction and requirements as set out in the Geotab End User

Agreement.

2. **Excluded Location(s)** - Excluded geographic locations shall be excluded in all instances where insights are to be derived from analytics processing activities as per organizational policy and/or Customer instruction.
3. **Aggregate(d) Data** is data that is gathered and expressed in a summary form.
4. **Aggregation of Data** - Analytical Insights and/or Work Products shall comprise Aggregated Data.
5. **Anonymized Data/Data Anonymization** - A type of information sanitization whose intent is privacy protection. It is the process of either encrypting or removing personal data from datasets, so that people whom the data describes remain anonymous. Anonymization is a technical process that converts clear text data into a non-human readable and irreversible form, including preimage resistant hashes (e.g., one-way hashes) and encryption techniques in which the decryption key has been discarded. Data Anonymization enables the transfer of information across a boundary, such as between two departments within an agency or between two agencies, while reducing the risk of unintended disclosure, and in certain environments in a manner that enables evaluation and analytics post-anonymization.
6. **Anonymity of Customers** - Customers that comprise the benchmark group shall never be externally published or communicated (or made publicly available) unless written authorization is otherwise received from participating entities.
7. **Data Analytics** - Data analytics is the process of extracting meaning from Raw Data using specialized computer systems. These systems transform, organize, and model the data to draw conclusions and identify patterns.
8. **Data Re-identification Risk Determination** - Anonymized and Aggregated Data that is made available externally or publicly shall be evaluated for data reidentification risk, and where necessary subject to Motivated Intruder Attack (MIA) testing in a manner consistent with the requirements in this Policy.
9. **Number of Customers/Vehicles** - An aggregated analytics data group shall, at minimum, meet Geotab's internal data aggregation and anonymization procedural requirements that are audited and assessed for alignment with leading industry practice and effectiveness on a routine basis.
10. **Aggregated Geographic Views** - Any geographic data produced and/or processed for analytical insights shall be executed in a deidentified manner as deemed acceptable for the purposes of protecting vehicle and customer anonymity on a case by case basis.

Data Aggregation

Aggregated Data is data that is gathered and expressed in a summary form. For example, the average of a series of data points is Aggregated Data. Other examples include sums, minimums, maximums, etc. Geotab's Data Analytics can be aggregated in several different ways, none of which can lead back to an individual Customer or vehicle. Geotab creates datasets with Aggregated Data on behalf of its Customers and prospective Customers to provide and improve Geotab's products and services and create new products and services. Geotab conducts a range of investigations to ensure data utility is proportional to privacy and confidentiality protections based on the use case. To determine the appropriate data transformations to address risks of reidentification, Geotab considers the exact data that is being handled, the purpose for collection and processing, and the goal of the data analysis.

Please refer to Geotab's Data Analytics Products and Services below for an outline of how data is produced for each of our product offerings.

Use Cases

Geotab uses Data Analytics to improve and enhance its product offering to its Customers and to create new data products and offerings in a manner that preserves Customers' data privacy, trade secrets, confidential information and data security.

Geotab's current and future use cases may include:

- Benchmarking
- Derivative data products
- Provision of software applications related to safety and productivity
- Provision of products that improve the MyGeotab experience for the Customer

Unless otherwise authorized to do so by the Geotab Data Risk Committee and/or express Customer instruction, Geotab's use cases shall prevent inclusion of the following information that may infer or construe:

- Anti-competitive behaviour
- Deemed adverse to Customer interests
- Unethical use, processing or disclosure
- Identification of a particular vehicle or driver
- Identification of a particular Customer
- Any case that involves malicious intent
- Any case in violation of applicable law

Benchmarking

Benchmarking allows Geotab Customers to evaluate their operational performance against the performance of similar fleets in order to identify gaps. By understanding where these gaps reside, the Customer is then able to tailor solutions to improve its performance. Example areas where benchmarking is used include fuel economy, asset utilization, and safety.

It is important to understand that all benchmarks published by Geotab are a result of Geotab's benchmarking methodology, technology and Data Analytics infrastructure. For example, the manner in which Geotab collects and reports fuel economy benchmarks may differ from other industry organizations; however, the mechanism is consistent across all data stored in Geotab's Data Analytics infrastructure and Geotab makes descriptions of the methodology available alongside the benchmark.

Benchmark Groups

In order to benchmark a fleet, there shall exist a basis for comparison as part of the established Data Analytics framework designed and implemented at Geotab. This foundational basis for comparison is important because the fleet must be compared against similar fleets or groups of vehicles from one or more angles (i.e. fleet size, composition, driving pattern, etc.) and allows Geotab to formulate a benchmark group in relation to its Data Analytics calculations, work products and models.

In order to preserve the anonymity and privacy of our Customers, Geotab shall establish a series of metrics that establishes and monitors the manner in which Customer Data shall be used as a basis for comparative assessment and evaluative purposes.

Active Insights

Active Insights leverages the data collected by GO Devices to provide insight back to Customers based on a pool of aggregated data to support fleet optimization. Using these aggregated data, Customers can also compare their metrics to other Benchmark Groups.

Predictive Maintenance

The goal of Predictive Maintenance is to prevent on-road failures and enable easier cost savings for fleet managers by providing predictive management tools. Fault-based projects leverage the diagnostic trouble

codes to assist in activities such as scheduled maintenance, vehicle safety and warranty management. Status-based projects infer the health of the engine to assist in detection of early warning signs of mechanical failure.

Policy Exceptions Management

If all of the above do not hold true for a benchmark group, then that benchmark is not computed and will not be available for viewing by a Customer.

The aforementioned benchmarking group and data aggregation requirements are to be implemented on a risk-prioritized basis over the regular course of business for Geotab's Data Analytics activities. Where exceptions may arise they are to be reviewed jointly by the VP, Data Analytics, and where risk impacts are deemed significant by the Executive Data Risk Committee, on a case-by-case basis.

Quality Assurance

For each published benchmark, Geotab incorporates metrics that serve to validate the benchmark on an on-going basis. Geotab looks for unusual patterns that may indicate data anomalies and may rectify benchmarks as appropriate.

Transportation Analytics

Geotab's Transportation Analytics is a series of datasets that are drawn from anonymized and aggregated device data. Geotab's Transportation Analytics have a broad scope of insights that can help Customers with traffic corridor analysis through to economic development forecasting, with the goal to achieve roadway efficiency and safety.

The raw data that forms Transportation Analytics undergoes a series of transformations to ensure that personal identifiers are scrubbed from the data. Once transformations are complete, the data is aggregated to ensure the data is never traceable back to an individual Customer or vehicle. The frequency with which these datasets are updated is dependent on the nature of the data.

Use Cases

Some examples of Transportation Analytics include:

- Intersection Insight (traffic flow, wait times, etc.)
- Road Impediment Data (potholes, road quality, etc.)
- Stop Analytics (curbside parking, last mile delivery and identifying potential locations for rest stops for truck drivers and electric vehicle charging stations)
- Origin and Destination Analytics (examine popular routes from ports and associated travel-time metrics and dwell times to understand potential freight bottlenecks)

Quality Assurance

Each Intelligence Dataset is monitored via a series of scripts that check the data being published for consistency in an effort to identify any anomalies. These monitors are published as dashboards that are reviewed by Geotab's Data Analytics team.

Data Access and Security

Geotab implements access management controls for all Data Analytics activities and outputs in a manner consistent with the organization's *Technical and Organization Measures Statement (TOMS)* and in alignment with Customer instructions and exceptions. For access to the TOMS, click [here](#).

Access to Geotab's Data Analytics platform by Customers is provided primarily via Geotab's Data Analytics API.

Data Analytics API

Geotab Customers shall be granted access to their respective Customer databases through the MyGeotab APIs. These same APIs and credentials shall be used to connect to a series of standard Data Analytics services. These comprise specific Data Analytics methods that will return various Aggregated Data dependent on the method call. For example, there exists a method to return the fuel economy benchmark according to fleets that are similar to the fleet of the Customer making the request.

Altitude APIs

The Altitude platform is built off of APIs with which partners can integrate and create their own insight-driven applications.

its.geotab.com

Geotab's Intelligent Transportation Systems (ITS) platform, Altitude, is a transportation analytics platform that provides public and private entities with actionable real world data insights to support safe, efficient and sustainable usage of roadways. Altitude serves public and private entities by providing aggregate contextualized information about when, where and why traffic is moving about their areas of interest. Altitude can be leveraged to support large scale efforts such as state freight plans and infrastructure projects, but is also capable of helping municipalities with efficient curbside usage and safer roadways. Additionally, Altitude is also being used to help inform the needs of electrification infrastructure on corridors of interest, assisting grid operators in preparedness for more vehicles electrifying, and private companies in real estate site selection.

For further detail related to Altitude, please refer to the following [link](#) for additional guidance and to review its.geotab.com's Terms and Conditions.

Data Sharing

Geotab shall always contractually prohibit Customers from re-identifying Aggregate or pseudonymized data that Geotab provides to the Customer.

Geotab does not share analytics information that Customers can use to re-identify drivers, Customers or other Data Subjects, except with respect to data that a particular Customer provided to Geotab.

Important Disclaimer

This Policy is subject to change and update. By itself, this Policy does not create binding obligations or liability towards Geotab, its Customers or Geotab's resellers, end users or any other party. For further information on the purpose of this document, see the Introduction. This document is not intended to be

distributed in any format other than a live version accessible via Google Docs.

To request a copy in PDF format, please email legal@geotab.com. All copies will be marked with a specific expiry date. All readers are encouraged to visit this live document from time to time.

Geotab End User Agreement

(Government End User)

This Geotab End User Agreement ("**Agreement**") supplements any contract or other agreement (the "**Customer Contract**") issued by the applicable government end customer or ordering agency ("**Customer**") for the use by the Customer of Geotab's in-vehicle telematics hardware, including any software, firmware and intellectual property embodied therein ("**Devices**"), Geotab's software services (such as MyGeotab®) or other software products (including, without limitation, Geotab developed applications available directly through Geotab on the Geotab Marketplace or other online marketplaces) ("**Software**") and any updates and/or upgrades thereof (collectively the "**Solution**"). This Agreement is a legally binding agreement between Geotab USA, Inc. ("**Geotab**") and the Customer. Geotab, together with the Customer are collectively referred to herein as the "**Parties**" and each a "**Party**".

1. **LICENSE.** Geotab grants the Customer a limited, revocable, non-exclusive right to use any Software solely for Customer's own internal business purposes and solely in connection with Customer's use of the Devices or other compatible Third Party Products (as defined in Section 11(c) below), on the condition and so long as Customer complies with all terms and conditions of this Agreement and the Customer Contract. Except as otherwise provided herein, such rights are non-assignable, non-transferable and non-sublicensable. Customer may not extract, copy or use the Software in connection with any other product or for use on any other device.

2. **OWNERSHIP.** The Solution is protected by copyright and other intellectual property rights. Software and services are not sold, but only licensed or made available on a limited basis. Notwithstanding anything to the contrary herein, except for the rights expressly granted to Customer under this Agreement, all right, title and interest (including all copyrights, trademarks, service marks, patents, inventions, trade secrets, intellectual property rights and other proprietary rights) in and to the Solution and any copies of the Software (regardless of the form or media upon which such copies are recorded) are and shall remain exclusively owned by Geotab and its licensors. Customer shall not remove or attempt to remove any marks, labels or legends from the Solution.

3. **PROTECTIVE MEASURES.** The Solution may contain technological measures (including the ability to disable all or part of the Solution) designed to prevent the illegal usage of the Solution or other violations of this Agreement or applicable law. Customer agrees not to circumvent, attempt to circumvent, or permit others to circumvent such measures.

4. **UPDATES AND PATCHES.** Geotab shall continuously improve the Solution and may, from time to time, cause Software updates and patches to be automatically installed, with or without prior notification to Customer, or Geotab may provide access to updates through its website, at its discretion. Customer hereby consents to such automatic installations and agrees to use only the updated version of any Software once it has been installed.

5. **RESTRICTIONS.** To the fullest extent permissible under applicable law, Customer agrees not to do any of the following without Geotab's express prior written consent: (a) disclose, transfer or transmit in any manner any services, Software or other copyrightable or licensed elements of the Solution whether temporarily or permanently; (b) modify, adapt, translate, reverse engineer, decompile, disassemble or convert into human readable form any elements of the Solution; (c) use the Solution in a manner that violates laws or the rights of others; (d) use the Solution as part of a fail-safe design for dangerous or emergency applications, as part of control or surveillance measures for hazardous materials or life support systems, or in connection with munitions or weapons; (e) engage in any activity that interferes with or disrupts services or any computer, software, network or other device used to provide such services; (f) intentionally circumvent rate plan restrictions or program restrictions as specified in the applicable program documentation; (g) use the Solution as the primary basis for evaluating an individual for employment, promotion, reassignment or retention as an employee; (h) directly or indirectly resell any

Wireless Services; (i) remove, tamper with or transfer any SIM card embedded in a Device for any reason; or (j) attempt, or cause, permit or encourage any other person to do any of the foregoing.

6. **COMPLIANCE.** Customer shall comply with all applicable laws including, without limitation, anti-corruption laws, privacy laws and export control laws and regulations applicable to Customer and Customer's use of the Solution. Without limiting the generality of the foregoing sentence, Customer shall not export or re-export the Solution directly or indirectly in contravention of such laws and regulations including by exporting or re-exporting the Solution to any [Restricted Area](#). Customer also agrees to comply with any safety-related or regulatory compliance instructions communicated to Customer, including removing the Device from the vehicle if Geotab determines the vehicle is not suitable for the use of the Device.

7. **SECURITY.** Customer is solely responsible for its failure to keep all user identifications and passwords ("**Login Credentials**") secure. If Customer believes the security of its Login Credentials has been compromised, or Customer suspects unauthorized use, Customer will promptly notify Geotab. Geotab will be entitled to treat all communications, instructions and transactions as authorized by Customer if Customer's Login Credentials are used unless Customer has notified Geotab of compromise or unauthorized use of any Login Credentials. If Geotab suspects, in its reasonable opinion, fraudulent or unauthorized activity on Customer's account, Geotab reserves the right to terminate or suspend Customer's access to the Geotab website, the Solution or both and Geotab will contact Customer to advise of this decision. Customer acknowledges that: (a) while all Device data is encrypted by Geotab while in transit over wireless carrier networks, it is possible for third parties to monitor wireless transmissions and data traffic in connection with the Wireless Services and neither privacy nor security can be guaranteed; and (b) the Wireless Provider (as defined in Section 14 below) may monitor and control the use of the Wireless Services (as defined in Section 14 below), which may include approximating locations of service use, in accordance with applicable law for their own legitimate purposes. Wireless Providers may use aggregate information obtained from the applicable wireless network to provide the Wireless Services, improve the applicable wireless network and other purposes such as vehicle traffic volume monitoring and scientific and marketing research.

8. **FLEET DATA.** Geotab claims no ownership of any data generated by equipment in Customer vehicles, or other assets, processed by the Solution or any data the Customer inputs into the Solution, which may include information about the location of the Device, the vehicle in which it is installed (including the surrounding environment) or, potentially, the driver of such vehicle (collectively, "**Fleet Data**"). Customer instructs Geotab to process Fleet Data: (a) to provide, maintain and improve the Solution; (b) to carry out Geotab's obligations under this Agreement; (c) to carry out Geotab's obligations under applicable law (including transmission to applicable regulators such as the FMCSA or CARB); (d) to query, on a confidential basis using non-positional data elements in the Fleet Data, databases maintained by reputable third party providers for additional information about Customer's business and vehicles (e.g. SIC codes, diagnostic trouble code information or vehicle manufacturer recall eligibility); (e) to allow a Customer-authorized reseller access to the Fleet Data if such functionality is activated; and (f) as otherwise directed by the Customer.

9. **DATA ANALYTICS.** When processing Fleet Data as specified above, Geotab compiles, stores and uses aggregated data, system usage information and elements of Fleet Data from which it is not reasonably possible to identify Customers or individuals (collectively, "**Analytic Data**") in accordance with the [Geotab Data Analytics Policy](#). The Analytic Data that Geotab uses in this manner is not Fleet Data. Geotab will not attempt to disaggregate the Analytic Data or re-associate it with a specific vehicle or driver without Customer's consent, unless legally compelled to do so or unless required for safety or troubleshooting purposes.

10. **FEEDBACK.** If Customer chooses to provide any feedback, input, suggestions, recommendations, queries, troubleshooting information or other similar information about the Solution, or where such information is made available to Geotab (whether directly or through a reseller including in the course of

utilizing support, maintenance or other services), Geotab will be free to use, disclose, reproduce, modify, license, transfer and otherwise distribute, and exploit in any manner such information at no charge.

11. **DISCLAIMERS.**

(a) **General Disclaimer.** Except as expressly set forth in this Agreement or in the Warranty Statement, to the maximum extent permitted by applicable law, Geotab disclaims all representations, warranties and conditions, express or implied, including without limitation any terms, representations, warranties or conditions of merchantability, durability, fitness for a particular purpose, non-infringement, title, quiet enjoyment or quiet possession including those arising by statute or in law, or from a course of dealing or usage of trade.

(b) **Specific Disclaimers.** Without limiting the generality of the foregoing, Geotab cannot and does not represent, warrant or covenant that: (i) any aspect of the Solution will meet Customer's business or other requirements; (ii) the Solution, including the Wireless Services, will operate or be provided without interruption; (iii) the Solution will be error-free, virus-free or that the results obtained from its use will be accurate, reliable or current; or (iv) any errors in the Solution can be corrected or found in order to be corrected. Customer acknowledges and agrees that failure to comply with procedures specified in the [Geotab installation documentation](#), or attempting to install a Device without adequate knowledge of the Device, proper installation, configuration, servicing, repair or removal procedures, or the Customer vehicle, may result in damage to the Device or the Customer vehicle (including short circuits), which may cause malfunctions of vehicle controls or vehicular environmental systems and result in damage or personal injury. Customer understands that any such activities not performed by Geotab or a Geotab-authorized reseller or installer will be at Customer's sole risk.

(c) **Third Party Products.** Without limiting the generality of any exclusions contained in the Warranty Statement, Geotab does not endorse, and makes no representation or warranty with respect to, and assumes no responsibility, obligation or liability for, any products, software, data or services developed, manufactured and sold by an entity that is not affiliated with Geotab, including, but not limited to, any products or services provided by a Third Party Service Provider (as defined in Section 13 below) whether such products or services are fulfilled by Geotab or otherwise (collectively, "Third Party Products").

12. **EFFECT OF TERMINATION.** Upon any termination of this Agreement: (i) any and all rights granted to Customer under this Agreement shall immediately cease; (ii) Customer shall destroy, to the extent practicable, all copies of the Software in Customer's possession or control; (iii) if so requested by Geotab, Customer shall certify in writing that all such copies of the Software in Customer's possession or control have been destroyed; (iv) Customer shall cease all usage of the Solution; and (v) the following Sections of this Agreement shall survive: 2 (Ownership), 5 (Restrictions), 6 (Compliance), 10 (Feedback), 11 (Disclaimers), 14 (Wireless Services); and 15 (Severability).

13. **THIRD PARTY PROVIDER TERMS.** The Solution makes use of certain products and services, including cloud storage, mapping and road speed services, provided by third parties ("**Third Party Service Providers**"). These Third Party Service Providers require Geotab to obtain Customer's agreement to certain terms and conditions prescribed by them. To the extent Customer uses the services of the Third Party Service Providers in connection with Customer's use of the Solution, the [Third Party Provider Terms](#) attached here to as [Schedule A](#) apply (collectively, the "**Third Party Provider Terms**"). **These Third Party Provider Terms are hereby incorporated by reference into and form part of this Agreement and contain important terms and conditions that affect Customer's rights and obligations. Geotab accepts no responsibility or liability for any products or services provided by Third Party Service Providers. By agreeing to be bound by this Agreement, Customer is also signifying its agreement to the Third Party Provider Terms.**

14. **WIRELESS SERVICES.** With respect to Customers use of wireless services provided by a Third Party Service Provider ("**Wireless Provider**") used to transmit Fleet Data to Geotab ("**Wireless Services**"), Customer agrees that: (a) Customer has no contractual relationship with the Wireless Provider and no beneficial interest in any agreement between Geotab and the Wireless Provider; (b) the Wireless Provider

makes no representations or warranties whatsoever, including without limitation regarding roaming availability or coverage and shall have no legal, equitable, or other liability of any kind to the Customer, regardless of the form of the action, whether for breach of contract, warranty, negligence, strict liability in tort or otherwise; (c) the Wireless Provider is a third party beneficiary of this Agreement as it relates to the Wireless Services, and may take any equitable or legal action required to enforce the same; and (d) the Customer shall utilize roaming only in a manner incidental to its use of the Wireless Services in its country of residence.

15. **SEVERABILITY.** To the extent that any provision of this Agreement is declared by a court or other lawful authority of competent jurisdiction to be invalid, illegal or unenforceable, such provision shall be severed and deleted or limited so as to give effect to the intent of the Parties insofar as possible and the Parties will use their respective best efforts to substitute a new provision of like economic intent and effect for the illegal, invalid or unenforceable provision, and the remainder of this Agreement shall continue in full force and effect with respect to all other provisions.

16. **FORCE MAJEURE.** Except with respect to payment obligations, each Party shall be relieved of their respective obligations hereunder and will not be liable to the other or to any third party if the affected Party is unable or fails to perform any of its obligations under this Agreement as a result of any fire, explosion, war, riot, strike, walk-out, labour dispute, flood, epidemic, pandemic, quarantine, shortage of water, power, labour, transportation facilities or necessary materials or supplies, default or failure of carriers, breakdown in or the loss of production or anticipated production from plant or equipment, act of God or public enemy, act of war or terrorism, any law, act or order of any court, board, government, state-sponsored actor or other authority, or any other cause (whether or not of the same character as the foregoing) beyond the affected Party's reasonable control, for so long as such cause prevents the affected Party from so performing, provided however that the other Party may terminate this Agreement if the affected Party is unable to perform its obligations for a period of thirty (30) days or more, upon written notice to the other Party during the time the affected Party is prevented from so performing.

17. **COMMERCIAL ITEMS.** The Solution constitutes a "commercial item" as defined in Federal Acquisition Regulation (FAR) Subpart 2.101. Nothing in this Agreement, or in the installation or use of the Solution constitutes or will be construed to constitute Geotab's acceptance of any FAR or other federal, state, or local agency procurement clause or any other terms or conditions of a federal, state, or local contract, unless Geotab expressly accepts such clauses or terms in writing in the Customer Contract.

SCHEDULE A

THIRD PARTY PROVIDER TERMS

By accepting the Geotab End User Agreement, you also accept these Third Party Provider Terms. The Geotab Solution contains or functions in connection with software, services and other products made or offered by companies that are not affiliated with Geotab, many of which require Geotab to pass through their terms to you and/or require you to accept their terms as a condition to your use of the Solution. These Third Party Provider Terms contain important terms and conditions that affect your rights and obligations. Some of the providers detailed below reserve the right to amend their terms from time to time, as specified below, and by accepting such Third Party Provider Terms as part of the Geotab End User Agreement, you agree to accept amended versions of such Third Party Provider Terms. You agree that it is your responsibility to review, determine applicability and comply with the terms set forth below as well as to check for updates and changed URLs.

A. DATA STORAGE

We use more than one provider for data storage services. Currently we use Google Cloud Platform as our primary cloud data storage provider. As such, your data will be stored on Google's servers in various locations. The following terms are applicable to data storage services. If you have any questions about where your Fleet Data is stored, please contact us.

Google Cloud Platform Terms

Consent. You consent to the transmission, storage, use and processing of your data by Geotab and/or Google according to this Agreement using Google's Cloud Platform. Additionally, you consent to Google processing and storing your data anywhere Google or its agents and sub-processors maintain facilities for which Geotab has contracted, except if you are located in Europe, in which case we have made arrangements to have your data stored on Google servers in Europe. By using the services, you consent to this processing and storage of your data. Under this Agreement, Google is merely a data processor.

Google Cloud Platform Acceptable Use Policy. You agree to be bound by the Google Cloud Platform Acceptable Use Policy, available at: <https://cloud.google.com/terms/aup>. Violation of the Google Cloud Platform Acceptable Use Policy may result in immediate removal (and loss) of your data.

U.S. Government Users. The Services were developed solely at private expense and are commercial computer software and related documentation within the meaning of the applicable Federal Acquisition Regulations and their agency supplements.

B. POSTED SPEED LIMIT DATA

If you are using posted speed limit data provided by HERE, the following terms apply to you.

Copyright. The posted speed limit data ("Speed Data") is provided for your personal, internal use only and not for resale. It is protected by copyright, and is subject to the following terms and conditions which are agreed to by you, on the one hand, and Geotab Inc. ("Geotab", "we" or "us") and our licensors (including their licensors and suppliers) on the other hand.

© 20XX HERE. Copyright notices for specific countries can be found at: <https://legal.here.com/terms/general-content-supplier/terms-and-notices/>. All rights reserved.

Internal Business Use Only. You agree to use this Speed Data together with our Solution for the internal business purposes for which you were licensed, and not for service bureau, time-sharing or other similar purposes. Accordingly, but subject to the restrictions set forth in the following paragraphs, you may copy this Speed Data only as necessary for your internal business use to (i) view it, and (ii) save it, provided

that you do not remove any copyright notices that appear and do not modify the Speed Data in any way. You agree not to otherwise reproduce, copy, modify, decompile, disassemble, create any derivative works of, or reverse engineer any portion of this Speed Data, and may not transfer or distribute it in any form, for any purpose, except to the extent permitted by mandatory laws.

Restrictions. Except where you have been specifically licensed to do so by us, and without limiting the preceding paragraph, you may not (a) use this Speed Data with any products, systems, or applications installed or otherwise connected to or in communication with vehicles, capable of vehicle navigation, positioning, dispatch, real time route guidance or similar applications; or (b) with or in communication with any positioning devices or any mobile or wireless-connected electronic or computer devices, including without limitation cellular phones, palmtop and handheld computers, pagers, and personal digital assistants or PDAs.

HERE End User Terms. Except for use as part of the MyGeotab service, where you have been specifically licensed by Geotab, you agree that you are bound by the HERE End User Terms, available at: <https://legal.here.com/us-en/terms/end-user-license-agreement>.

C. GOOGLE MAPS TERMS

If you are using map data provided by Google, the following terms apply to you.

The Geotab Solution contains Google Maps features and content. Your use of Google Maps features and content is subject to the then-current versions of the: (1) Google Maps/Google Earth Additional Terms of Service at https://maps.google.com/help/terms_maps.html; and (2) Google Privacy Policy at <https://www.google.com/policies/privacy/>.

D. HERE MAPS TERMS

If you are using map data provided by HERE, the following terms apply to you.

HERE End-User Terms. You understand and acknowledge that map and related data or services provided by or through HERE (the "HERE Location Platform Services"), is subject to HERE's end-user terms (designated to apply to either business or consumer end-users, as applicable), privacy policy and other end-user communications provided by HERE or as set forth at, or linked through, <http://here.com/services/terms> and "report an issue" links for purposes of reporting e.g. privacy concerns related to images (collectively, "End User Terms"), and you confirm that you accept and agree to such End User Terms.

E. MAPBOX MAP TERMS

If you are using map data from Mapbox, the following terms apply to you.

License to Use Your Data. Limited to the purpose of hosting your content so that mapping services can be provided, you grant Mapbox a non-exclusive, worldwide, royalty-free, transferable right and license (with the right to sublicense), to use, copy, cache, publish, display, distribute, modify, create derivative works, and store such content and to allow others to do so. This right and license enables Mapbox to host and mirror your content on its distributed platform. You warrant, represent, and agree that you have the right to grant Mapbox these rights.

US Government. If you are a US Government User there are modified/additional terms that apply to you; available at: <https://www.mapbox.com/usg-tos/>.

F. ELD TABLET TERMS

The Garmin tablet is no longer available from Geotab as part of Geotab's Electronic Logging Device ("ELD") solution; however, if you purchased one previously and continue to use it, then the ELD tablet terms you previously accepted in the previous version of the Geotab End User Agreement are affirmed

and continue to apply to your use of the Garmin tablet as part of Geotab's ELD solution.

G. VEHICLE MANUFACTURER EMBEDDED TELEMATICS DATA TERMS

If you subscribe to a data plan where Geotab is accessing data gathered by telematics systems embedded in the vehicle ("**OEM Telematics**") by the vehicle manufacturer ("**OEM**") (for a current list of participating OEMs see this [link](#)), the following terms (collectively, "**OEM Data Terms**") apply to you generally, and there may be additional applicable vehicle manufacturer-specific terms which apply and are set out below.

Terms Applicable to all OEM Telematics

1. By providing a VIN of an OEM Telematics enabled vehicle to Geotab you:
 - a. Represent and warrant that you have properly enrolled the provided VIN with the vehicle manufacturer;
 - b. Represent and warrant that you are legally entitled to activate the provided VIN with Geotab and you will provide evidence of such rights upon reasonable written request from Geotab;
 - c. Understand and agree that the OEM has certain rights to the data gathered by the OEM Telematics that depend on your agreement with the OEM or the terms of your enrollment and that Geotab has no influence or control over the OEM or the uses to which the OEM may put the data gathered by the OEM Telematics;
 - d. Understand and agree that the data received by Geotab from the OEM Telematics ("**OEM Telematics Data**") may be limited by factors outside of Geotab's control, for example, issues related to cellular coverage, carrier outages, carrier network service interruptions, OEM hardware, software or infrastructure, modem deactivation and/or tampering, material failure of data supplying components on the vehicle and any actions taken by you or the OEM that alter or limit the data flow before the data is received by Geotab;
 - e. Understand and agree that certain technical issues may be related to OEM infrastructure, hardware, or software and therefore that support services for such issues will be dependent on the OEM and resolution of such issues is outside of Geotab's control;
 - f. Represent and warrant that you will notify the driver and other occupants of the vehicle that OEM Telematics Data is being collected and shared with Geotab in accordance with your obligations under all applicable laws and industry best practices;
 - g. Agree to promptly inform Geotab in writing:
 - i. In the event that the vehicle is stolen, lost, or sold to a new owner; or
 - ii. If any damage occurs to the vehicle that may affect the ability to transmit OEM Telematics Data.
2. For VINs you provide to Geotab in accordance with Section 1 of these OEM Data Terms, above, Geotab will:
 - a. Receive OEM Telematics Data from the applicable OEM for the VINs provided by you;
 - b. Store, retrieve, display and generally make available to you the OEM Telematics Data;
 - c. Treat the OEM Telematics Data in accordance with the Geotab end user agreement ("**EUA**"), as modified by any applicable provisions of these OEM Data Terms.
3. Termination
 - a. Geotab may terminate further access to some or all OEM Telematics Data: (i) on 30 days written notice to you, or (ii) without notice to you in the event that circumstances become such that continuing to provide the applicable OEM Telematics Data to you would impose a commercially unreasonable burden on Geotab.
 - b. You may unenroll a vehicle at any time by contacting your Geotab reseller, or through such other method as Geotab may provide.

4. DISCLAIMER.

- a. Geotab does not guarantee the quality, quantity or reliability of the OEM Telematics Data.
 - b. Geotab is not responsible for data security for the OEM Telematics Data before that data arrives at Geotab servers.
 - c. THE OEM TELEMATICS DATA IS PROVIDED "AS IS", AND GEOTAB MAKES NO ADDITIONAL WARRANTIES, GUARANTEES, REPRESENTATIONS OR WARRANTIES OF ANY KIND, EXPRESS OR IMPLIED, ARISING BY LAW, COURSE OF DEALING OR USAGE OF TRADE, OR STATUTORY, OR OTHERWISE.
 - d. OTHER THAN AS EXPLICITLY PROVIDED IN THIS AGREEMENT, GEOTAB EXPLICITLY DISCLAIMS ALL OTHER REPRESENTATIONS AND WARRANTIES, INCLUDING IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND ANY IMPLIED WARRANTY OTHERWISE ARISING FROM COURSE OF DEALING OR USAGE OF TRADE OR THAT THE SERVICES WILL BE UNINTERRUPTED OR ERROR-FREE OR THAT GEOTAB WILL CORRECT ANY SERVICE ERRORS;
 - e. FOR ANY BREACH OF WARRANTY CLAIM, THE EXCLUSIVE REMEDY AND GEOTAB'S ENTIRE LIABILITY FOR SUCH CLAIM SHALL BE THE CORRECTION OF THE DEFICIENT SERVICES THAT CAUSED THE CLAIM OR, IF (A) GEOTAB CANNOT SUBSTANTIALLY CORRECT THE DEFICIENCY IN A COMMERCIALLY REASONABLE MANNER, OR (B) GEOTAB COULD SUBSTANTIALLY CORRECT THE DEFICIENCY BUT THE CORRECTION OR MANNER OF CORRECTION IS NOT COMMERCIALLY REASONABLE, IN GEOTAB'S DISCRETION, THEN IN EITHER INSTANCE YOU MAY TERMINATE THE DEFICIENT SERVICES AND GEOTAB WILL REFUND TO YOU THE PRE-PAID FEES FOR THE TERMINATED SERVICES, IF ANY, FOR THE PERIOD FOLLOWING THE EFFECTIVE DATE OF TERMINATION.
5. Indemnity. To the fullest extent permitted by applicable law, you will indemnify Geotab, its affiliates, and their respective directors, officers, employees and agents for all expenses (including attorney fees, settlements, and judgments) incurred by Geotab in connection with all third party claims (including lawsuits, administrative claims, regulatory actions, and other proceedings) to the extent they arise from (a) your representations, performance or obligations under these OEM Data Terms, (b) your violations of any applicable law, ordinance or regulation or government authorization or orders with respect to any of the OEM Telematics Data, (c) your improper access or use of any OEM Telematics Data; (d) any claim that you violate any intellectual property rights of a third party; or (e) any claim brought by anyone utilizing your vehicle, for your failure to provide proper notice or gather consent for the use or sharing of the OEM Telematics Data.
6. Limitation of Liability. NEITHER PARTY WILL BE LIABLE TO THE OTHER FOR ANY SPECIAL OR CONSEQUENTIAL DAMAGES (INCLUDING FOR LOSS OF PROFITS, SAVINGS, REVENUE, OR USE, DAMAGED OR LOST FILES OR DATA, OR BUSINESS INTERRUPTION) IN CONNECTION WITH THE OEM TELEMATICS DATA OR ANY OF IT, REGARDLESS OF THE CAUSE OF ACTION OR CHARACTERIZATION OF THE DAMAGES, EVEN IF THE PARTY SOUGHT TO BE HELD LIABLE HAS BEEN ADVISED OF THE POSSIBILITY OF THESE DAMAGES. GEOTAB WILL NOT BE LIABLE FOR ANY DAMAGES FOR THE COST OF PROCUREMENT OF SUBSTITUTE GOODS TO YOU RELATING TO THE OEM TELEMATICS DATA OR ANY OF IT, REGARDLESS OF THE CAUSE OF ACTION OR CHARACTERIZATION OF THE DAMAGES, EXCEEDING THE AMOUNT OF FEES PAID BY YOU UNDER THIS AGREEMENT FOR THE APPLICABLE OEM TELEMATICS DURING THE ONE-YEAR PERIOD PRECEDING THE DATE OF THE CLAIM. GEOTAB WILL NOT BE LIABLE FOR ANY DAMAGES BASED ON ACTIONS OR OCCURRENCES THAT OCCURRED MORE THAN ONE YEAR BEFORE YOU PROVIDE NOTICE OF THE CLAIM. THESE LIMITATIONS OF LIABILITY ARE INDEPENDENT OF ANY EXCLUSIVE REMEDIES FOR BREACH OF WARRANTY IN THIS AGREEMENT, AND WILL SURVIVE AND APPLY NOTWITHSTANDING THE FAILURE OF ESSENTIAL PURPOSE OF ANY SPECIFIED REMEDIES.

Additional Terms Applicable to OnStar OEM Telematics Only:

1. TO THE FULLEST EXTENT PERMITTED BY LAW, ONSTAR WILL NOT BE LIABLE TO YOU, ANY END USER, OR ANY THIRD PARTY FOR ANY DAMAGES, COSTS, EXPENSES, FINES, OR OTHER AMOUNTS OR LIABILITIES ARISING OUT OF OR RELATING TO A FAILURE TO DELIVER THE ONSTAR OEM TELEMATICS SERVICES OR ANY END USER DATA, OR TO THE AVAILABILITY, QUALITY, SUITABILITY FOR SERVICE RECIPIENT'S PURPOSES OR ACCURACY OF THE REMOTE API SERVICES OR END USER DATA PROVIDED BY THOSE SERVICES.
2. Some services are only available in the continental United States, Alaska, and Hawaii. These services work using wireless communication networks and a Global Positioning System satellite network. THESE SERVICES ARE NOT AVAILABLE EVERYWHERE, PARTICULARLY IN REMOTE OR ENCLOSED AREAS, OR ON ALL PARTICIPATING VEHICLES, AT ALL TIMES. The area in which a vehicle is driving may affect the services that can be provided by OnStar, and that Geotab may provide, under these OEM Data Terms. These services are unable to work unless a vehicle is located in an area where (a) OnStar has an agreement with a wireless service provider, and (b) that wireless service provider has (i) coverage, network capacity, and reception when and where the service is needed, and (ii) technology compatible with the services. Each vehicle must have a working factory installed electrical system (including adequate battery power) for the services to operate. Each vehicle must have an eligible OnStar services package for the services to operate. The services may not work if the OnStar equipment in a vehicle is not properly installed, or an end user has failed to maintain both that equipment and the vehicle in good working order (and in compliance with all government regulations).
3. Additional Restrictions on use of OnStar OEM Telematics Data. If you receive data with respect to seat belt use in a vehicle you may use it solely as part of your driver safety programs, for example, to measure success rates of your safety programs, to identify drivers that may require coaching or training or to reinforce safety policies. You may not use seat belt related OnStar OEM Telematics Data for (i) employee accident investigation, (ii) as a rationale for employee termination or suspension, (iii) monitoring seat belt use of persons in a vehicle other than the vehicle operator, or (iv) any other use not expressly permitted by these OEM Data Terms.

H. DATA AGGREGATION SERVICE

Geotab's Data Aggregation Service ("**DAS**") allows the ingestion of your supported non-Geotab telematics device ("**Third Party Device**") data into your MyGeotab database. The Third Party Device data is first processed by a third party service provider (Gurtam UAB) through its flespi platform, on servers located in Europe, and then transferred to your MyGeotab database. If you are using Third Party Devices and have subscribed for DAS the following additional terms and conditions apply to your use of DAS.

1. **Content and Flow of Data.** You acknowledge that: (a) the content and flow of data from the Third Party Devices to the flespi platform is beyond the control of either Geotab or Gurtam, (b) the content and flow of Third Party Device data may not be constant and homogeneous, and (c) that the raw Third Party Device data transmitted by the Third Party Device may not correspond to the data mapping used by the flespi platform. Neither Geotab nor Gurtam make any representations or warranties regarding usefulness of the resulting data characteristics.
2. **Suspension/Cancellation of DAS.** Geotab may suspend or cancel DAS with or without notice to you in the event that circumstances become such that continuing to provide DAS to you would impose a commercially unreasonable burden on Geotab, or if our contract with Gurtam is canceled, terminated or Third Party Device data processing thereunder is suspended or terminated by Gurtam for any reason. Geotab will use reasonable efforts to provide you with as much prior notice as practicable under the circumstances.

3. **Alteration of DAS.** The parameters of DAS, including supported Third Party Devices, supported data fields or types may change from time to time. Geotab will use reasonable efforts to provide you with as much prior written notice as practicable under the circumstances.
4. **Aggregated Data.** Gurtam, as the operator of the flespi platform, collects information regarding frequency of use of the flespi platform and of certain functions made available through the flespi platform. Gurtam collects statistical data on the use of the flespi platform, which in no way identifies you. Gurtam analyzes such data only after aggregation and subsequently uses it to improve the quality of the flespi platform and the development of other software products. Gurtam does not process any personal data in this context. Gurtam may also share this data with or sell this data to third parties, in compliance with applicable law. This data is shared and sold anonymously in a form that does not personally identify you.
5. **No Tampering.** You agree not to carry out any activities within the framework of DAS aimed at: (a) undermining network security; (b) disruption of software and hardware; (c) the organization of network attacks on any resources available through the Internet; (d) the organization of mass mailings of correspondence of advertising and other nature (spam), except when such mailing is initiated by the recipients themselves or is carried out with their prior consent; and (e) placement and dissemination of information, the content of which is contrary to applicable law.
6. **Instructions to Process Data.** You hereby instruct Geotab (and Gurtam as a sub-processor of Geotab) to process the Third Party Device data in accordance with the Geotab End User Agreement and these additional terms. You represent and warrant that you are in compliance with all applicable data privacy and protection laws regarding the processing of personal data from the Third Party Devices.
7. **Data Security.** Gurtam has implemented and maintains appropriate technical and organizational measures with respect to the flespi platform. Such measures include but are not limited to physical and IT measures, and organizational measures to protect data processed against unauthorized or unlawful processing and against accidental loss, destruction, damage, alteration or disclosure. Such measures provide a level of security that is appropriate to the risks of the processing having regard to: (a) the state of the art technology; (b) the costs of implementation; and (c) the nature, scope, context and purposes of processing, including the type of data. These measures may be updated by Gurtam from time to time, however the security level of the defined measures must never be reduced. Accordingly, Geotab's TOMS do not apply to Third Party Device data prior to such data being received by Geotab's servers. At such time as the Third Party Device data is received by Geotab's servers, the Geotab TOMS apply to such data.
8. **No Liability.** You are fully responsible and liable for your use of DAS (including, without limitation, your use of the Internet and information resources) as well as any consequences thereof. Neither Geotab nor Gurtam shall be liable for any losses incurred by you, whether directly or indirectly, arising from your use of DAS. Neither Geotab nor Gurtam shall be responsible for the contents of any Third Party Device data sent by you via telecommunications channels and communications networks.
9. **Changes to these Terms.** Geotab may change these DAS supplemental terms at any time based on changes to our agreement with Gurtam or changes to applicable law. Geotab will make reasonable efforts to provide you with as much advance notice as reasonably practicable in the circumstances, but Geotab reserves the right to have changes take effect concurrently with the updating of these DAS supplemental terms.

I. WIRELESS PROVIDER PASS THROUGHS

FOR END USERS IN AUSTRALIA ONLY: The following additional terms apply if you have subscribed for wireless communication services through Geotab Inc. on the Telstra wireless network in Australia:

1. You must not use any equipment in connection with the wireless communication services other than equipment we provide and which is approved and certified by the underlying carrier.
2. You are solely responsible for the content of any data or information which you send or receive using the wireless communication services.

3. You are solely responsible for any use of the wireless communication services by you or any third party whether authorised or not.
4. You must not resell, resupply or share any wireless communication services.
5. The underlying carrier may limit, suspend or cancel the provision of wireless communication services:
 - a. in the event of an emergency or in order to provide resources to emergency and other essential services;
 - b. if the supply or use of a wireless communication service is, or is likely to become, unlawful;
 - c. if, in the reasonable opinion of the underlying carrier, the provision of a wireless communication service is likely to cause death, personal injury or damage to property;
 - d. if the Australian Competition and Consumer Commission (ACCC) issues, or the underlying carrier reasonably anticipates that the ACCC may issue, a competition notice in relation to a wireless communication service;
 - e. if your use of a wireless communication service breaches the underlying carrier's acceptable use policy;
 - f. if your use of wireless communication services adversely interferes with (or threatens to adversely interfere with) the efficiency of the underlying carrier's network;
 - g. if you are or become a carrier or carriage service provider, as defined in the *Telecommunications Act 1997 (Cth)* (Australia); or
 - h. if the underlying carrier decides, or is required, to modify or exit a wireless communication service from the market or part of the market.
6. Notwithstanding anything to the contrary in Section 10 of the Wireless Provider Terms, You agree and will ensure that your officers, employees, agents, contractors and sub-contractors, your affiliates and their officers, employees, agents, contractors and sub-contractors, and any individuals, who receive wireless communication services or whose information is disclosed to Telstra Corporation Limited ("Telstra") are aware that Telstra may use and disclose information about you and each of them in accordance with its Privacy Statement (as amended by Telstra from time to time), which is available at <http://www.telstra.com.au/privacy/privacy-statement/index.htm> or by calling Telstra on 1800 039 059.
7. We, our resellers and the underlying carrier exclude all other warranties, rights and other liability to you and all third parties arising from or related to the wireless communication services.
8. You indemnify us and the underlying carrier against all direct or indirect loss, damage, liability, reasonable costs or expenses (including legal costs and expenses) which is suffered or incurred (including to a third party) as a result of or in connection with any claim by a third party against us or the underlying carrier in connection with: (i) any personal injury, death, loss or damage to any person, tangible property or equipment or facilities of any person or entity caused by your negligence or the negligence of your employees, agents, or contractors; and (ii) any claims arising out of any violation by you of any law. This indemnity is a continuing obligation, separate and independent from the other obligations of the parties and survives termination or expiry of this Agreement for any reason. It is not necessary for a party to incur expense or make payment before enforcing a right of indemnity conferred hereby.

FOR END USERS USING DEVICE WI-FI CAPABILITIES ONLY: The following additional terms apply if you have subscribed for supported Wi-Fi communication services through Geotab Inc. in the United States:

1. You acknowledge that internet connectivity made available through Wi-Fi is provided by our third party wireless communication carriers.
2. You are solely responsible for the configuration and all use, inability to use, or misuse of Wi-Fi, including without limitation the configuration of security settings for Wi-Fi, and any devices connected using Wi-Fi and all data and materials you send or receive using Wi-Fi.
3. If you allow any other person to use Wi-Fi, you remain responsible for such use and compliance with these terms. You must not resell Wi-Fi.

4. You may only use Wi-Fi in accordance with these terms and [applicable documentation](#). You must not:
 - a. misuse, abuse or otherwise use Wi-Fi in a manner that directly or indirectly causes interruption, interference, disruption, loss, adversely affects others or which would otherwise cause excessive, unreasonable or disproportionate traffic or network congestion;
 - b. interfere, breach, infiltrate or compromise the integrity or security of any service or resource, including unauthorized access or use of any passwords, systems, data, or information;
 - c. perform or simulate security probes, port scans, security breaches, denial of service attacks or any similar tests or hacking;
 - d. transmit any:
 - i. material that is offensive, abusive, fraudulent, threatening, libelous, defamatory, pornographic, obscene or otherwise objectionable;
 - ii. unsolicited commercial message, voice call or fax, except to the extent you have complied with all applicable laws in respect thereof; or
 - iii. virus, trojan horse, backdoor, bot, script or similar element; or
 - e. attempt, or authorize, cause, permit or encourage any other person to do any of the foregoing.
5. If you use Wi-Fi to connect any application or device that uses voice over internet or any similar protocol, you understand and agree that we are not responsible and will have no liability for any call interruption or error, including any calls to 911 or any similar emergency number, or providing any location information in connection with such calls.
6. You acknowledge that Wi-Fi is provided on an “as-is” and “as-available” basis and assume all risk arising from or related to your use, inability to use or misuse of Wi-Fi. Without limiting the generality of the foregoing, you are solely responsible for, and we will have no responsibility or liability arising from or related to: (a) the failure of or inability to use any device connected using Wi-Fi and used to comply with applicable law or regulations, including without limitation electronic logging devices or other devices used to comply with hours of service requirements, and any resulting costs, fines or penalties; or (b) the corruption, interruption of or inability to send or receive any transmissions or communications (including without limitation e-mails) through Wi-Fi.
7. You will indemnify and hold us harmless from and against any and all claims, causes of action, losses, expenses, liability or damages arising or related to, directly or indirectly, your or any third party's use, misuse or inability to use Wi-Fi, including without limitation any failure by you or any third party to comply with these terms.
8. We reserve the right to limit, suspend or terminate Wi-Fi without notice or liability: (a) upon any non-compliance with these terms; or (b) in accordance with our network management practices, including without limitation to enforce data usage caps or limitations or for bandwidth management.
9. For more information about how we manage Wi-Fi usage, please see <https://www.geotab.com/wifi-terms-us/>.

Unified Service Level Agreement SLA

Geotab Products and Managed Services

Last modified: Jun 26, 2025

Geotab strives to provide a stable and highly available hosting system for end-users, so that they do not have to worry about server and database issues. This document describes the levels of service.

Definitions

The following definitions apply to the SLA:

- **“Covered Service”** means any or all of the following Products or Managed Services: ADTS (Aggregate Data Transfer Service), Authentication, Cloud Services, Data Ingestion, Data Service, Geotab Camera and ADAS sensors, Geotab Asset Trackers, IOX and Geotab harnesses, GO Device, Keyless mobility solutions, MyAdmin platform, MyGeotab platform, OEM Connected Vehicle Telemetry, Citizen Insights, DAAS, Data Connector, Routing & Optimization Early Access, Voice + Chat Services, Voice Services, Web Services, Winter operations, Geotab SDK, Geotab Ace.
- **“Uptime”** is the percentage of total possible minutes the applicable Covered Service was available in a given calendar quarter. "MyGeotab has a 99.5% server uptime target, for services that are directly within Geotab's control, excluding any planned maintenance required. Geotab shall not be liable for any delays, damages, or losses arising from the actions or omissions of third-party providers."
- **OEM Automotive Manufacturers and Third Party Data Providers**
Geotab collaborates diligently with OEM and third-party providers but Geotab cannot guarantee consistent service quality or availability when data is sourced directly from OEMs. This is because uptimes and response times vary by OEM integration partnerships. Please consider the needs of your company and customers when choosing to leverage an OEM embedded connection to ensure it meets your reliability requirements.
- **“Data Purging Policy”** consists of permanently deleting certain types of data, including private data, at specific time intervals. All new MyGeotab databases will have Data Purge enabled with default purge frequency set to two years. However, administrators and fleet managers will have the ability to adjust these settings to suit their organization's needs. Additionally, Geotab may initiate a purge when it is required to preserve the integrity, reliability and availability of the SaaS.

If data is to be purged and you wish to retain your data for longer than two years you are encouraged to retrieve the desired data using one of the API tools provided by Geotab.

- **“Inactive Database Purging Policy”** means Geotab has an automatic process which will remove and permanently delete unused MyGeotab databases, based on the following conditions:
 - If a database is three months or older, and there is no device data in the database.
 - If the last valid device GPS record or last status data is over two years old.

If both of the conditions above are met, the database will be detached and permanently deleted.

- **“Network / Power Support”** Geotab has partnered with leading Cloud Service Providers to ensure fully redundant (both on-premises and geographically) services including network, equipment and power.
- **“User Support”** means Geotab operates through a Reseller model, where the expectation is that each Reseller is responsible for supporting their respective customer’s users. However, we recognize the need for an elevated support structure for customers. As such, Geotab Resellers can subscribe their customers to Geotab’s Support Services Program, allowing a customer to work directly with Geotab’s Specialists to address any concerns, issue management or simply to ask questions. The goal of this service is to provide our customers with best-in-class customer experience, focusing on meeting requirements, making it easy to do business with us and ensuring all interactions are enjoyable. For more information on enrolling your customer(s) in Support Services, please view the [Guide to Support at Geotab](#).
- **“Server Support”** All server support is conducted by internal Geotab Technical Services personnel only. Resellers and / or end-users will not have any direct access to the server and / or databases (apart from client connections via the MyGeotab software).

Maintenance and Incident Notification Process

Geotab’s standard maintenance hours for Covered Services

Minor Maintenance (less than 15 minutes of downtime):

The Americas	01:00 to 04:00 EST/EDT Daily
Europe & Africa	01:00 to 04:00 CET/CEST Daily
Asia & Australia	01:00 to 04:00 ACST/ACDT Daily
Geotab Tachograph	06:00 to 09:00 CEST Daily

Major Maintenance:

The Americas	01:00 to 06:00 EST/EDT Daily (with advance notice)
Europe & Africa	01:00 to 04:00 CET/CEST Daily (with advance notice)
Asia & Australia	01:00 to 04:00 ACST/ACDT Daily (with advance notice)
Geotab Tachograph (iGestion)	23:00 to 03:00 CEST Tuesday evening

Geotab's general business hours: Monday to Friday 09:00 to 17:00 Eastern Time (ET), excluding certain holidays.

Server Support

The following services are performed by Geotab on a regular basis:

- All major application and database upgrades will be conducted after hours or at the discretion of the Geotab personnel.
- Minor upgrades are conducted as and when it is required at the discretion of the Geotab personnel, without any notifications. These upgrades will be conducted after hours under normal circumstances.
- Regular database and server health checks.
- Nightly verified backups of every MyGeotab database, with the following retention policy:
 - 7 days of daily backups
 - 4 weeks of weekly backups (taken each Monday)
- Server and software updates.

System Failure Support

All Geotab Servers are monitored 24 hours a day via fully redundant monitoring systems. In the event of a failure, an emergency message is generated and the on-call engineers will be contacted immediately.

Geotab has developed an internal and fully automated resource allocation system, allowing us to move customer databases quickly and easily between virtualized servers. In addition, all Virtual Machines (VMs) undergo daily snapshots, which are in turn securely stored, encrypted, in fully geo-redundant locations. This allows us to quickly recover our customer environments should a fatal issue occur.

Communication

In the event of planned major maintenance for Covered Services, events exceeding 15 minutes of service disruption or events containing large changes, Geotab commits to end users having 5 business days of notice prior to the event occurring. To receive these communications please visit <https://myadmin.geotab.com/preferences/user> and opt into 'Planned Maintenance' notifications.

In the event of a major impact in services, Geotab will notify all users who have subscribed to 'Unplanned Maintenance' notifications of the impact and pending resolution. Please visit <https://myadmin.geotab.com/preferences/user> to adjust your communication preferences.

Additional Resources

[Geotab Technical and Organizational Data Security Measures Statement \(TOMS\)](#)

[Geotab's Disaster Recovery Plan \(GRIDIRON\)](#)

General Enquiries: <http://www.geotab.com/Contact.aspx>

Support Forums: <http://support.geotab.com>

[Geotab On-Call Services](#)

 Comprehensive Guide to Support at Geotab [PUB]

Important Disclaimer

This Statement is subject to change and update. By itself, this Statement does not create binding obligations or liability towards Geotab or Geotab's resellers, end users or any other party. For further information on the purpose of this document, see the Introduction. This document is not intended to be distributed in any format other than a live version accessible via Google Docs.

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)

<input type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input checked="" type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> 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.

Geotab USA Inc

Company

Signed by:

Neil Cause

BD96D928CAA2431...

Authorized Signature

2025-Dec-15

Date

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



Geotab USA, Inc
621 North Avenue
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Atlanta, GA 30308
United States of America

+1 470 903 8844
866 270 2544

www.geotab.com

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

December 15, 2025

RE: Solicitation No: CRFQ 0803 DOT2600000037

Dear John,

Please find enclosed Geotab's proposed modifications to solicitation CRFQ 0803 DOT2600000037.

RFQ Section	Proposed Modification
Specifications Requirement 3.2.1.11.15 & 3.1.2.10 & WVCloud-SaaSProcurementAddendum 13.	<p>Please see Geotab's Unified Service Level Agreement SLA (see attached).</p> <p>Minor maintenance events (those under 15 minutes of down time and happening in our defined maintenance windows) will not have explicit communication.</p> <p>Geotab provides advance notice for Major Version Upgrades and significant feature changes via "What's New in MyGeotab" announcements, however the notice duration is not always 30 days. The State can set configurations to receive notifications for planned maintenance.</p> <p>Minor upgrades, routine patches, and system maintenance are typically performed automatically during scheduled nightly maintenance windows, often with limited or no specific advance notification to the end-user/jurisdiction.</p>
WVCloud-SaaSProcurementAddendum 7. e) Termination and Suspension of Service	<p>As per Geotab's Unified Service Level Agreement SLA (see attached), Geotab utilizes a platform feature (the "Purge feature") that allows the Customer's authorized administrator to permanently and non-recoverably delete requested historical telematics data directly from the system.</p>
WVCloud-SaaSProcurementAddendum - Definition of "Public Jurisdiction Data" Exclusion for Analytic Data	<p>For the benefit of the State to provide key functionality, when processing the State's fleet data, Geotab compiles, stores and uses aggregated data, system usage information and elements of such fleet data from which it is not reasonably possible to identify the State or individuals (collectively, "Analytic Data") in accordance with the Geotab Data Analytics Policy (see attachment). The Analytic Data that Geotab uses in this manner should not be included in the definition of Public Jurisdiction Data and Geotab's ability to process Analytic Data without restriction is central to its product offering.</p>
General T&Cs - 30. PRIVACY, SECURITY, AND CONFIDENTIALITY; SaaS Addendum - Section 3(b). Required consents	<p>As a point of clarification (not an exception per se), to the extent the State provides Geotab with personal information or such information is otherwise collected in connection with the State's use of the Geotab solution, it would be the State's obligation to collect any required consents from the applicable data subject for processing and sharing with subprocessors as Geotab has no direct interaction with the data subject (e.g. drivers, fleet managers etc.).</p>
General T&Cs - Section 36 (Indemnification) Scope and application of indemnity	<p>The vendor's indemnification obligations should be limited to claims issued against the State by third parties. In addition, subsection (2) of this clause should be limited to instances where the unauthorized disclosure is the result of the vendor's failure to comply with the information security obligations outlined in the agreement.</p>

Yours sincerely,
Neil Garrett, Associate Vice President, Public Sector
Cell: +1 (702) 884-8289 | Email: neilgarrett@geotab.com

Exhibit A - Pricing Page

CROM 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		3,000	\$ 15.00	\$ 45,000.00			
Includes (1) of the following:									
Included in bundle	Geotab GO9 telematics device, Part# GO9-LTEATTA or equal	EA		3,000		\$ -			
Included in bundle	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal	EA		3,000		\$ -			
Included in bundle	Geotab GO Rugged 9 telematics device Part# GR9-LTEATTA or equal	EA		3,000		\$ -			
Included in bundle	OBDDI extension cable pack for GO devices Part #HRN-BS16S4 or equal	EA		3,000		\$ -			
Included in bundle	Custom 3-Wire harness kit, the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal	EA		3,000		\$ -			
Included in bundle	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal	EA		3,000		\$ -			
Included in bundle	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part# HRN-DS06I2 or equal	EA		3,000		\$ -			
Included in bundle	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part# HRN-GR09K1 or equal	EA		3,000		\$ -			
Included in bundle	connector kit includes a 9-pin T-harness 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		3,000		\$ -			
Included in bundle	Universal OBDDI 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		3,000		\$ -			
Included in bundle	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.	EA		3,000		\$ -			
Included in bundle	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit, Part# HRN-RW03K4 or equal.	EA		3,000		\$ -			
Includes (1) of the following:									
Included in bundle	Installation of a GO device with the use of a handwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included, Part# INS-GOHDWIRE or equal.	EA		3,000		\$ -			
Included in bundle	Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.	EA		3,000		\$ -			
GO Device Bundles without Installation - Included in bundle	Geotab GO9 or GR9 telematics, Proplus plan, universal harness, standard installation (as defined below), and training, Part # Proplus plan or equal. *Self installed*	EA		3,000		\$ -			

Includes (1) of the following:									
Included in bundle	Geotab GO9 telematics device, Part# GO9-LTEATTA or equal	EA		3,000		\$	-		
Included in bundle	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal	EA		3,000		\$	-		
Included in bundle	Geotab GO Rugged 9 telematics device Part# GR9-LTEATTA or equal	EA		3,000		\$	-		
Included in bundle	ORBU extension cable pack for GO devices Part #HRN-BS16S4 or equal	EA		3,000		\$	-		
Included in bundle	Custom 3-Wire harness kit: the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal	EA		3,000		\$	-		
Included in bundle	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal	EA		3,000		\$	-		
Included in bundle	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		3,000		\$	-		
Included in bundle	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part#HRa-GR09K1 or equal	EA		3,000		\$	-		
Included in bundle	Universal Rugged Heavy-Duty T-Harness Kit - Multi connector kit includes a 9-pin T-harness 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		3,000		\$	-		
Included in bundle	Universal ORBU 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		3,000		\$	-		
Included in bundle	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.	EA		3,000		\$	-		
Included in bundle	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit, Part# HRN-RW03K4 or equal.	EA		3,000		\$	-		
Includes (1) of the following:									
Included in bundle	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		3,000		\$	-		
Included in bundle	Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.	EA		3,000		\$	-		
OEM embedded Solutions									
Included in bundle	Part # Ford Premium Plan or equal	EA		3,000		\$	-		
Included in bundle	Part # GM Premium Plan or equal	EA		3,000		\$	-		
Extended Coverage									
Included in bundle	Monthly service plan for IOX Iridium satellite add-on. Must be combined with the GO-Bundle. Part #Satellite Plan or equal.	EA		3,000		\$	-		
Included in bundle	IOX Add-On for Iridium Satellite Support (Includes Iridium modem and antenna) Part# IOX-SATIRDV2 or equal	EA		3,000		\$	-		

Public Works (Winter Ops)									
Included in bundle	Monthly service plan for public works add-on. Must be combined with GO device bundle, Part# Public Works Plan or equal.	EA		3,000	\$	-			
Included in bundle	IOX-WKS integration with the GOP device as a part of the Geotab Public Works Solution for government fleets part# IOX-WEKS or equal.	EA		3,000	\$	-			
Included in bundle	Cable - CS440 Integration, Part# HRN-CS440 or equal.	EA		3,000	\$	-			
Included in bundle	Cable - CS550 Integration, Part# HRN-CS550 or equal.	EA		3,000	\$	-			
Included in bundle	Cable - DB-9 Null Modem Integration, Part# HRN-DB9NM or equal.	EA		3,000	\$	-			
Included in bundle	Cable - DB-9 Serial Integration (15FT), Part # HRN-DB9SI1F or equal	EA		3,000	\$	-			
Included in bundle	Cable - Force America Integration, Part # HRN-FAI or equal	EA		3,000	\$	-			
Included in bundle	Cable - Flex 4 Integration, Part # HRN-FLEX4or equal	EA		3,000	\$	-			
Included in bundle	Cable - Gileta Integration, Part # HRN-GILINT or equal.	EA		3,000	\$	-			
Included in bundle	Cable - Schmidt Integration, Part # HRN-SCHINT or equal.	EA		3,000	\$	-			
Camera Add-On Solution									
	Monthly service plan for Surfright add-on. Must be combined with GO device bundle. Part # Surfright plan or equal.	EA		3,000	\$	18.00	\$	54,000.00	
Included in with camera	Surflight - AI-12 Dual Camera w/128GB SD Card, w/Sim & tamper proof case, Part #MKH-SRF-AI12128SH1 and Part # MKH-SRF-PERTPCS or equal	EA		3,000	\$	-			
Included in with camera	Surflight adapter plugs for use with HRN-TNULL. Required for compatibility with Surfright AI-12 Camera Part # HRN-CBLPWR50011P or equal	EA		3,000	\$	-			
Included in with camera	Surflight OBDII Power Adapter, Part # HRN-SGCBORD or equal.	EA		3,000	\$	-			
Included in with camera	A T-Harness to connect a GO Device with a custom telematics device, Part # HRN-TNULL or equal	EA		3,000	\$	-			
Geotab Keyless for Car Sharing Fleets									
Included in bundle	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		3,000	\$	-			
Included in bundle	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		3,000	\$	-			
Included in bundle	IOX Add-On for Keyless functionality, with integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRTINHB or equal.	EA		3,000	\$	-			
Included in bundle	IOX Add-On for Keyless functionality, without integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRTINHB or equal.	EA		3,000	\$	-			
Included in bundle	Geotab Keyless NFC fob (with adhesive backing) to be used with Part# IOX-NFCREADERA or equal.	EA		3,000	\$	-			
Included in bundle	Starter inhub harness for Geotab Keyless. For use with a part# IOX-Keyless version B1 for bladed key installations requiring starter inhub functionality. NOT for use with non-labeled version of IOX-Keyless, part# HRN-CX1054	EA		3,000	\$	-			
Included in bundle	QR Tag for IOX-Keyless key shipment to Geotab, Part# SFR-QRTAG or equal	EA		3,000	\$	-			

Installation Services									
Included in bundle	Installation of a hardwired Asset tracker. Trip fees up to 50 mi/km are included. Part# INS-Asstwired or equal.	EA		3,000		\$ -			
Included in bundle	Installation of a Solar or Battery Powered Asset Tracker. Trip fees up to 50 mi/km are included. Part # INS-Asstwireless or equal.	EA		3,000		\$ -			
Included in bundle	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		3,000		\$ -			
Included in bundle	Installation of a GO device with T-harness and up to two IOX cables (i.e. Part# IOX-NFCREADER, IOX-GOTALK) Trip fees up to 50 mi/km are included. Part # INSGOADV or equal.	EA		3,000		\$ -			
Included in bundle	Installation of a GO device with the use of a miniwire connection to the ignition, power and ground. Trip fees up to 50 mi/km are included. Part # INS-GOHDWIRE or equal.	EA		3,000		\$ -			
Included in bundle	Installation of a GO Rugged Device with or without a T-Harness, part #INS-GORUGGED or equal.	EA		3,000		\$ -			
Included in bundle	Installation of a GO device with or without a T-Harness, part# INS-GOSTRD or equal.	EA		3,000		\$ -			
Included in bundle	GO 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		3,000		\$ -			
Included in bundle	Vehicle not available at the time and place of the scheduled installation, part# INS-NOSHOW or equal.	EA		3,000		\$ -			
Included in bundle	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		3,000		\$ -			
Included in bundle	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		3,000		\$ -			
Included in bundle	Service or repair of an existing GO device or Geotab accessory. Trip fees up to 50 mi/km are included. Part# INS-Service or equal.	EA		3,000		\$ -			
Included in bundle	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		3,000		\$ -			
Included in bundle	Installation of Public Works (Winter Ops) solution. Includes spreader and plow controller and one external accessory connection. Part # INS-WTROPS or equal.	EA		3,000		\$ -			

Additional Hardware One Time Cost									
Included in bundle	Blue NFC Driver ID Tag Part#GEO-NFC08BLU or Equal	EA		3,000	\$	-			
Included in bundle	NFC Driver ID Sticker Tag with blue inner label Part # GEO-NFCSTKBLU or Equal	EA		3,000	\$	-			
Included in bundle	Bag of (20) qty. Blue NFC Driver ID Tag Part # GEO-NFCSTKBLU30 or Equal	EA		3,000	\$	-			
Included in bundle	Serialized cable tie, also known as a zip tie (pack of 100) Part # GEO-ZIPSEAL100 or Equal	EA		3,000	\$	-			
Included in bundle	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		3,000	\$	-			
Included in bundle	Custom proprietary harness for enhanced engine data support on select Fiat and Chrysler vehicles in Latin America Part # HRN-BF11A1 or equal	EA		3,000	\$	-			
Included in bundle	OBDDII extension cable pack for GO devices - replaces the part# HRN-INSTALLPACKV2, Part# HRN-BS16S4 or equal.	EA		3,000	\$	-			
Included in bundle	Flat OBDDII extension harness for GO devices. Part # HRN-BS16S4F Or equal	EA		3,000	\$	-			
Included in bundle	OBDDIII harness for GO devices - includes special vehicle connector to receive engine data from medium-duty vehicles, part# HRN-BUY16Y5 or equal.	EA		3,000	\$	-			
Included in bundle	Custom proprietary adapter for Volvo vehicles in Latin America and Europe. Requires Part# HRN-CM24Y1. Part# HRN-CE04A4 or equal.	EA		3,000	\$	-			
Included in bundle	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		3,000	\$	-			
Included in bundle	4-Pin Custom Adapter for use with Volkswagen truck only. Part# HRN-CG04T3 or equal	EA		3,000	\$	-			
Included in bundle	Custom 13-pin adapter for use with HRN-GS16K2 Universal Harness Kit Part# HRN-CG13S1 or equal	EA		3,000	\$	-			
Included in bundle	Custom proprietary HINO FMS adapter. Requires HRN-CM24Y1. Part#HRN-CH06A2 or equal.	EA		3,000	\$	-			
Included in bundle	Custom 10-pin HINO FMS adapter for 2019+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CH10A2 or equal.	EA		3,000	\$	-			
Included in bundle	Customer Isuzu FMS adapter for 2017+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CI04A2 or equal	EA		3,000	\$	-			
Included in bundle	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		3,000	\$	-			
Included in bundle	Harness for custom GO device installations - includes Moles connectors for two ORB and one J1939 points. Part# HRN-CM24Y1 or equal.	EA		3,000	\$	-			
Included in bundle	PSM module connection for Mercedes Sprinters (907 Chassis) for global markets. Requires HRN-CM24Y1. Part # HRN-CP04A2 or equal.	EA		3,000	\$	-			
Included in bundle	14-pin connector harness for heavy-duty applications. Refer to the Vehicle Specific Installation document for more information. Part# HRN-CS14S21 or equal.	EA		3,000	\$	-			
Included in bundle	14-Pin T-harness for heavy-duty applications. For use with vehicles with an RP1226 diagnostic connection. Part# HRN-CS14T2 or equal.	EA		3,000	\$	-			
Included in bundle	Custom harness for Tesla Model 3 vehicles. Part# HRN-CT20T1 or equal.	EA		3,000	\$	-			
Included in bundle	Custom Harness for Tesla Model 3 Vehicles. Part# HRN-CT20T11 or equal.	EA		3,000	\$	-			
Included in bundle	Custom Harness for Tesla Model Y. Part# HRN-CT26T1 or Equal.	EA		3,000	\$	-			
Included in bundle	Custom 3-wire harness kit. The custom kit contains the harness and a fuse kit. Part# HRN-CW03K3 or equal.	EA		3,000	\$	-			
Included in bundle	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		3,000	\$	-			
Included in bundle	14-pin harness for CAT vehicles, part# HRN-DC14S2 or equal.	EA		3,000	\$	-			
Included in bundle	6-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS06S4 or equal.	EA		3,000	\$	-			
Included in bundle	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		3,000	\$	-			
Included in bundle	9-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS09S4 or equal.	EA		3,000	\$	-			
Included in bundle	Diagnostic connector for Mercedes Vehicles - used on older generations medium-duty trucks and buses. Part # HRN-EE14S1 or equal.	EA		3,000	\$	-			

Included in bundle	Diagnostic connector for European markets, primarily for the DAF Euro 3 up to 2006. Part # HRN-EA16S1 or equal	EA	3,000	\$	-		
Included in bundle	European interface harness for generic vehicles with FMS, part# HRN-4S12S1 or equal.	EA	3,000	\$	-		
Included in bundle	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part# HRN-GR09K1 or equal.	EA	3,000	\$	-		
Included in bundle	Universal 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	3,000	\$	-		
Included in bundle	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	3,000	\$	-		
Included in bundle	12-pin Kammatic-specific harness for GO RUGGED device. Part# HRN-RC12T2 or equal	EA	3,000	\$	-		
Included in bundle	Polaris interface harness for the GO RUGGED device. Part# HRN-RD04S1 or equal	EA	3,000	\$	-		
Included in bundle	CAT Specific Adapter, Part# HRN-RMRC1 or equal	EA	3,000	\$	-		
Included in bundle	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	3,000	\$	-		
Included in bundle	Pulse harness for engines not reporting ignition RPM for the GO RUGGED device. Required for ground service equipment. Part# HRN-RW04S4 or equal	EA	3,000	\$	-		
Included in bundle	3-wire harness kit for GO Rugged. The kit contains the harness and fuse kit. Part# HRN-RW08K4 or equal.	EA	3,000	\$	-		
Included in bundle	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	3,000	\$	-		
Included in bundle	Tri-Pin connector harness for vehicles without diagnostic reports (off-road vehicles only). Requires a GO RUGGED. Part# HRN-RW07T1 or equal.	EA	3,000	\$	-		
Included in bundle	8-Wire harness kit for GO Rugged. The kit contains the harness and a fuse kit. Part# HRN-RW08K1 or equal.	EA	3,000	\$	-		
Included in bundle	6-way IOX harness for GO RUGGED to provide digital auxiliary support. Part# HRN-RX06S4 or equal	EA	3,000	\$	-		
Included in bundle	Ford EDI TUG engine interface harness for the GO RUGGED device. Required for ground service equipment. Part # HRN-RZ04S4 or equal.	EA	3,000	\$	-		
Included in bundle	Kubota gas engine interface harness for the GO RUGGED device. Required for ground service equipment. Part# HRN-RZ04T4 or equal.	EA	3,000	\$	-		
Included in bundle	6 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S6 or equal.	EA	3,000	\$	-		
Included in bundle	8 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S7 or equal.	EA	3,000	\$	-		
Included in bundle	10 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S8 or equal.	EA	3,000	\$	-		
Included in bundle	14 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S9 or equal	EA	3,000	\$	-		
Included in bundle	European interface harness for Mercedes Sprinters with PSM. Part# HRN-UP21Y2 or equal	EA	3,000	\$	-		
Included in bundle	Input/Output expander to send an alert message to MyGeotab. Part# IOX-Alert or equal.	EA	3,000	\$	-		
Included in bundle	Input/output expander Add-On for GO devices to support analog auxiliary input. [BETA] Part# IOX-Analog or equal.	EA	3,000	\$	-		
Included in bundle	IOX Add-On for GO devices for auxiliary support. Part# IOX-AUXM or equal.	EA	3,000	\$	-		
Included in bundle	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	3,000	\$	-		
Included in bundle	Input/output expander for an external buzzer or beeper. Part # IOX-Buzz or equal.	EA	3,000	\$	-		
Included in bundle	Input/output expander for CAN integrations (i.e. Mobileye, Valeo) Part# IOX-CAN or equal	EA	3,000	\$	-		
Included in bundle	Input/output expander for driver identification - includes tag reader only. Part # IOX-NFCREADER or equal.	EA	3,000	\$	-		
Included in bundle	Input/output expander for GO Devices to control a relay. Part# IOX-OutputM or equal	EA	3,000	\$	-		
Included in bundle	Input/output expander for RS232 support - 3 pin Delphi Connector Part # IOX-RS232D or equal	EA	3,000	\$	-		
Included in bundle	Input/Output expander for RS232 Support - female connector Part # IOX-RS232F or equal.	EA	3,000	\$	-		
Included in bundle	Input/output expander for RS232 Support - male connector. Part # IOX-RS232M or equal.	EA	3,000	\$	-		
Included in bundle	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	3,000	\$	-		
Included in bundle	Shunt for G07, or newer devices with short PIN. Part # SPR-ALDLSHUNT or equal	EA	3,000	\$	-		
Included in bundle	Bracket required for 2015 Ford F-150, Ford Fusion, and Ford Mondeo Vehicles. Part# SPR-BSFBRKT or equal	EA	3,000	\$	-		
Included in bundle	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	3,000	\$	-		

Included in bundle	GO housing only. Used for marketing purposes. Part# SPR-MKTGOSHELL or equal.	EA		3,000		\$ -		
Included in bundle	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		3,000		\$ -		
Included in bundle	Driver ID relay kit. Requires a Geotab Authorized Installer or licensed automotive electrician or mechanic. Part# SPR-Relaykit or equal.	EA		3,000		\$ -		
Included in bundle	Cost of standard shipping per order. Part# shipping or equal.	EA		3,000		\$ -		

Citizen Insight Solution									
Included in bundle	Citizen Insights Monthly Fee (Population up to 50k) Part# MKT-FEE-CITIZENS1 or equal	Per Month		3,000		\$ -			
Included in bundle	Citizen Insights Monthly Fee (Population 50k - 100k) Part# MKT-FEE-CITIZENS2 or equal	Per Month		3,000		\$ -			
Included in bundle	Citizen Insights Monthly Fee (Population 100k - 500k) Part# MKT-FEE-CITIZENS3 or equal	Per Month		3,000		\$ -			
Included in bundle	Citizen Insights Monthly Fee (Population 500k - 1m) Part# MKT-FEE-CITIZENS4 or equal	Per Month		3,000		\$ -			
Included in bundle	Citizen Insights Monthly Fee (Population >1m) Part# MKT-FEE-CITIZENS5 or equal	Per Month		3,000		\$ -			
Asset Tracking Solution									
	Monthly service plan for Positioning Universal Asset Tracker Part# Asset Tracker Plan or equal	Per Month		3,000	\$ 7.00	\$ 21,000.00			
Included with Asset Tracker	Positioning Universal Asset Tracker (no connector) Part# MKH-TT6600LMOQGL or equal	Per Month		3,000		\$ -			
Included with Asset Tracker	Positioning Universal Asset Tracker (With Connector, CAN, RS232, BLE) Part# MKH-TT600LMOQGL or equal	Per Month		3,000		\$ -			
3.4 Professional Services		Unit of Measure	SKU	Estimated Qty for Eval. Only	Hourly Rate				
Included in bundle	Professional Services Senior Programmer	per hour		100	\$ -	\$ -			
Included in bundle	Professional Services Analyst	per hour		100	\$ -	\$ -			
Included in bundle	Professional Services Training Services	per hour		100	\$ -	\$ -			
Included in bundle	Project Management	per hour		100	\$ -	\$ -			
Included in bundle	Overtime/Emergency	per hour		50	\$ -	\$ -			
Total Bid Cost						\$120,000.00	\$0.00	\$0.00	\$0.00

**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 submitted.