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Header @ 4

 List View

General Information Contact Default Values Discount Document Information Clarification Request

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Procurement Type: Central Master Agreement

Vendor ID: VS0000050652 


Legal Name: Motive Technologies, Inc.

Alias/DBA: Motive Technologies, Inc.

Total Bid: \$0.00

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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
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VENDOR
VS0000050652
Motive Technologies, Inc.

Solicitation Number: CRFQ 0803 DOT2600000037
Total Bid: 0
Response Date: 2025-12-16
Response Time: 13:02:20
Comments:

FOR INFORMATION CONTACT THE BUYER
John W Estep
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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	10.000000	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments:

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:

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:

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:

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:

Extended Description:

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



State of West Virginia, Department of Administration

81260040 Winter Fleet Management Tracking RFP

Dec 11, 2025

Prepared by:

Motive Technologies, Inc.

Adam Roll

Regional Vice President, Public Sector

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Letter of Introduction

Dear West Virginia Department of Transportation,

Motive Technologies, Inc. is honored to respond to the State of West Virginia's CRFQ 0803 DOT2600000037 for Winter Fleet Management Tracking. We understand that WVDOT is seeking a modern, reliable solution to support winter operations, improve fleet visibility, enhance safety, and strengthen statewide coordination. Motive is uniquely positioned to meet these needs today while also serving as a long-term partner as your operational and technology requirements evolve.

When partnering with Motive, WVDOT will benefit from industry-leading telematics and AI-enabled video technologies, supported by 24x7 rapid-response service, proactive hardware and software monitoring, and dedicated escalation resources. Our staffed help center and assigned Customer Success Manager ensure that WVDOT receives timely, knowledgeable support throughout the life of the contract. Motive reliably supports more than 120,000 customers across the United States, including agencies and fleets operating in West Virginia.

As a vertically integrated provider, Motive designs, manufactures, and supports the telematics gateways, sensors, and AI camera systems deployed in our platform. This approach gives WVDOT significant advantages: unified hardware and software, consistent quality, faster innovation, and a single accountable partner for all fleet management needs. The Motive platform also enables maintenance management, asset utilization, safety event analysis, and fuel and equipment monitoring, which allows agencies to expand capabilities without adding separate systems or software.

Motive is committed to delivering a smooth, successful deployment for WVDOT's winter fleet operations. Our implementation team will lead scoping, training, and rollout planning to ensure that your telematics and video solution is configured to meet your operational needs. This structured approach allows WVDOT to realize value quickly and ensures alignment across all maintenance and operational stakeholders.

By selecting Motive, the State of West Virginia gains a trusted partner focused on measurable outcomes, including improved visibility into fleet activity, reduced downtime, enhanced safety, and better support for winter response operations. Your dedicated Customer Success Manager will continue to work closely with WVDOT to ensure that Motive's platform delivers ongoing value to the agency and the communities it serves.

We appreciate the opportunity to support the West Virginia Department of Transportation in advancing its mission of safe, efficient, and dependable transportation services. Thank you for your consideration of Motive as your strategic partner.

Adam Roll

Regional Vice President, Public Sector

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Platform Overview

[Motive Technologies](#), founded in 2013 and led by Shoaib Makani, serves over 120,000 customers ranging from Fortune 500 enterprises to small businesses in many industries. Serving a diverse customer base across industries enables Motive to continuously refine and strengthen our platform through real-world experience and feedback.

Please visit the Motive customer website for case studies (www.gomotive.com/customers).



Why Customers Choose Motive

- **AI that delivers real value**
The most accurate AI models in the industry make your drivers safer and reduce your risk.
- **The fastest-moving product team in the industry**
800 dedicated engineers and AI specialists who deliver more than 200 major features every year.
- **Seamless integration with leading technology partners**
Motive has partnered with over 100 technology partners to bring easy access to all your fleet data.
- **Unmatched customer experience**
Reliable and easy to use, yet powerful enough to tackle the most complex operational tasks.

Why Motive

Motive is unique in the market because we offer customers a highly configurable all-in-one solution that covers Driver Safety, Fleet Management, Equipment Monitoring, Workforce Management, and Spend Management. Motive was purposely formed to help fleets improve fragmented technology and siloed data. Motive competes across several technologies, market segments, and industries to provide an all-in-one platform. Many of our competitors compete in a single product line or industry. Further, Motive is highly focused on customer experience and the usability of our technology. Motive leads the industry in responsive customer support along with the best user experience through the intuitive design of its user interface in our platform and apps.

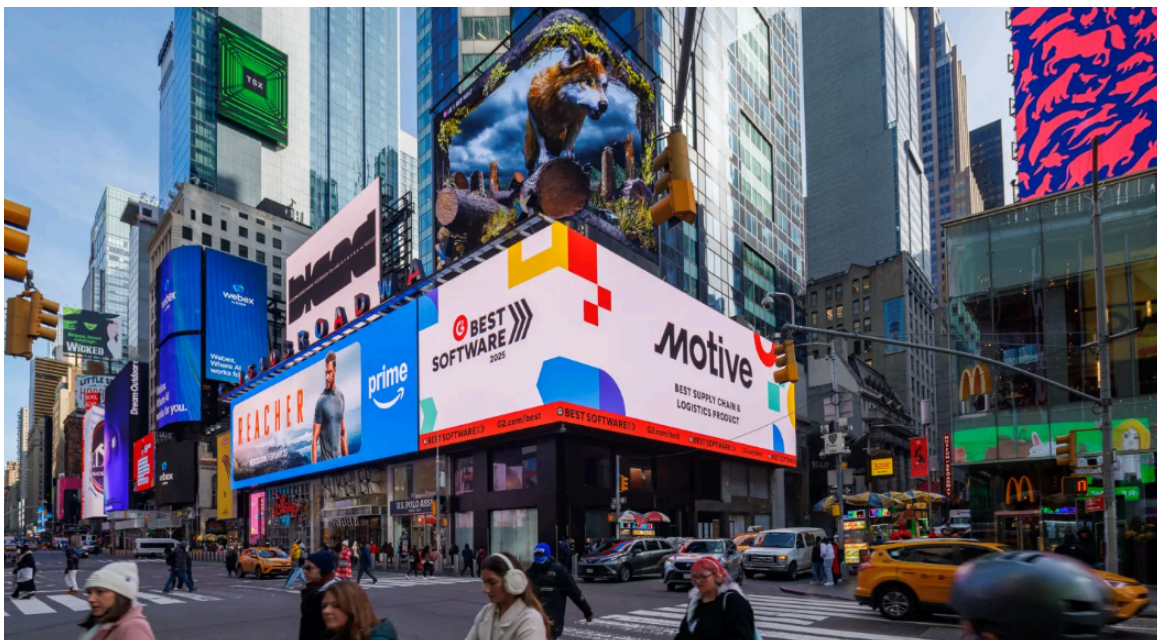
[#1 Best Supply Chain & Logistics Software Product](#)

[#4 Best Software Product](#) (out of 100 companies)

[#5 Highest Satisfaction Product](#) (out of 100 companies)

[#84 Fastest-Growing Product](#) (out of 100 companies)

- **Customer Satisfaction:** Our platform leads in user ratings across enterprise, mid-market, and SMB segments. Enterprise customers rate their satisfaction 4% higher than Samsara, 56% higher than Lytx, and 200% higher than Verizon Connect and for Mid-Market: 11% higher than Samsara, 69% higher than Lytx, and 1300% higher than Verizon Connect.
- **Superior AI & Technology:** Our customers know that AI is nothing unless it's fast and accurate, allowing them to make real-time decisions that protect lives, reduce risk, and drive efficiency. The Motive AI Dashcam alerts to unsafe driving 3-4x more than competitors.
- **Faster ROI & Efficiency:** According to G2, Motive customers achieve ROI within 6 months, 40% faster than Samsara and nearly 65% faster than Lytx. Businesses report a quick return on investment through improved safety, reduced downtime, and streamlined administrative tasks. Features like automated IFTA tracking, fuel card integration, and maintenance scheduling reduce operational inefficiencies and save significant time and costs.
- **Industry-leading Innovation:** With 600+ engineers driving over 300 major product releases annually, our customers know they are using the most advanced solutions available.
- **Unmatched Customer Experience:** Rated 35% higher than competitors, our team doesn't just respond to customers - we partner with them.



Cooperative Purchasing Options

Motive makes it easier for public sector organizations to procure fleet technology by participating in several cooperative purchasing programs. These competitively solicited contracts eliminate the need for time-consuming bid processes, helping agencies stay compliant while saving time and resources. Through these agreements, Motive offers a flexible path to acquire solutions like fleet management, asset tracking, fuel card management, spend management and workforce management. Our cooperative contracts support procurement for municipalities, educational institutions, utilities, and other public agencies across the U.S.

Sourcewell

Motive holds a competitively awarded contract with Sourcewell for *Fleet Management Technologies with Related Software Solutions*. Sourcewell serves government, education, and nonprofit entities across the U.S. and Canada. With this contract, agencies can procure Motive's full fleet platform, including safety, compliance, and asset management tools - without issuing their own RFP.



HGACBuy

HGACBuy, run by the Houston-Galveston Area Council, is a nationwide cooperative supporting thousands of local and regional public agencies. Motive's inclusion allows customers to access our fleet technologies through pre-solicited contracts with regional purchasing flexibility and compliance assurance.



TIPS (The Interlocal Purchasing System)

Based in Texas and used nationwide, TIPS supports public sector agencies with an easy-to-navigate procurement process. Motive's contract with TIPS gives educational institutions, local governments, and nonprofits fast access to our fleet management tools under a legally compliant framework.



CES (Cooperative Educational Services)

Based in New Mexico, CES is a regional cooperative serving K-12 schools, higher education institutions, and other eligible public entities. Motive's inclusion provides schools and agencies in New Mexico with an easy, pre-approved path to adopt fleet technology that enhances safety, compliance, and cost control.



Carahsoft Partnership

Motive partners with Carahsoft, a premier government IT solutions provider, to offer our fleet management technologies through multiple cooperative purchasing vehicles. Through this relationship, public sector agencies can access Motive's offerings under **OMNIA Partners**, **NASPO ValuePoint**, **IPHEC**, and **NASA SEWP**. These contracts help streamline procurement and ensure compliance, giving agencies a trusted and flexible path to acquire Motive's solutions.



Vertosoft Partnership

Vertosoft helps deliver Motive's technology to government agencies through compliant, agile procurement options. Their public sector expertise supports seamless access to our fleet safety and performance platform, especially in IT-focused environments.



About Motive

Founded in 2013, Motive Technologies, Inc. (formerly KeepTruckin) is a leading provider of fleet management and spend control solutions. We serve over 120,000 businesses across North America, including government and commercial organizations. Motive is at the forefront of revolutionizing fleet operations through advanced telematics and spend management solutions, which play a pivotal role in optimizing fuel expenditures and enhancing overall operational efficiency. With over 120,000 customers, Motive delivers a highly configurable all-in-one platform designed to streamline fleet management processes. Our Spend Management solutions provide robust integrations with leading fuel card providers, enabling businesses to effectively track and manage fuel expenses, consolidate data, and gain actionable insights for strategic decision-making. This integrated approach not only helps in maintaining oversight of fuel usage but also drives significant cost-saving opportunities.

Proven Public Sector Readiness

Motive has established itself as a trusted partner to government organizations, serving cities, counties, and municipalities across the United States and Canada. Our award of a **Sourcewell cooperative contract** further demonstrates our readiness to meet the rigorous requirements of public sector agencies and simplifies procurement for eligible entities nationwide. While our presence in government markets is growing, we are investing heavily in public sector expertise, resources, and product development to address agency-specific needs.

Our Public Sector team is backed by Motive's broader organization of more than 950 professionals across North America. This includes Account Executives, Sales Engineers, and Regional Vice Presidents who support agencies of all sizes. This structure allows us to provide the same level of tailored service to smaller municipalities as we do for large county and state-level fleets with complex operational needs.

Financial Strength & Stability

Motive is a privately held company with strong financial backing from top-tier investors. We have strong business performance and financials with over 100K+ customers in the US and worldwide. Motive achieved significant growth in the last several years, particularly with large enterprise clients. This is evidenced by a 35% YoY growth. This demonstrates our financial stability and commitment to supporting our flourishing customer base. We would be happy to discuss our financial performance upon request or arrange a call to discuss.

Certifications & Compliance

- SOC 2 Type II Certified
- PCI DSS Compliant
- GDPR and CCPA aligned privacy practices
- Compliant with IRS federal fuel tax reporting requirements (pending 637cc approval)

Dedicated Support & Onboarding

Our onboarding team provides white-glove implementation, including custom training, driver communications, and full support for program rollout. Customers receive access to 24/7 support and a dedicated account team.

Equally important, Motive delivers industry-leading support with a 500+ member team available 24/7/365 in English and Spanish, with additional weekday support in French. Our Implementation Consultants, Customer Success Managers, Account Managers, and Support Specialists provide rapid assistance, averaging under one-minute response times and resolving 93% of cases within a single day. With a 94% Customer Satisfaction score, we bring both proven reliability and a long-term commitment to the agencies we serve.

Scope of Work

1. GENERAL REQUIREMENTS:

1.1 Contract Items and Mandatory Requirements: Vendor shall provide Agency with the Contract Items listed below on an open-end and continuing basis. Contract Items must meet or exceed the mandatory requirements as shown below.

3.1.1 General

3.3.1.1 Vendor shall provide Geotab GO9, or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. The system will be utilized to collect operating data from DOT fleet vehicles using telematics devices.

Yes, we provide a web-based telematics GPS asset management tracking system software equivalent to Geotab GO9, along with required licenses, software technical support, system implementation, reporting, professional services, installation, and training. Our solution collects operating data from DOT fleet vehicles using telematics devices, supports integration with Geotab, and delivers comprehensive fleet tracking, reporting, and management capabilities.

3.3.1.2 Products provided as part of the GPS tracking solution shall be installed in vehicles that fall into the following asset categories. both Light Duty and Heavy-Duty Vehicles.

Yes, our GPS tracking solution products can be installed in both light-duty and heavy-duty vehicles. We support nearly all light, medium, and heavy-duty vehicles manufactured after 1996, and our Vehicle Gateway is compatible with OBD-II for light-duty vehicles and J1939 for heavy-duty vehicles.

3.3.1.3 Light Duty Vehicles are defined as being powered by an internal combustion engine equipped with OBD II protocol diagnostics and diagnostic connector. In the event the vehicle does not have ODB II capabilities, the vendor shall provide alternative harness configuration solutions.

Yes, we support light duty vehicles powered by internal combustion engines with OBD II protocol diagnostics and diagnostic connectors. For vehicles without OBD II capabilities, we provide alternative harness configuration solutions, such as hardwired cables, ensuring compatibility and connectivity for data capture and tracking.

3.3.1.3.1 All available data from the asset shall be collected via the ODB II or alternative diagnostic connector and transmitted wirelessly to the GPS tracking solution.

Yes, all available data from the asset can be collected via the OBD-II or alternative diagnostic connectors and transmitted wirelessly to the Motive GPS tracking solution. The Motive Vehicle Gateway typically connects to the vehicle's diagnostic port (such as OBDII, 6-pin, 9-pin, J1939, RP1226, or hardwired), and transmits real-time telematics and GPS data using onboard cellular connectivity to the Motive cloud platform, making it accessible to users. For vehicles without a diagnostic port, hardwired cables are available as an alternative connection method.

3.3.1.3.2 Light Duty Assets include but are not limited to sedans, sport utility vehicles and pick-up trucks.

Yes, we support light duty assets including sedans, sport utility vehicles, and pick-up trucks. Our solution is compatible with all light duty vehicles manufactured after 1996, such as Ford Transit Van, Ford F-150 through Ford F350, and similar vehicles.

3.3.1.3.3 Heavy Duty vehicles are defined as being powered by an internal combustion engine equipped with Communication Protocol (CAN-bus) J1708 and J1939 CAN-bus and diagnostic connector. Construction, off road, and auxiliary engine equipped assets are included in this category. All available data from the asset shall be collected via the CAN-bus connector, if equipped, and transmitted wirelessly to the web-based GPS tracking solution.

Yes, we support heavy-duty vehicles powered by internal combustion engines equipped with J1708 and J1939 CAN-bus and diagnostic connectors. The Motive Vehicle Gateway collects all available data from assets via the CAN-bus connector and transmits it wirelessly to the web-based GPS tracking solution. Our solution also supports construction, off-road, and auxiliary engine-equipped assets, providing comprehensive telematics and tracking capabilities.

3.3.1.3.3.1 Heavy Duty Assets include but are not limited to: Snowplow Trucks, Snow Blowers, Paint Striper Trucks, Personal Hoist Trucks, Street Sweepers, Mower Tractors and Attenuator Trucks.

Yes, we support heavy duty assets including snowplow trucks, snow blowers, paint striper trucks, personal hoist trucks, street sweepers, mower tractors, and attenuator trucks. Our system is compatible with a wide range of heavy-duty vehicles and equipment, providing tracking and telematics capabilities for these asset types.

3.1.2 Asset Data Services

3.1.2.1 The data and hardware service for the GPS tracking system shall include any necessary hardware and data transfer services, data collection, data storage, reporting, diagnostic trouble code (DTC) and equipment alerts.

Yes, our GPS tracking system service includes all necessary hardware, data transfer services, data collection, data storage, reporting, diagnostic trouble code (DTC), and equipment alerts. Hardware such as the Vehicle Gateway and Asset Gateway Mini is provided for vehicles and assets, supporting continuous GPS and telematics data transmission. Data is securely stored in the cloud with customizable retention policies, and the system offers comprehensive reporting, real-time fault code alerts, and equipment health monitoring.

3.1.2.2 The GPS Tracking solution shall be capable of supporting the asset fleet and asset operators as described in the Background section of the specifications.

Yes, Motive's GPS tracking solution supports asset fleets and asset operators by providing real-time and historical visibility into the location, utilization, and health of vehicles, equipment, and assets. Our integrated platform offers features such as live GPS tracking, geofencing, real-time alerts, and comprehensive reporting, enabling fleet managers and operators to monitor, analyze, and optimize asset performance and safety. The solution is designed to enhance operational efficiency and support both powered and unpowered assets across diverse fleet operations.

3.1.2.2.1 The vendor shall provide pricing for unlimited data for both cellular and satellite communication. However, WVDOT may provide connectivity via existing communication contracts.

We offer cellular data plans through the AT&T 4G LTE network, with standard data included in the solution subscription and additional data plans available for purchase. Pricing has been provided for this. Motive also uses KORE eSIM technology to deliver uninterrupted, carrier-agnostic connectivity across WVDOT's statewide fleet. Unlike traditional SIM cards tied to a single carrier, Motive's eSIMs can automatically switch between major networks like AT&T, Verizon, and T-Mobile based on signal strength. This ensures GPS tracking, telematics data, and driver safety systems continue functioning even in remote or rural areas.

3.1.2.2.2 The data and hardware service shall include overlay mapping and wireless data transmission services for assets statewide and potentially in neighboring states.

We provide overlay mapping capabilities, supporting multiple map layers such as traffic, satellite, weather, geofences, and custom overlays, including shading and other visual enhancements. Wireless data transmission services are delivered via built-in cellular connectivity, primarily using AT&T 4G LTE with 3G fallback, and 4G CAT-M1 for asset tracking in the US, Canada, and Mexico. Our hardware and platform enable real-time and historical data visibility for assets statewide and in neighboring states, with data stored offline and uploaded once connectivity is restored.

3.1.2.2.3 Transmission of data from the in-asset hardware will be wireless and bi-directional to and from the vendor and/or the state's data warehouse.

Yes, transmission of data from the in-asset hardware is wireless. The Motive Vehicle Gateway wirelessly communicates with mobile devices via Bluetooth and transfers data over cellular networks, such as AT&T. Data is transmitted securely and can be sent to external systems, including vendor and third-party data warehouses, using APIs, SFTP, webhooks, and other supported mechanisms, enabling bi-directional data exchange.

3.1.2.2.4 The GPS tracking solution shall allow for troubleshooting such as firmware updates and device health checks. The system shall allow for data to be pushed to the in-asset hardware via the communications network.

Yes, our GPS tracking solution supports troubleshooting through automatic over-the-air firmware updates and device health checks. Firmware and software updates are deployed remotely via the communications network, and device health metrics are continuously monitored and surfaced in the Fleet Dashboard for proactive management. Data can be pushed to in-asset hardware using our communications infrastructure to ensure optimal performance and security.

3.1.2.2.4.1 The GPS tracking solution shall provide all wireless transmission, and communications shall take place over secure and encrypted channels.

Yes, our GPS tracking solution provides all wireless transmission, and communications take place over secure and encrypted channels. We utilize built-in cellular connectivity for wireless data transmission, and all data in transit is encrypted using HTTPS with RSA certificates (minimum 2048-bit key length), signed with SHA-256, and compliant with industry standards. End-to-end encryption is enforced for real-time monitoring, video storage, and access, ensuring secure communications across all endpoints.

3.1.2.2.5 WVDOT reserves the right to assign system access rights, activate or de-activate any device, at any time via the GPS tracking solution. The vendor may be required to provide technical assistance for these services.

Yes, WVDOT can assign system access rights, activate or de-activate any device at any time via the GPS tracking solution. Our system allows administrators to set permissions, control access, and manage device activation or deactivation as needed. We also provide technical assistance to support these services as required.

3.1.2.2.6 The data collection, storage, reporting and alert service will be provided statewide, twenty-four (24) hours a day, seven (7) days a week, including all holidays. WVDOT does not expect 100% uptime on the web application, but the vendor is required to provide twenty-four (24) hour notice for scheduled system maintenance. Maintenance shall be scheduled outside normal business hours.

Motive provides statewide data collection, storage, reporting, and alert services 24/7/365, including all holidays. Scheduled system maintenance is communicated via the Motive status page, and advance notice is provided, with maintenance scheduled outside normal business hours.

3.1.2.2.6.1 The vendor shall address unanticipated downtime within one (1) hour of being reported to the vendor.

For SEV0 (Critical Systems Outage) and SEV1 (Major functions failing or a service or part of the system is down for many or all users), Motive's service-level agreement (SLA) provides for response (acknowledgement and customer communication) within 1 hour of notification during normal business hours and within 4 hours of notification outside of normal business hours. Most issues are resolved remotely, and Motive maintains a 24/7 support team to rapidly address incidents.

3.1.2.3 GPS Device & OBD II Link Software

3.1.2.3.1 At a minimum, the GPS tracking solution shall collect the following data points:

3.1.2.3.2 Asset Usage Information:

3.1.2.3.2.1 Location information by latitude and longitude and nearest address where it is available

3.1.2.3.2.2 Date and time of travel

3.1.2.3.2.3 Trip route

3.1.2.3.2.4 Mileage of trip

3.1.2.3.2.5 Dash odometer values at beginning and end of each trip

3.1.2.3.2.6 ECM engine operating hours

3.1.2.3.2.7 Storage location

3.1.2.3.2.8 Asset operator ID

3.1.2.3.2.9 Days of use

- Location information by latitude and longitude and nearest address where it is available: Yes, Motive provides both latitude/longitude and exact address details for all assets.
- Date and time of travel: Yes, date and time of travel are tracked and available in trip history reports.
- Trip route: Yes, trip routes are tracked and viewable with turn-by-turn trip history for each vehicle.
- Mileage of trip: Yes, mileage for each trip is monitored and reported.
- Dash odometer values at beginning and end of each trip: Yes, odometer readings are captured and can be viewed for trip start and end.
- ECM engine operating hours: Yes, engine hours are monitored for vehicles and non-vehicle assets.
- Storage location: Yes, asset and vehicle locations are tracked and viewable in the system.
- Asset operator ID: Yes, operator (driver) ID is tracked and stored for each asset.
- Days of use: Yes, days of use and asset utilization are reported and available for review.

3.1.2.3.3 Diagnostic Information:
3.1.2.3.3.1 Malfunction indication light (MIL)
3.1.2.3.3.2 Diagnostic trouble codes
3.1.2.3.3.3 Fluid Levels

- Malfunction indicator light (MIL): The Motive vehicle gateway detects and alerts when a Malfunction Indicator Lamp (MIL/CEL) is on in the vehicle, providing real-time notifications to fleet managers and drivers.
- Diagnostic trouble codes: Our system automatically detects, decodes, and alerts diagnostic trouble codes (DTCs) in real-time. It supports tens of thousands of DTCs across ECM protocols (OBD-II, J1939, RP1226, J1708, etc.), covering engine, emissions, transmission, brake/ABS, fuel, electrical, and cooling systems. Reports and alerts are generated for fleet managers and drivers to respond promptly.
- Fluid Levels: The solution provides vehicle maintenance information, including fluid levels such as oil temperature and fuel levels, as part of its reporting and dashboard capabilities.

3.1.2.3.3.4 Tire pressure

Yes, we support tire pressure monitoring through integration with a Tire Pressure Monitoring Systems (TPMS), with real-time alerts and dashboard visibility. Motive integrates with Pressure Pro and can integrate with other providers as required. Tire pressure issues are highlighted via warning icons in the dashboard and notifications to fleet managers, helping prevent accidents and unnecessary tire wear.

3.1.2.3.3.5 Emissions monitor status

Yes, we monitor emissions status through real-time tracking of CO2 emissions, fuel consumption, and greenhouse gas emissions for each vehicle and driver. Our platform provides insights via the Fuel and Sustainability hub, Vehicle and Driver Fuel Performance Reports, and custom emissions reports, with estimated carbon emissions displayed per trip and downloadable for further analysis. This enables continuous monitoring and management of emissions status across the fleet.

3.1.2.3.4 Asset Operator Behavior

Motive provides operator-focused solutions that allow for monitoring and reporting on operator behavior, including tracking driver safety performance, driver coaching effectiveness, and fleet coaching trends. These insights are accessible via the Fleet Dashboard and are supported by dashcam and telemetry devices for analyzing driver safety-related behavior and providing feedback. Customizable coaching workflows and reports are available to help improve operator behavior and retention.

3.1.2.3.4.1 Excessive idling
3.1.2.3.4.2 Speeding
3.1.2.3.4.3 Harsh braking
3.1.2.3.4.4 Harsh acceleration

- Excessive idling: Yes, we provide idling events reports and real-time idling alerts to stop unproductive idling. Our platform helps our customers understand true idling, productive idling (PTO), and who is doing it via reporting. In-cab excessive idling alerts based on configurable thresholds can be used to notify drivers and fleet managers in real time.
- Speeding: Yes, Motive provides both speeding over posted and speeding over policy detection with configurable in-cab alerts. Speeding events and reports display time and location for all occurrences exceeding user-defined thresholds, and event detection is customizable.

- Harsh braking: Yes, harsh braking is detected by our Vehicle Gateway and can be customized for different vehicle types. We use harsh braking events to monitor driver behavior and check for near collisions.
- Harsh acceleration: Yes, harsh acceleration is detected and can be customized by threshold. The platform provides detection, reporting, and alerting for harsh acceleration events.

3.1.2.3.5 Other:

3.1.2.3.5.1 Motive Analytics provides a robust and scalable analytics platform with interactive dashboards, 20+ chart visualizations, and the ability to create, organize, and share multiple dashboards for tracking key metrics and trends. Users can access, aggregate, and export data collected through drivers, fleet managers, and electronic logging devices.

Additional specialized reporting includes fuel reports, ESG and sustainability reporting (including fuel trending and CO2 emissions calculations), dispatch reports, vehicle ID reporting for card transactions, inspection reports, and maintenance reports. Reporting tools are accessible via the online management platform, with features designed for everyday users and support for both scheduled and on-demand reporting.

3.1.2.3.5.2 Fuel Usage

3.1.2.3.5.3 Green House Gas Emissions

3.1.2.3.5.4 Low Fuel

3.1.2.3.5.5 Low charge

- Fuel Usage: Motive tracks fuel usage through its Fuel Hub, automated reports, and dashboard tools, providing data on fuel consumption, idling, and fuel efficiency at the driver, vehicle, and fleet level. The system also integrates with fuel cards to monitor purchases and detect discrepancies, and supports additional reporting for compliance and operational efficiency.
- Greenhouse Gas Emissions: Motive calculates CO2 emissions using data from the EPA Greenhouse Gases Equivalencies Calculator, with emissions information displayed in Fuel & Driver Performance Reports. The platform supports emissions tracking, reporting, and management for ESG and sustainability initiatives, and offers access to carbon offsetting programs.
- Low Fuel: Yes, low fuel alerts are an approved roadmap feature and will deliver this capability and incorporate it into the project plan as part of your implementation.
- Low charge: Yes, Motive provides low vehicle battery alerts to support EV fleet management. The system offers customizable low and critical battery alerts that notify fleet managers and drivers when battery levels fall below specified thresholds. Alerts can be tailored to specific schedules and recipients, ensuring timely recharging and operational efficiency. Notifications are delivered through email, the web dashboard, or mobile app for maximum convenience.

3.1.2.3.6 GPS tracking system record location via trips through event-based data transmissions or pings, in latitude and longitude and nearest address where available.

Yes, the GPS tracking system records location via trips through event-based data transmissions or pings, capturing latitude and longitude coordinates, and can associate the nearest address where available. The system records GPS points at regular intervals and during events, and this information is translated into a location on a map, with trip history and event locations visualized for review.

3.1.2.4 In Asset Data Requirements

3.1.2.4.1 GPS tracking system devices shall include but are not limited to the following:

3.1.2.4.1.1 Asset use via geofencing

3.1.2.4.1.2 Accident notification

3.1.2.4.1.3 Rapid acceleration/deceleration

3.1.2.4.1.4 Maintenance reminders such as oil change due, inspections due, other types of maintenance needs

3.1.2.4.1.5 Excessive idle and speeding events

3.1.2.4.1.6 Low primary power supply, battery level trend reporting

3.1.2.4.1.7 Loss of primary power

3.1.2.4.1.8 Fuel consumption

3.1.2.4.1.9 Odd hour activity as defined by WVDOT

- Asset use via geofencing: Yes. We provide server-based geofencing capabilities with real-time alerts for asset entry, exit, movement, dormancy, and dwell time reporting by geofenced location.
- Accident notification: Yes. Accident notifications are available via email, SMS, and mobile app, with automated collision reports, video uploads, and customizable checklists for accident reporting.
- Rapid acceleration/deceleration: Yes. Alerts for hard acceleration and hard braking are configurable based on severity thresholds and vehicle type.
- Maintenance reminders such as oil change due, inspections due, other types of maintenance needs: Yes. Maintenance alerts and reminders can be set for oil changes, inspections, fault codes, and other routine services based on mileage, engine hours, or calendar days.
- Excessive idle and speeding events: Yes. Alerts for excessive idling and speeding events are available and can be customized according to fleet-defined thresholds.
- Low primary power supply, battery level trend reporting: Yes. Low battery alerts and battery voltage monitoring are supported, with notifications for critical battery levels.
- Loss of primary power: Yes. Power loss alerts and asset disconnection notifications are provided to ensure continued asset security.
- Fuel consumption: Yes. Fuel consumption monitoring and alerts are available to track excessive usage and inefficiencies.
- Odd hour activity as defined by WVDOT: Yes. Unauthorized movement alerts detect and report vehicle activity outside scheduled hours, including odd hour usage as defined by fleet policies.

3.1.2.4.2 GPS tracking system alerts shall be sent via email, SMS text messaging, multimedia messages.

Yes, GPS tracking system alerts can be sent via email, SMS text messaging, and WhatsApp. Fleet admins can configure alerts for delivery via email, SMS, WhatsApp, and the Notification Center through the Motive Dashboard. Recipients can include drivers, fleet managers, external recipients, and alerts can be customized for various activities such as speeding, idling, landmark crossing, and device disconnections.

3.1.2.4.3 GPS tracking system messaging shall be user definable via the application based on user hierarchy.

Yes, the GPS tracking system supports user-definable messaging and notifications, which can be customized within the application based on user needs and roles. The system provides near real-time alert notifications via email, text message, app notifications, and web requests, and these can be tailored according to user hierarchy and preferences.

3.1.2.5 GPS Tracking System Device Data Storage

3.1.2.5.1 GPS tracking system devices shall be capable of storing data without loss, for a minimum of forty-five (45) days. When assets are operating in an area of no service. The device must be capable of transmitting stored data when connectivity is available.

Yes, the Gateway can store up to 4 months worth of log data when offline, and all stored data is transmitted to the dashboard once connectivity is restored. This ensures reliable data retention and seamless transmission upon network availability.

3.1.2.5.2 In the event the device storage has reached maximum capacity, the system shall provide an alert.

Motive's dashcams and telematics system are designed so that storage does not reach maximum capacity. The device uses managed, continuous loop recording, which automatically overwrites the oldest footage as needed, ensuring storage never becomes full. Because the system cannot reach a "maximum capacity" state, storage alerts are not required. All critical video and safety events are uploaded to the cloud automatically and retained per WVDOT's retention policy.

3.1.2.5.3 If the device is not downloaded in a timely manner and the device needs to overwrite stored data, it is permissible for the device to overwrite the oldest data first.

Yes, the device is capable of overwriting the oldest stored data first when storage capacity is reached and data has not been downloaded in a timely manner. The Gateway can store up to 4 months worth of log data when offline, and once the limit is reached, it will overwrite the oldest data to make space for new data.

3.1.2.5.4 Devices that reach capacity shall not freeze or lock up. It is not permissible for the device to completely erase data after a hard reset.

Devices will not freeze or lock up after reaching capacity. Motive hardware supports store-and-forward for all data, and after installation, devices do not require physical interaction during normal use. Motive devices do not completely erase data after a hard reset.

3.1.2.6 Device Hardware Requirements

3.1.2.6.1 Any GPS tracking system device provided by the vendor shall be the most current version of the device at the time of order placement. Devices shall always use the most current version of technology available to communicate with OBD II or CAN bus protocols to effectively process GPS, diagnostic and sensor data.

Yes, Motive provides the most current version of the Vehicle Gateway at the time of order placement, as hardware firmware is regularly updated. Devices support the most current technology for communication with OBD-II and CAN bus protocols, ensuring effective processing of GPS, diagnostic, and sensor data.

3.1.2.6.2 GPS tracking system devices shall be installed utilizing industry standard "Y" cabling sized appropriately for electrical load and shielded to prevent interference during operation and transfer of data.

Yes, Motive Vehicle Gateway installations can utilize industry standard Y-cabling, with specific Y-cables available for 9-pin and 6-pin diagnostic ports to keep the diagnostic port accessible and support mounting flexibility. Motive recommends using only one Y-cable per vehicle when necessary, and fleets can request Y-cables for specific vehicles. These cables are designed to support secure installation and reliable GPS connectivity, with installation guides provided for proper usage.

3.1.2.6.3 Vendor provided "Y" cabling shall connect directly to OEM installed OBD II or CAN-Bus diagnostic port connectors. In the event OEM connectors are not available a three (3) wire connection is acceptable to supply platform voltage, ground and ignition (key on) signal.

Yes, we support direct connection of 'Y' cabling to OEM installed OBD II or CAN-Bus diagnostic port connectors. If OEM connectors are not available, a three-wire connection for platform voltage, ground, and ignition (key on) signal is acceptable.

3.1.2.6.4 Vendor shall provide unit pricing for all cabling and accessories needed to connect GPS tracking devices to the asset. All pricing shall be included on pricing page Exhibit A.

Unit pricing for cabling and accessories needed to connect GPS tracking devices to the asset is included on the pricing page Exhibit A - please see SKU (column E) for pricing breakdown.

3.1.2.6.5 GPS tracking system devices shall be connected to the OBD II diagnostic port or CAN-bus diagnostic port will "step aside" electronically when diagnostic equipment is attached allowing diagnostic data to pass freely via the OBD II or CAN-bus as applicable while performing diagnostic work. This "step aside" function shall be capable of being performed automatically and shall not require physically unplugging the telemetry device.

The OEM diagnostic port can be kept free using a 'Y' cable, which allows diagnostic equipment to access the OBD-II or CAN-bus port while Motive hardware remains connected. Compatibility with Ford and other testing tools is supported, and we will work with WV DOT to ensure proper functionality of scanning tools with our 'Y' cables. Firmware updates can be provided to address any compatibility issues encountered, meeting the requirement for diagnostic data to pass freely without physically unplugging the telemetry device.

3.1.2.6.6 GPS tracking system device shall be able to utilize RFID, Radio Frequency Identification or equivalent proximity (non-contact) technology to identify asset operator. System shall have an audible asset operator alarm alerting the operator that it is necessary to register their ID if not accomplished within thirty (30) seconds of key in event.

The Motive Driver ID (RFID Reader) identifies drivers and automatically pairs them to a vehicle for easy and holistic trip identification. Unique RFID cards are assigned to drivers, reducing the risk of security breaches by unknown parties. The Motive Driver ID provides audible alerts for delayed identification. Additional driver identification methods with Motive include FaceMatch technology and driver app pairing.

3.1.2.6.7 GPS tracking system device shall utilize a form of proximity or quick identifier to identify the asset operator.

The Motive keyfob, which functions as an RFID/NFC badge or ID card, enables driver identification by allowing drivers to tap their ID card on the Motive ID Reader. This process is quick and passcode-free, instantly associating the driver with the vehicle. Each card has a unique serial number for easy matching with employees, ensuring secure and convenient driver verification.

1.2.6.8 GPS tracking system device firmware shall be configured to request the asset operator ID within ten (10) seconds of a key on event.

The system automatically pairs drivers and vehicles, flags when the driver is unknown, and provides enhanced real-time tracking and historical analysis for improved operational insights and driver accountability. Data encryption and reminder alerts are included for added security and usability.

3.1.2.6.9 GPS tracking system shall provide hardware necessary to identify operator ID. The hardware shall be able to be installed/mounted in an accessible location that does not impair operator vision or cause a safety hazard for the occupant.

Device shall not impair OEM systems or operations. All hardware necessary to accomplish this requirement shall be identified in the Pricing Page, Exhibit A.

Yes, Motive provides hardware necessary to identify operator ID, including methods such as RFID/NFC badge, Driver App login, AI-Powered Face Match, and QR Code scanning. The hardware is designed to be installed or mounted in accessible locations that do not impair operator vision or cause safety hazards, and does not interfere with OEM systems or operations. Required hardware is identified in the pricing documentation and can be referenced in Exhibit A - please see SKU (column E) for pricing breakdown..

3.1.2.6.10 GPS tracking system device hardware shall identify operator identity including the specific personnel ID number that shall be visible in the GPS tracking system software and shall be identified on reports defined by the WVDOT.

Yes. Motive's GPS tracking system device hardware identifies operator identity using multiple methods, including Driver App login, RFID/NFC badge, AI-Powered Face Match, QR Code scanning, and more. Each driver is associated with a unique personnel ID number that is visible in the GPS tracking system software and included in reports, ensuring comprehensive identification and tracking as required.

3.1.2.6.11 All accessories required to perform operator identification shall be of robust construction and shall be capable of withstanding off-road conditions which includes but is not limited to shaking, vibration, extreme temperatures -25 F to 150 F, dust and noise.

Yes, all accessories required to perform operator identification, including the Motive ID Reader, are of robust construction and designed to withstand off-road conditions such as shaking, vibration, dust, and extreme temperatures. Motive devices and accessories are tested to automotive standards for vibration and are rated for operating temperatures from as low as -40°F up to 185°F, with ingress protection ratings up to IP67 and IP69K, ensuring durability in harsh environments.

3.1.2.6.12 All hardware necessary for the GPS tracking system to function must be of the most current version/technology at the time of order placement and shall be capable of communicating with OBD II or CAN-bus control systems as appropriate to process telemetry and diagnostic data including but not limited to, live asset instrument display (dash), odometer and/or dash hour-meter reading and emission control system information.

Yes, all hardware provided is of the most current version at the time of order and is capable of communicating with OBD II and CAN-bus control systems to process telemetry and diagnostic data, including live asset instrument display, odometer and hour-meter readings, and emission control system information. Motive's Vehicle Gateway supports these functions and integrates with standard vehicle diagnostic protocols for comprehensive data collection.

3.1.2.6.13 GPS tracking system hardware shall provide proper GPS device functionality, reporting capabilities, data integrity and effective GPS device communication with onboard asset systems and data transmission networks.

Yes, our GPS tracking system hardware provides proper GPS device functionality, robust reporting capabilities, data integrity, and effective device communication with onboard asset systems and data transmission networks. Devices such as the Motive Vehicle Gateway and Asset Gateway continuously transmit GPS and telematics data via cellular and Wi-Fi, ensuring reliable real-time location tracking, data syncing, and comprehensive reporting. The system supports automated compliance, centralized data access, customizable dashboards, and seamless integration with onboard systems and data networks for operational control and visibility.

3.1.2.6.14 GPS tracking system hardware shall allow for device firmware to be updated regularly to match evolving asset control protocol and communication teleology advancements and configured to eliminate interference with asset systems communication.

Yes, our GPS tracking system hardware supports regular firmware updates via over-the-air (OTA) methods to match evolving asset control protocols and communication advancements. Updates are delivered when devices are resting and not active, and hardware is configured to avoid interference with asset systems communication.

3.1.2.6.15 During the contract period, Vendor shall provide device firmware/software updates to accommodate advances in technology and device updates. Vendor shall provide updates and support necessary for WVDOT to perform updates on an as needed basis.

Yes, we provide device firmware and software updates during the contract period to accommodate advances in technology and device updates. All devices are updated via firmware over-the-air when resting and not active, and updates can be scheduled as needed for WVDOT requirements. Updates and support are included, with additional support available from Motive Professional Services if required.

3.1.2.6.16 GPS tracking system hardware shall not cause harmful interference with or be adversely affected by mobile shortwave radio receivers or transmitters. Vendor shall provide appropriate parts and pricing for materials required to shield or provide noise suppression of equipment to prevent transmission or receipt of harmful interference.

Yes, our GPS tracking system hardware does not cause harmful interference with mobile shortwave radio receivers or transmitters, and it complies with FCC regulations regarding interference. The equipment is designed to prevent harmful interference and accepts any interference received, including interference that may cause undesired operation.

3.1.2.6.17 GPS tracking system hardware shall be labeled to comply with Federal Communications Commission (FCC) rules. The device label shall indicate the following message: "This device complies with part 15 of the FCC rules. Operation is submitted to the following two conditions (1) This device may not cause harmful interface and (2) this device must accept any interface received, including interference that may cause undesired operation". The vendor shall also label any other components provided under this contract that require such labeling to be in compliance with FCC requirements.

Yes, our GPS tracking system hardware is labeled to comply with Federal Communications Commission (FCC) rules, and the required message is provided on the bottom of the Vehicle Gateway. We ensure that any other components provided under the contract requiring FCC labeling are also labeled to meet FCC requirements.

3.1.2.6.18 GPS tracking system hardware shall be capable of providing health check functionality to allow for the following:

3.1.2.6.18.1 Devices that have not reported via a key-on event within twenty-three (23) hours will "wake up" automatically and report location, condition and battery voltage (internal and supplied).

Asset Gateway devices automatically wake up and report location if they have not checked in within 8, 12, 24, or longer, depending on configuration. Location and condition are reported during these wake-ups, and low battery alerts are sent when thresholds are reached. Battery voltage reporting is vehicle-dependent and may not be consistently available for all devices. Additionally, our Vehicle Gateway can be configured to wake while engine-off; reporting its location.

3.1.2.6.18.2 The GPS tracking system shall be able to query all devices daily to determine asset "health" and report.

Yes, the system supports automated real-time device health monitoring and reporting. Motive continuously monitors the health of each device using device-specific indicators and surfaces device health metrics in the Device Hub section of the Fleet Dashboard, reporting on both vehicle gateway (ELD) and dashcam health. Motive enables proactive management of equipment health, allowing for daily queries and reporting on asset status and health metrics.

3.1.2.6.18.3 The GPS system shall perform supplied battery voltage trend analysis which shall be able to be conducted each week on all installed and activated devices to preempt non-reporting devices.

Yes, our GPS system collects battery voltage data with each GPS breadcrumb and supports trend analysis. Battery levels can be monitored across all installed and activated devices, enabling weekly analysis to help preempt non-reporting devices. This capability is supported through real-time and historical data access, which allows for comprehensive monitoring and reporting.

3.1.2.6.18.4 The GPS system shall be able to notify WVDOT of problematic devices/assets via report which should identify asset ID, device serial number, last reported location of asset trend analysis and current supplied battery charge.

Yes, the GPS system can notify WVDOT of problematic devices/assets via reports that identify asset ID, device serial number, last reported location, and battery charge status. Asset details, including battery status, can be viewed in the Motive Fleet Dashboard, and reports can be generated and exported as needed. Trend analysis and asset movement history are available through location ping history and custom reporting features.

3.1.2.6.19 The GPS system hardware for powered devices shall report, at a minimum live asset dash odometer and/or dash hour meter reading, asset ID, battery voltage (internal and supplied), position information in latitude and longitude (per ping rate or event) from key on to key off, engine RPM information, asset operator ID, date and time of travel, speed, and any additional parameters available in the industry as well as details defined by WVDOT.

The GPS system hardware for powered devices reports live odometer and hour meter readings, asset ID, battery voltage, latitude and longitude position information with dynamic ping rates, engine RPM, date and time, speed, and additional vehicle data including operator ID and other diagnostics. Data is collected continuously from key on to key off, and uploaded to the Motive dashboard with configurable intervals. Standard and custom reporting is available, and the system captures and transmits a wide range of industry parameters for fleet management and compliance.

3.1.2.6.20 The GPS system hardware shall obtain dash odometer and dash hour-meter values directly from the onboard computer data stream. If the dash odometer/hour-meter Parameter in Display (PID) is not available in the data stream, the data will be identified and supplied from the manufacture data stream. When the dash odometer and/or dash hour meter PID is not available in any onboard data stream, any applied meter calculation algorithms will be calibrated within one hundred (100) miles for odometers and fifty (50) hours for hour meters or less per six (6) month period. If manual adjustments are required, the GPS system shall be able to perform adjustments. The Vendor shall supply a means for performing an annual certification or accuracy of odometers and hour meters to WVDOT.

The GPS system hardware obtains dash odometer and dash hour-meter values directly from onboard computer data when available. If these parameters are not available, Motive allows manual input and calculates values for accurate reporting, and supports adjustments through the Fleet Dashboard. Odometer and engine hours are displayed in reports, and manual adjustments are supported.

3.1.2.6.21 GPS tracking system hardware shall provide usage and movement information for assets traveling at speeds slower than that of normal motorized assets (equal to or greater than one (1) mile per hour), including non-passenger assets.

Yes, Motive's GPS tracking hardware provides usage and movement information for all asset types, including those traveling at speeds as low as one mile per hour and non-passenger assets. The system captures real-time GPS location, movement, and status updates for vehicles, equipment, and assets, ensuring visibility and reporting even for assets moving at low speeds.

3.1.2.6.22 GPS tracking system hardware shall be configured to operate, report, and communicate within a primary voltage range of 6vdc (volts direct current) and 36 vdc as supplied by the asset. No voltage converter or reducers will be permitted.

Yes, our GPS tracking system hardware is configured to operate, report, and communicate within a primary voltage range that includes 36 volts direct current as supplied by the asset, without requiring voltage converters or reducers.

3.1.2.6.23 GPS tracking system hardware necessary to operate each device and the system shall be listed on Pricing Page. Exhibit A to allow WVDOT to purchase equipment on an ongoing and as needed basis.

The GPS tracking system hardware necessary to operate each device includes the Motive Vehicle Gateway, AI Dashcam, Asset Gateway, AG Mini Cabled, AG Mini Battery and Motive Beacon. These devices are required for real-time GPS tracking, asset monitoring, and telematics integration. Pricing details for each device are as follows: Vehicle Gateway (VGs) and AI Dashcam: \$18 per unit, per month; Professional Installation (optional): \$250 per vehicle. Hardware can be purchased upfront, and WVDOT may procure equipment on an ongoing and as-needed basis as specified in Exhibit A. The Asset Gateway Mini boasts a five-year battery life with two daily location

check-ins and can be powered continuously via cable, while the Asset Gateway operates via solar panel or 7-way trailer connection. Environmental Sensors and OEM integrations are also available for enhanced asset visibility and control.

3.1.2.6.24 GPS tracking system hardware must incorporate input/output ports to accommodate asset operator ID method, alert buzzer or asset operator ID and two (2) additional ports for potential expansion.

Yes, our Vehicle Gateway hardware includes 2 auxiliary ports with digital inputs to interface with on-board discrete sensor inputs and third-party data logging systems, supporting asset operator ID methods and alert buzzers. Additionally, a USB port is available for powering Motive AI Dash Cameras, providing flexibility for future expansion. This configuration allows for the integration of asset operator ID and at least two additional ports for potential expansion.

3.1.2.6.25 All GPS tracking system hardware shall be complaint with Federal Motor Carrier Standards (FMCS) regulations for collecting and reporting Daily Vehicle Inspection Reports and electronic logging devices. All proposed hardware must be of the current model.

Yes, all Motive GPS tracking system hardware is compliant with Federal Motor Carrier Safety Regulations (FMCSR) for collecting and reporting Daily Vehicle Inspection Reports and electronic logging devices. Motive ELDs are FMCSA-registered, self-certified, and integrate with current-model hardware to ensure compliance, accurate recordkeeping, and efficient fleet management. Drivers can complete and electronically sign Daily Vehicle Inspection Reports using the Motive Driver App, and all hardware offered is up to date and compliant with FMCSA requirements.

3.1.2.7 Non-Self-Propelled Assets

3.1.2.7.1 Selected assets that do not have an electrical system will be equipment with GPS Tracking device hardware that can be powered by a rechargeable battery.

Yes. We offer asset tracking hardware for equipment without an electrical system, including battery-powered options. These devices are designed to operate on rechargeable batteries, with the Motive Asset Gateway Mini providing up to 5 years of battery life at a default setting of 2 GPS pings per day, and options for increased ping rates when connected to power or using solar recharging.

3.1.2.7.2 GPS tracking system hardware for non-self-propelled assets shall be capable of providing utilization information such as, but not limited to, hours of use, days of use, the distance traveled and location of system.

Yes, Motive's GPS tracking system hardware for non-self-propelled assets provides utilization information such as hours of use, days of use, distance traveled, and real-time and historical location. The system enables tracking of equipment and trailers, offering insights into asset usage, engine hours, mileage, and location through asset gateways and telematics technology. This supports comprehensive analytics and reporting on asset utilization and movement.

3.1.2.7.3 GPS tracking system hardware for non-self-propelled assets may be equipped with solar panels to facilitate charging of internal batteries. If solar is not an option, the vendor shall provide alternative means of battery charging. All equipment necessary shall be listed in Pricing Page, Exhibit A.

Yes, our GPS tracking hardware for non-self-propelled assets can be equipped with solar panels for charging internal batteries, and we also offer a battery-powered option if solar is not feasible. All required equipment and associated costs are included in the pricing model, and details are listed in the Pricing Page, Exhibit A, columns E and H.

3.1.2.7.4 GPS tracking system hardware for trailer applications shall allow the device to be connected to the tow asset power supply when the trailer cord is connected and will use this power supply to charge the internal battery and power the device.

Yes. Motive Asset Gateway hardware for trailer applications allows the device to be connected to the tow asset power supply via cable, enabling the device to charge its internal battery and power the device when the trailer cord is connected. This setup supports continuous tracking and battery charging when external power is available.

3.1.2.7.5 If selected assets have mounted power equipment mounted powered equipment will be equipped with the asset operator ID option. Usage data, including but not limited to, days and hours of use, will be provided. Data points reported/required are specific to WVDOT with be determined for configuration in the in the SOW for system configuration.

Yes, powered equipment can be equipped with the asset operator ID option, and usage data such as days and hours of use will be provided. Data points reported are configurable according to WVDOT requirements and will be determined for inclusion in the system configuration SOW.

3.1.2.8 Automated Vehicle Location (ALV)

3.1.2.8.1 The Vendor should provide AVL options for Heavy Duty assets and other assets as needed. AVL shall provide real-time data collection, control, data analysis and reporting as described below:

3.1.2.8.1.1 GPS Tracking System must be in compliance with state and federal asset operator reporting requirements.

Yes, Motive's GPS Tracking System is in compliance with state and federal asset operator reporting requirements. The solution provides real-time tracking and meets federal transportation oversight standards, supporting notifications and alerts for fleet managers on vehicle activity, fault codes, idling, safety, driver behavior, and geofences. Motive supports compliance with industry rules and regulations, enabling fleets to manage and report vehicle and equipment meter readings (miles and hours), state line crossings, and accurate mileage by state. The platform simplifies IFTA reporting and automates complex calculations to reduce audit risk and administrative burden. Motive helps fleets maintain hours of service (HOS) compliance with tools that simplify log management, track driver duty status, and support adherence to DOT regulations. State and provincial hours of service regulations are supported, and the system provides analytics and reporting capabilities for asset utilization, idle time, mileage, and other performance metrics. Roadside inspections and audits are supported with electronic HOS data provision and USDOT number management. The solution is designed to ensure compliance, safety, and reliability for fleet operations.

3.1.2.8.1.2 GPS Tracking System shall collect real-time data necessary to support cost savings for winter maintenance compatible with communication protocols such as Clear Roads "CR 14-04 Plug and Play" or equivalent.

Motive aligns with CR 14-04 by delivering the baseline, plug-and-play winter-ops telemetry agencies expect: reliable PTO state capture via the Motive AUX/PTO Cable (Cable-5005) with timestamped on/off, productive-idle classification, and configurable alerts (e.g., "moving with PTO engaged"), all tied into AVL/usage reporting for service verification and oversight. To expand beyond a single PTO line toward the broader controller data often referenced with CR 14-04 (e.g., spreader/brine/material flow and plow position), Motive is adding CAN-based PTO to read ECU signals without extra hardware, improving precision and coverage across mixed fleets. Motive is also standardizing auxiliary/accessory signal mapping across OEMs and upfitters so those inputs resolve to consistent operational states—directly aligned with the standard's goal of vendor-neutral data semantics. And when a DOT mandates a controller-level CR 14-04 data feed, Motive Professional Services can deliver a dedicated integration to meet "CR 14-04 or equivalent" requirements.

3.1.2.8.1.3 GPS Tracking System shall automate the collection and reporting of highway maintenance activities.

The Motive GPS Tracking System automates the collection and reporting of vehicle, equipment, and asset location, utilization, and operational data. It provides real-time and historical visibility, generates detailed reports on asset movements and activities, and supports geofence alerts to track maintenance activities and verify job completions. The integrated platform unifies fleet operations and automates reporting, enabling efficient monitoring and management of highway maintenance activities.

3.1.2.8.1.4 GPS Tracking System shall be able to provide video feed of winter maintenance activities and may be required to interface with video feeds from existing WVDOT dash cam recording devices that utilizes Nextbase 622GW dash cams.

Motive's GPS Tracking System provides video feeds of vehicle activities through the AI Dashcam, which supports live streaming, video recall, and integration with the Motive Fleet Dashboard. The system allows for integration with future dashboard and rear view cameras using Motive's open API and supports interfacing with third-party video feeds, subject to custom integration development. Additionally, the use of the Omnicam can provide video recall of side and rear vehicle operations.

3.1.2.8.1.5 GPS Tracking System shall capture real time tracking of assets for highway incident response and winter operations.

Yes, the Motive GPS Tracking System captures real-time tracking of assets for highway incident response and winter operations. Our system provides near real-time GPS location updates every 2 to 10 seconds, enabling fleet users to track vehicles and assets for enhanced visibility and emergency response. The platform supports live monitoring, event detection, and comprehensive reporting to facilitate efficient incident and winter operations management.

3.1.2.8.1.6 The Vendor shall provide all equipment and hourly professional services rates necessary to collect data to allow for assessment of conditions of items listed in section 3.1.2.8. Vendor shall include pricing information on Pricing Page, Exhibit A.

Motive provides all necessary equipment for data collection and assessment, with installation equipment and materials included for quick implementation. Professional services, including custom training, implementation support, and vendor-managed reporting, are available and can be tailored to specific project needs. Detailed pricing for equipment and professional services rates are provided in Exhibit A, columns E and H.

3.1.2.8.1.7 GPS Tracking System shall provide compatibility with a wide variety of light duty and heavy-duty vehicles maintained by WVDOT.

Yes, our GPS Tracking System provides compatibility with a wide variety of light-duty and heavy-duty vehicles maintained by WVDOT. We support nearly all light, medium, and heavy-duty vehicles manufactured after 1996, including commercial, transit, and school buses, as well as off-road vehicles and heavy equipment. The Vehicle Gateway connects via OBD-II and J1939 ports, enabling GPS tracking, telematics, and real-time maintenance data across diverse vehicle types.

3.1.2.8.1.8 GPS Tracking System hardware cellular and GPS antennas shall be internal to the unit.

Yes. We provide internal GPS antennas as a mandatory feature, and our system uses built-in cellular antennas for connectivity. Both GPS and cellular antennas are internal to the unit.

3.1.2.8.1.9 GPS Tracking System hardware shall contain serial ports for Power Take Off (PTO) inputs.

Yes, our GPS tracking system hardware supports Power Take Off (PTO) inputs via the PTO AUX cable (Cable-5005), which connects to the Vehicle Gateway and interfaces with on-board discrete sensor inputs to capture PTO activity. This setup allows for accurate tracking and reporting of PTO usage, including on/off status, location, and operational times.

3.1.2.8.1.10 GPS Tracking System hardware shall provide battery power for unpowered assets or a rechargeable solution.

We offer asset-tracking solutions for equipment via our Asset Gateway products. The Asset Gateway Mini is designed to provide unparalleled visibility into the location, utilization, and health of your equipment. It features a small form factor and a 5-year battery life, with both cable- and battery-powered options available in a single device. The Asset Gateway Mini supports real-time telematics and location tracking for all types of equipment. Key benefits include:

- Real-time GPS tracking, monitoring of engine hours and idling
- Check-in rate (push check-in) configurable from 1 min to every 12 hours
- "Find my asset" (push check-in) real-time tracking functionality
- Automatic geofence alerts to detect unauthorized use and prevent theft and loss
- 5-Year Warranty
- IP67 rated- Waterproof up to 1m submersion; IP69K rated - Highest grade resistance to high pressure, high temperature, spray down
- Operating temperature of -40°F–140°F (-40°C–60°C)

3.1.2.8.1.11 GPS Tracking System shall provide real-time PTO tracking, service and detailed reports and alerts for the following:

Yes. The Motive GPS Tracking System provides real-time PTO tracking, service, detailed reports, and alerts. PTO utilization can be monitored and reported in real time, including idle time versus productive PTO time, with alerts for when a vehicle is moving with PTO engaged and detailed reporting segmented by location, group, vehicle, and driver. The system also offers AUX Activity Reports, utilization reports, and admin alerts for PTO events.

3.1.2.8.1.11.1 Spreader operation

3.1.2.8.1.11.2	Brine control
3.1.2.8.1.11.3	Material flow
3.1.2.8.1.11.4	Plow operation (plow up and down)
3.1.2.8.1.11.5	Wiper operation
3.1.2.8.1.11.6	Forward and rear facing video feeds if available on equipment.
3.1.2.8.1.11.7	Warning lamp operation
3.1.2.8.1.11.8	Current weather conditions, including road surface temp and pavement conditions

- Spreader operation: Yes, we can track if the spreader is an on/off state
- Brine control: Yes, we can track brine control.
- Material flow: Yes, we can track material flow.
- Plow operation (plow up and down): Yes, we support auxiliary input integration to monitor plow up/down status.
- Wiper operation: Yes, we can track wiper operation.
- Forward and rear facing video feeds if available: Yes, we offer both forward and rear facing cameras with live video feed capability, 1080p resolution, and wide field of view.
- Warning lamp operation: Yes, we can track if the vehicle's warning lamps.
- Current weather conditions, including road surface temp and pavement conditions: Yes, our Fleetview map provides real-time weather data including temperature, precipitation, wind speed, and road hazard alerts for drivers.

3.1.2.8.2 The GPS Tracking System shall be able to provide real-time asset control, detailed reports and alerts for the following:

3.1.2.8.2.1 ELD (<https://www.fmcsa.dot.gov/hours-service/elds/electronic-logging-devices>)

3.1.2.8.2.2 Video capability for reporting out of service items.

3.1.2.8.2.3 PTO work time.

- Yes, our GPS Tracking System provides FMCSA-compliant ELD functionality, including automated Hours of Service tracking, real-time alerts, and detailed reports for compliance and driver records.
- Yes, video capability is available for reporting out of service items, with features such as unlimited video recall, driver-initiated video uploads, and the ability to attach photos and notes to inspection reports.
- Yes, our system supports PTO work time monitoring and reporting, including insights into vehicle location, performance, and usage patterns, as well as power take off (PTO) monitoring.

3.1.2.8.3 The GPS Tracking System shall be able to interface with Assetworks Fleet Management System and shall be able to report the following data:

3.1.2.8.3.1	DVIRData
3.1.2.8.3.2	Out of service assets
3.1.2.8.3.3	Subsystems and PTO data
3.1.2.8.3.4	Component data
3.1.2.8.3.5	Asset Operator ID, duty status and hours of service
3.1.2.8.3.6	Material Data
3.1.2.8.3.7	Highway maintenance reports

The GPS Tracking System can interface with the AssetWorks Fleet Management System. Integration is supported as described in the provided reference link. The system collects and tracks the following data:

- DVIR Data: DVIRs (pre and post) and Electronic Logging Device (ELD) data are captured and tracked.
- Out of Service Assets: Vehicle status, including current status, is tracked and reported.
- PTO Data: Productive & non-productive idle (PTO engagement) and vehicle idle time (including PTO) are collected and reported in standard telematics reports.
- Component Data: Vehicle data such as make, model, year, Vehicle Identification Number (VIN), and vehicle health, as well as fault codes and service history, are tracked.
- Asset Operator ID: Driver Data including Driver ID and name are collected.
- Duty Status and Hours of Service: Hours of Service (HOS) logs and duty status are tracked and reported, with FMCSA-certified HOS tracking and reporting.
- Material Data: Data entered by drivers into custom e-forms, including pictures and signatures, can be collected.
- Highway Maintenance Reports: Safety and vehicle maintenance reports are available through standard telematics portal reporting, including maintenance activities, fault codes, service schedules, and vehicle maintenance.

3.1.2.9 GPS Tracking Software Requirements

3.1.2.9.1 The vendor will be required to provide a web-based product access that requires no software installation

Yes, we provide web-based product access that requires no software installation. The Motive Dashboard and platform operate entirely through a web browser, allowing users to access all features without the need for local software installation. No on-premise software is required for standard use.

3.1.2.9.2 The GPS System shall provide continual program updates through the web without service interruption

Yes, our GPS system provides continual program updates through the web without service interruption. Motive is a SaaS solution designed for scalability, enabling seamless deployment of new features and enhancements while maintaining uninterrupted access via a standard web browser.

3.1.2.9.3 The GPS System shall provide administrative ability to include unlimited users, unlimited grouping hierarchy, unlimited geo-fences, and methods to group assets outside of the normal grouping hierarchy

Yes, our GPS system provides administrative ability to include unlimited users and supports unlimited grouping hierarchy with up to 15 layers within each group. Unlimited geofences can be created, edited, and managed, and assets can be grouped flexibly within groups and subgroups, including via tag-based structures that allow for administration outside of the normal grouping hierarchy.

3.1.2.10 Data Storage Services

3.1.2.10.1 The GPS Tracking System shall provide a secure confidential Data Warehouse, and help desk facility with an uninterruptible power source, firewall protections, and a backup disaster recovery plan.

Yes, the GPS Tracking System provides a secure and confidential data warehouse (via Amazon Web Services), supported by robust data encryption, access controls, network segmentation, and compliance with SOC2 Type II and ISO 27001 standards.

Yes, we offer a help desk facility with 24/7/365 multi-channel support and tiered service levels for technical and account assistance. Yes, backup disaster recovery plans are in place, including encrypted AWS-native backups, logical separation of customer data, annual restoration tests, and ongoing monitoring.

3.1.2.10.2 The GPS Tracking System shall provide a Data warehouse that operates twenty-four (24), seven (7) days a week, including holidays. The Vendor must ensure that all data, data transmissions, and data storage is kept secure and confidential. The State does not expect 100% uptime on the Data Services, but the level of service provided with this contract will include a twenty-four (24)-hour notice for scheduled maintenance and must be communicated to the ordering agency at least twenty-four (24) hours prior. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.

Yes, our GPS tracking system provides a data warehouse that operates 24/7, including holidays, with a target uptime of 99.5% and actual performance above 99.9%. All data, transmissions, and storage are secured using AES-256 encryption at rest and TLS 1.2+ in transit, with strict access controls and monitoring. Customers are notified of scheduled maintenance at least 24 hours in advance, and maintenance is performed outside normal business hours; unanticipated downtime is addressed within one hour for critical incidents.

3.1.2.10.3 The GPS Tracking System Data warehouse shall have a backup power supply to maintain continuous operations in the event of utility power failures. The service center will have duplicate computers for redundancy, with the ability to, at a minimum, permit restoration of data collection and user monitoring services within twenty-four hours after computer failure.

The GPS Tracking System Data warehouse leverages AWS cloud infrastructure, which includes backup power supply and multiple availability zones for redundancy and disaster recovery, ensuring continuous operations during utility power failures. Service centers utilize replicated data centers, automatic failover systems, and continuous data backups, allowing restoration of data collection and user monitoring services within twenty-four hours after a computer failure. Backup restoration procedures are tested annually to meet defined Recovery Point Objectives (RPO) and Recovery Time Objectives (RTO).

3.1.2.10.4 The GPS Tracking System Data Warehouse shall have duplicate data storage devices with automated fail-over and automatic re-establishment of the duplicate databases upon replacement of the failed storage device.

Yes, our GPS Tracking System Data Warehouse utilizes redundant data storage devices with automated failover and rapid re-establishment of duplicate databases upon replacement of a failed storage device. We employ replicated data centers, automatic failover systems, and continuous data backups to ensure high availability and data reliability. The infrastructure is designed to anticipate and tolerate failure while maintaining service levels, leveraging resilient AWS services and redundant availability zones for seamless recovery.

3.1.2.10.5 The GPS Tracking System Vendor have a written Emergency Disaster Recovery Plan at the start of the contract. The associated system and equipment will provide support in case of failures in power, telephone system, data networking equipment at its host site to the user-level equipment provided by the Contractor, due to the following but not limited to, all natural or

man-made disasters including flood or fire at the data storage and reporting center. A written Emergency Disaster Recovery Plan shall be provided upon request.

Yes, we have a formally documented Emergency Disaster Recovery Plan that is comprehensive and covers scenarios including natural and man-made disasters such as flood or fire at the data storage and reporting center. The plan includes protocols for failures in power, telephone systems, and data networking equipment, ensuring continued support to user-level equipment provided by Motive. The written Emergency Disaster Recovery Plan can be provided upon request, with an overview available in our Information Security Policy.

3.1.2.10.6 The GPS Tracking System data produced will be the property of WVDOT and shall be available for retrieval twenty-four (24) hours a day, seven (7) days a week, including holidays for a minimum of two (2) rolling years. The overwrite rate will be one (1) month and begin with the oldest data first. Data will be retained for a minimum of two (2) rolling years before overwrite (overwrite rate will be one (1) month), archiving, or deletion with the option for ordering agency to download the data prior to overwrite, archiving, or deletion. The download will be available in Excel, Comma Separated Value, or other agreed upon form.

We retain GPS tracking system data by default indefinitely and can customize retention schedules to meet the minimum requirement of two rolling years before overwrite, archiving, or deletion. Data is available for retrieval twenty-four (24) hours a day, seven (7) days a week, including holidays, through various mechanisms such as APIs, webhooks, default and custom reports, and Motive Data Bridge via Snowflake. Download options include Excel, Comma Separated Value, or other agreed-upon formats, and retention schedules can be set to overwrite data on a rolling monthly basis as specified by the ordering agency.

3.1.2.10.7 The GPS Tracking System The data will be stored in and queried from a stable, relational database. All data corrections will reflect across the entire database system. All data must be encrypted at rest using Transparent Data Encryption (TDE) or like technology.

Yes, all data is encrypted at rest using AES-256-CBC, which provides robust protection comparable to Transparent Data Encryption (TDE) or similar technologies. Data corrections and updates are reflected across the entire system, ensuring consistency. The solution maintains stability and integrity for stored and queried GPS tracking data.

3.1.2.10.8 The GPS Tracking system data points as defined during the implementation SOW with the Vendor and WVDOT agency shall integrate with Fleet Management Software/Programs if required by the WVDOT.

Yes, our GPS tracking system can integrate with fleet management software and programs as required by WVDOT. Motive provides open APIs and over 200 turn-key integrations through our App Marketplace, enabling seamless integration with third-party systems and fleet management platforms. Our partner team actively collaborates to build solutions tailored to customer requirements.

3.1.2.10.9 WVDOT will regularly batch or import new data into, or update data in the GPS Tracking System database. This will include a batch in or import geofence information or as a regular update batch on the asset hierarchy. This will reduce the time otherwise needed to manually enter or update data and reduce the potential for errors in the data. Updates can be completed by WVDOT or by the Vendor. Proof of successful batch or update completion is required if completed by the Vendor and will be provided to the WVDOT.

Yes, we support importing geofence information and asset hierarchy updates into the GPS Tracking System database. Geofences can be created in bulk via CSV upload or managed through open APIs, and GPS locations can be imported for historical data migration or location updates. These processes can be completed by the customer or by Motive, and we provide bulk upload templates and open APIs to facilitate efficient and error-reducing data management.

3.1.2.10.10 During the SOW for implementation of the project the Vendor will work with WVDOT to create a Data Mapping Specification to ensure the ability to bilaterally move data from an WVDOT to the GPS Tracking system.

Yes, we will work with WVDOT to create a Data Mapping Specification to ensure the ability to bilaterally move data between WVDOT and the GPS Tracking system. Our implementation approach includes collaborating with clients to define requirements and integration needs, and our API supports secure and automated data sharing between systems.

3.1.2.10.11 All data collected by Vendor is owned by WVDOT. Any use of, or change to, WVDOT data must be approved in writing prior to use of, or change to WVDOT data.

Yes, data collected by Motive is owned by the customer, as stated in our Terms of Service: 'WVDOT shall own and reserve all right, title, and interest in and to the Customer Data.' Any use or change to customer data is subject to the agreement with WVDOT, and Motive requires authorization for any release of customer data to a third party, unless legally obligated.

3.1.2.10.12 The GPS Tracking System Data Warehouse shall provide for bidirectional secure and encrypted communication.

Yes, Motive enforces secure and encrypted data communication between client (presentation layer) and system servers, utilizing in-transit encryption over both internal and external networks with HTTPS. Events transmitted from devices are authenticated using unique API keys, and Motive employs RSA certificates with a minimum public key length of 2048 bits, signed using SHA-256 with RSA encryption. Ciphers are restricted to safe industry standards and reviewed regularly. For protecting and limiting access to communications and data flows, Motive encrypts sensitive data before transmission and/or uses FIPS-140-2 compliant encrypted connections (HTTPS, SSL, TLS, FTPS, etc.), with mutual authentication using cryptographic keys whenever possible. Motive ensures end-to-end encryption for data transmission and storage, including AES-256 encryption for data at rest and TLS 1.2 or higher for data in transit. Files transmitted between systems are also encrypted using these standards.

3.1.2.10.13 Ordering agency shall have the option to direct data to multiple alternative "cloud" or data warehouses.

Yes, the GPS Tracking System supports bidirectional secure and encrypted communication, utilizing HTTPS with RSA certificates (minimum 2048-bit key length) and SHA-256 signature, with ciphers restricted to those considered safe by industry standards and regularly reviewed. WV DOT can direct data to another datastore via our open API.

3.1.2.11 GPS Tracking System Enterprise Level Web Based Data Application

3.1.2.11.1 The GPS Tracking System application shall allow state personnel to access securely the asset data stored in the Data Warehouse. The Application shall provide pre-configured, customizable, viewable, printable and downloadable reports as described in, and has the capability of configuring and sending SMS, MMS or email alerts to users defined from within the Application,

for each user. Data shall be collected every one (1) second and transmitted directly to the Application via cloud-based PI.

The application provides pre-configured, customizable, viewable, printable, and downloadable reports, including export options in PDF and Excel (CSV) formats. Reports can be customized by group, vehicle, user, and date range, and additional custom reports can be developed by our Professional Services Team. The system supports configuring and sending SMS and email alerts to users, with alerts deliverable via notification, email, and/or SMS. Data is collected every 1-3 seconds, with typical GPS pings available every 2 to 10 seconds and uploaded to the cloud-based platform for secure access by authorized users.

3.1.2.11.2 The GPS Tracking System vendor shall provide a system in such a manner that the WVDOT has no responsibility for the database, the Application software, or the technical infrastructure and associated processes and procedures. Access to the Application and the underlying database will be provided through the web will be secure, encrypted and role-based.

Yes. The GPS Tracking System is provided as a fully managed solution, and WVDOT will not have responsibility for the database, application software, or technical infrastructure, including associated processes and procedures. Access to the application and underlying database is delivered securely through the web with encryption and role-based controls.

3.1.2.11.3 If required by WVDOT, the vendor shall also provide an option for WVDOT to become responsible for system administration and operation. The vendor shall provide applicable training and access as required by WVDOT.

Yes. If WVDOT chooses to manage the system as internal administrators, Motive will provide the required access levels and all necessary training. This includes live and self-paced training on user management, roles and permissions, configuration options, reporting, and overall system administration, along with full documentation and support resources.

3.1.2.11.4 The requirements for 3.1.2.11.2 and/or 3.1.2.11.3 will be further defined in the SOW that will be created for system configuration and implementation. The vendor is required to provide rates for both options in Pricing Page, Exhibit A.

Rates for both options will be provided in the Pricing Page, Exhibit A, as part of the customized pricing structure once the specific requirements are confirmed and further defined in the Statement of Work (SOW) for system configuration and implementation. Motive will deliver detailed pricing tailored to WVDOT's needs after confirmation of the number of units and platform requirements. All costs and options will be clearly outlined in the proposal and supporting pricing documentation.

3.1.2.11.5 The GPS Tracking System Vendor shall provide an internet secure link to WVDOT the Application and server with all data processing functions occurring solely on the Application's servers.

Yes. Motive provides a Software as a Service (SaaS) model where all data processing functions occur on the application's servers, and secure connectivity is maintained for authorized access to the application and data.

3.1.2.11.6 The GPS Tracking System Application shall not require installation of application provided software or applications on state-owned computers.

Yes, the GPS Tracking System does not require installation of Motive-provided software or applications on state-owned computers. GPS information can be accessed without the need to plug into or install software on computers, as indicated in the requirements and vendor response.

3.1.2.11.7 The GPS Tracking System Vendor shall notify the ordering agency by phone and/or email thirty (30) calendar days prior to implementing Application system changes. Sixty (60) calendar day notice is required for database structure changes. All changes must be tested for functionality prior to release. All data shall be backed-up prior to release of any changes. At least one (1) prior version of the backed up data shall be available, tested and ready in the event a roll back is required.

We provide advance notice to customers of major upgrades or system changes via multiple channels, including email, SMS, push notifications, and RSS feeds, ensuring stakeholders are informed of planned changes and potential impacts. All changes are thoroughly tested for functionality prior to release, and we have a data backup and recovery plan in place to ensure data is backed up before any changes are released. Notifications of changes are typically provided in advance, and rollback plans are included to ensure that at least one prior version of backed up data is available and ready if required.

3.1.2.11.8 The GPS Tracking System Application shall provide the ability to overlay map an asset's location throughout the day and provide viewable, printable, and downloadable reports for each data type collected or calculated. The mapping overlay shall be a seamless route tracking log of the fleet asset movement during the given time parameters. These reports will be customizable by authorized WVDOT via the Application interface.

The GPS Tracking System Application provides the ability to overlay a map of an asset's location throughout the day, displaying a seamless route tracking log of fleet asset movement for user-defined time parameters. Viewable, printable, and downloadable reports for each data type collected or calculated are available, and these reports are customizable by authorized users via the Application interface. Reports may be exported in PDF or Excel (CSV) formats, and custom reporting is supported if pre-built reports do not meet requirements.

3.1.2.11.9 The GPS Tracking System Application UI map should be updated with the current vehicles location within thirty (30) seconds of vehicle movement.

Yes. The GPS Tracking System Application UI map is updated with the current vehicle location within thirty seconds of vehicle movement, with updates typically available every 2 to 10 seconds and the slowest update frequency being 30 seconds in areas with slower network connectivity.

3.1.2.11.10 Due to possible data drift for calculated odometer and hour-meter readings, the Application shall accept odometer and hour-meter corrections for all platforms. Any odometer or hour-meter corrections entered will be actual dash odometer and dash hour-meter readings and will overwrite and eliminate the previous value causing the Application to display and store odometer and/or hour-meter increases based on this new value and cascade backward replacing previous odometer and hour-meter values based on the corrected value for data continuity and integrity.

Yes, the application allows odometer and hour-meter corrections for all platforms. When a correction is entered, the new value overwrites the previous reading and future odometer and hour-meter readings are adjusted based

on the corrected value, ensuring data continuity and integrity. Edited readings are reflected across Fleet Dashboard, Driver App, maintenance, reports, and IFTA Trip Reports.

3.1.2.11.11 The GPS Tracking System Application shall accommodate an unlimited user base with a minimum of one thousand (1,000) concurrent users per WVDOT account.

Yes, the GPS Tracking System Application accommodates an unlimited user base and does not limit the number of concurrent users per account. The dashboard is web-based and supports a minimum of one thousand (1,000) concurrent users per WVDOT account without restriction.

3.1.2.11.12 The GPS Tracking system Application shall support user hierarchy (role-based) Application access levels based on user ID's and passwords. All passwords must adhere with secure salted password hashing standards. Moreover, the solution must be configured to enable the WVDOT to set a date for password changes if required.

Yes, our application supports user hierarchy and role-based access levels managed by user IDs and passwords. Passwords are required to be strong and are encrypted in transit using RSA certificates and SHA-256, and password change frequency is supported, with passwords changed at least every 90 days. Fleet Administrators can set and manage password policies, and privileged accounts are subject to frequent password changes in line with policy guidelines.

The Vendor shall establish the initial WVDOT agency user accounts based on personnel information provided by the WVDOT during the initial SOW for configuration and implementation. The Vendor's customer support shall provide ongoing support for user hierarchy, report data entry, and report generation for the term of the contract. Parameters, included but not limited to the following, will be a one click yes/no adjustment parameter for each classification/user and shall be standalone (not group dependent):

Yes, we can establish initial agency user accounts based on personnel information provided during configuration and implementation, and our customer support provides ongoing assistance for user hierarchy, report data entry, and report generation throughout the contract term. User management, including parameters and classifications, is supported via the Administrative GUI, allowing standalone, one-click adjustment for each user without group dependency or external intervention. These capabilities are included as part of our standard support and onboarding services.

3.1.2.11.12.1	View Data - current location
3.1.2.11.12.2	View Data/Run Reports Historical Location
3.1.2.11.12.3	View Data - Asset Diagnostics
3.1.2.11.12.4	View Data - Asset Operator
3.1.2.11.12.5	Manage Users
3.1.2.11.12.6	Manage User Groups
3.1.2.11.12.7	Register/Edit Assets
3.1.2.11.12.8	Edit Odometer/ECM engine hours
3.1.2.11.12.9	Manage Geofences
3.1.2.11.12.10	Manage scheduled reports

- 3.1.2.11.12.1 View Data - current location Motive provides visibility into the current location of assets and vehicles, including GPS tracking and real-time location display in Fleet View.
- 3.1.2.11.12.2 View Data/Run Reports Historical Location Historical location data and trip history are available, with the ability to run reports on past locations, trip segments, and vehicle parking events.

- 3.1.2.11.12.3 View Data - Asset Diagnostics Asset diagnostics can be viewed through multiple tools, including remote diagnostic capabilities, health checks, fault code history, and malfunction alerts in the Fleet Dashboard and Driver App.
- 3.1.2.11.12.4 View Data - Asset Operator Operator data, including driver ID, driving hours, and performance metrics, is tracked and viewable within the system.
- 3.1.2.11.12.5 Manage Users The system supports provisioning and administration of multiple users, with roles and permissions management through the Administrative GUI.
- 3.1.2.11.12.6 Manage User Groups Complex organizational hierarchies and user-specific permissions are supported, allowing for the creation and management of user groups and custom roles.
- 3.1.2.11.12.7 Register/Edit Assets Assets can be registered and managed with customizable asset tags and identifiers, supporting a range of asset types and tracking features.
- 3.1.2.11.12.8 Edit Odometer/ECM engine hours Odometer and engine hours data are available, including current and resettable / editable odometer readings.
- 3.1.2.11.12.9 Manage Geofences Geofences can be created, edited, deleted, and managed through the platform, with options for manual, map-based, or bulk CSV upload.
- 3.1.2.11.12.10 Manage scheduled reports Reports can be scheduled for distribution via email, with customizable cadence and export options for PDF or CSV.

3.1.2.11.12.11	Manage Alerts
3.1.2.11.12.12	Run Device Reports
3.1.2.11.12.13	View all users
3.1.2.11.12.14	Manage Asset Operations
3.1.2.11.12.15	Manage Asset Operator ID Key Assignments
3.1.2.11.12.16	Manage Asset Operator Schedules
3.1.2.11.12.17	View Analytics Dashboard
3.1.2.11.12.18	View Asset Operator Behavior Dashboard
3.1.2.11.12.19	Show Asset Operations Information
3.1.2.11.12.20	Public Geofence creation

- 3.1.2.11.12.11 Manage Alerts: Yes, Motive allows management of alerts, including configuration of alert types, recipients, priorities, frequencies, delivery methods, and company-defined thresholds.
- 3.1.2.11.12.12 Run Device Reports: Yes, Motive supports running reports on device health and status, including vehicle gateway (ELD) and dashcam health, as well as over 60 out-of-the-box reports and custom reporting capabilities.
- 3.1.2.11.12.13 View all users: Yes, the application can provide reports of users, access levels, and last date logged in, with user statuses managed via roles and privileges defined by Fleet Administrators.
- 3.1.2.11.12.14: Manage Asset Operations: Assets can be managed via the Administrative dashboard.
- 3.1.2.11.12.15: Manage Asset Operator ID Key Assignments: Assets can be assigned to an operator permanently or assigned per use of the asset.
- 3.1.2.11.12.16: Manage Asset Operator Schedules: Schedules can be managed via integration with an timekeeping application
- 3.1.2.11.12.17: View Analytics Dashboard Motive provides an analytics dashboard with configurable parameters, real-time and scheduled reporting, and insights across compliance, safety, fuel, maintenance, and more: Motive provides Motive Analytics that allows realtime, configurable reporting.
- 3.1.2.11.12.18: View Asset Operator Behavior Dashboard: Motive's Safety hub provides insight into driver behavior.
- 3.1.2.11.12.19: Show Asset Operations Information: Motive's Fleet View shows the real time location of Assets and its current condition
- 3.1.2.11.12.20: Public Geofence creation: Geofences are viewable from a map overlay in Fleet View. They can be easily created and managed in the platform.

3.1.2.11.13 The GPS Tracking System Vendor shall provide user hierarchy templates, customizable to establish and define user rights. Initial templates will be created by the Vendor based on the rights hierarchy provided by the WVDOT. Authorized personnel will have rights to create, edit and assign custom rights and edit the templates.

Yes, our system provides user hierarchy templates that are customizable for establishing and defining user rights. Initial templates can be created based on the rights hierarchy provided by the customer, and authorized personnel have rights to create, edit, assign custom rights, and edit these templates via the Administrative GUI. Roles and permissions are fully supported, with several out-of-the-box roles and the ability to create custom roles and permissions for complex organizational hierarchies.

3.1.2.11.14 The GPS Tracking System shall provide provisions to mask certain data points, such as operator and location, will be available based on user hierarchy.

Motive enforces strict encryption protocols for all sensitive data, ensuring that any access to this information is securely controlled and rendered only in its encrypted form to maintain confidentiality and compliance with regulatory standards. Additionally, within our application, sensitive data is masked to prevent unauthorized access, and we employ industry-leading practices to minimize the risk of data disclosure during processing. Moreover, Customer data stays within the platform/connected systems. It is not kept on employee systems.

3.1.2.11.15 WVDOT will supply a list of authorized personnel to the Vendor during the initial SOW implementation process. The authorized personnel will have access to the Application twenty-four (24) hours a day, seven (7) days per week, including holidays. Personnel changes will be made as needed by each ordering agency through the administrator account by e-mail or by phone request to Contractor. The State does not expect 100% uptime on the web application, but the level of service provided with this contract will include a twenty-four (24) hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.

The application is available 24/7, including holidays, to authorized personnel. Scheduled maintenance is performed during low traffic times overnight, with 24-hour notice provided. Unanticipated downtime is addressed within one hour for critical incidents, aligning with our SLA response times.

3.1.2.11.16 The GPS Tracking System Application shall allow for unlimited location pings or event-based data transmission for each asset (with key on or off) twenty-four (24) hours a day, seven (7) days a week, including all holidays. The State does not expect 100% up time on the web application, but the level of service provided with this contract will include a twenty-four (24) hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours.

Unanticipated downtime must be addressed within one (1) hour.

Yes, the GPS Tracking System Application allows for continuous location pings and event-based data transmission for each asset, regardless of key status, 24/7 including holidays. Scheduled maintenance is performed overnight during low-traffic times, with 24-hour advance notice provided. Unanticipated downtime is addressed promptly, with monitoring in place to ensure rapid response within one hour.

3.1.2.11.17 The GPS Tracking system Application shall have acceptable processing performance for mapping and tracking data. Acceptable is defined as a response time of between three to four (3-4) seconds for standard and ten (10) seconds to run complex process and content availability of 99.9 percent of the time.

Yes, our GPS tracking system delivers high-fidelity location and telematics data with real-time updates every 1-2 seconds with our Vehicle Gateway, supporting fast mapping and tracking performance. The platform is designed for reliability and uptime, ensuring content availability and rapid response times for both standard and complex processes.

3.1.2.11.18 The GPS Tracking System Vendor shall provide the ability to download or export all data directly from the Application.

Yes, Motive enables the ability to download or export operational data, including GPS location and telematics, directly from the application.

3.1.2.11.19 The GPS Tracking System Application shall allow users to access the application over a Secure Socket Layer connection with 256-bit encryption or equivalent utilizing Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers.

Yes, users can access the GPS Tracking System Application over a Secure Socket Layer connection with 256-bit encryption or equivalent. The application supports Microsoft Internet Explorer 11 or higher, Mozilla Firefox, and Google Chrome web browsers, with no add-ons or thick client applications required.

3.1.2.11.20 The GPS Tracking System shall overlay maps to work on all computers with Windows 7 or later, with at least 2GB of RAM, and Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers.

The GPS Tracking System overlays maps and is accessible via modern web browsers including Microsoft Internet Explorer 11 or higher, Mozilla Firefox, and Google Chrome. Users can access the Motive web dashboard from any device with a compatible browser on computers running Windows 7 or later with at least 2GB of RAM.

3.1.2.11.21 The GPS Tracking System application shall have the ability to geofence, both private and public. Any user created public geofences will be viewable to authorized personnel. Private geofences will be viewable to only that user account. When a user account is disabled, any geofences can be assigned to another account, or deleted by authorized personnel.

Yes, our GPS Tracking System application supports both private and public geofences. Public geofences created by users are viewable to authorized personnel, while private geofences are restricted to the specific user account. When a user account is disabled, administrators can reassign or delete geofences as needed.

3.1.2.11.22 The GPS Tracking System Application shall have a scalable search functionality. WVDOT will have access to search based on defined hierarchies, asset identifiers (year, make, model, Vehicle Identification Number (VIN) or Asset ID). A wildcard search feature is required.

Yes, our GPS Tracking System Application provides scalable search functionality. Users can search vehicle assets based on defined hierarchies, asset identifiers such as year, make, model, Vehicle Identification Number (VIN), serial number, and unit number. Platform-wide search capability is available, and users can create custom groups

and subgroups for organizational hierarchies. Wildcard search is supported through intuitive search and filter features in FleetView, allowing flexible matching of asset identifiers.

3.1.2.11.23 The GPS Tracking Application database shall be compatibly structured to allow seamless data transfer to the ordering agency's servers at any time if deemed necessary by the ordering agency.

Yes, the GPS Tracking Application database is structured to enable seamless data transfer to external systems, including ordering agency servers, via APIs and integrations whenever required. This supports real-time information transfer and ensures compatibility for data sharing as needed.

3.1.2.11.24 The GPS Tracking Application shall have real-time, secure bidirectional information transfer with the User Portal and Vendor Data Warehouse.

Yes, our GPS Tracking Application provides real-time, secure bidirectional information transfer with the User Portal and Vendor Data Warehouse. Data is securely transmitted via APIs and built-in cellular connectivity, ensuring constant communication and live updates between the telematics database, portal, and data warehouse. Security is maintained for extracted data during transit and at rest, supporting integration and real-time access for users and vendors.

3.1.2.11.25 The GPS Tracking System Application shall allow users to access the application utilizing Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers and may be required to provide access via mobile devices such as phones, iPads and tablets.

Yes, users can access the GPS Tracking System Application using Microsoft Internet Explorer 11 or higher, Mozilla Firefox, and Google Chrome web browsers. The application also provides access via mobile devices such as phones, iPads, and tablets, either through a dedicated mobile app or a mobile browser.

3.1.2.11.26 The GPS Tracking System Application data transmission shall use Transport Layer Security (TLS) 1.2 and above.

Yes, all data transmission for the GPS Tracking System Application uses Transport Layer Security (TLS) 1.2 and above. We enforce in-transit encryption with TLS 1.2+ for secure communication between devices and backend systems, ensuring robust protection for customer data during internal and external communications.

3.1.2.11.27 The GPS Tracking Vendor shall patch operating software for vulnerability at a minimum every thirty (30) calendar days. Additionally, the vendor shall implement a process that recognizes zero day, critical and high vulnerabilities and must work with the agency to deploy the remediation/patching required with an expeditious manner to avoid possible risks to WVDOT's information and information assets.

Motive does not provide OS installed applications on computers but provides a browser based application. The Motive portal is regularly monitored for vulnerabilities and patches them as found. Mobile applications are regularly monitored for security vulnerabilities as well. Zero-day, critical, and high-risk vulnerabilities are recognized and remediated expeditiously; for zero-day vulnerabilities, our systems are updated automatically as soon as updates are released, and critical vulnerabilities are addressed within 30 days. Our Security team works closely with agencies to deploy required remediations and patches promptly to mitigate possible risks to information and information assets.

3.1.2.11.28 The GPS Tracking System hardware shall have a bar code or QR label affixed.

Yes, each Asset Gateway Mini comes equipped with QR codes and barcodes affixed to the hardware, enabling quick and accurate device pairing and assignment. This ensures efficient installation and management of GPS tracking devices for vehicles, trailers, and equipment.

Prior to each installation all hardware data shall be scanned and logged. At a minimum, the following data shall be captured:

Prior to each installation, all hardware data is scanned and logged. At a minimum, the following data is captured:

- Unique serial number and barcode for each device
- Equipment number
- Installation date
- Installer name and team
- Photos of the installation
- Installation checklist signed by installer and supervisor
- Initial functionality test results All information is recorded in a centralized database and verified for accuracy.

3.1.2.11.28.1 Asset identification number

3.1.2.11.28.2 VIN

3.1.2.11.28.3 Year/Make/Model

3.1.2.11.28.4 Telemetry Harness Type and Part number

3.1.2.11.28.5 Telemetry/GPS device model and serial number

- 3.1.2.11.28.1 Asset identification number Motive allows users to enter and store an Asset ID or asset name in the Fleet Dashboard.
- 3.1.2.11.28.2 VIN Users can enter and store VIN numbers for vehicle assets, and Motive supports automatic VIN readout.
- 3.1.2.11.28.3 Year/Make/Model Motive stores year, make, and model details for each vehicle asset, which are automatically detected via the vehicle gateway.
- 3.1.2.11.28.4 Telemetry Harness Type and Part number: Multiple harness types are available based on the vehicle type.
- 3.1.2.11.28.5 Telemetry/GPS device model and serial number Motive stores the model and unique serial number for each telemetry/GPS device, and users can search vehicle assets by serial number.

3.1.2.12 GPS Tracking System Web Application Reporting

3.1.2.12.1 The GPS Tracking System Application shall provide or generate the reports described within this section, if the required data is available from each selected asset. Reports shall provide real-time information, as needed. Reports shall be available in the Application for a minimum of two (2) years. The reports will be provided at no additional cost. If reports include confidential, personally identifiable, or sensitive information, those reports must be labeled (Confidential). Information classification can be referenced in the SIMM5305-A section. Reporting needs will be further communicated in the initial SOW for system implementation.

Yes, the GPS Tracking System Application generates over 60 out-of-the-box reports covering operational areas such as Compliance, Driver Safety, Fleet Management, Equipment Monitoring, Spend Management, Fuel, Maintenance, Dispatch & Routing, and Administration Reporting, with real-time data access. Reports are available

in the application for a minimum of two years and can be exported in PDF or Excel (CSV) formats at no additional cost. Reports containing confidential, personally identifiable, or sensitive information are labeled as confidential in accordance with our formal Data Classification policy, which aligns with SIMM5305-A, and reporting needs can be further defined in the initial SOW for system implementation.

3.1.2.12.2 The GPS Tracking System reports shall have minimum capabilities of being queried, sorted and filtered by any field contained in the report and by data parameters such as date or date range, asset IDs, hierarchy, asset operator, geofence activity, or other parameters as agreed upon by ordering agency.

Yes, the GPS Tracking System reports can be queried, sorted, and filtered by fields such as date or date range, asset IDs, group, vehicle, user, and geofence activity. Reports are customizable and support export in PDF or Excel (CSV) formats. Additional custom reports and filters can be developed to meet agency requirements.

3.1.2.12.3 The GPS Tracking System Reports shall be readable on screen, printable and downloadable. Reports shall be downloadable from the Application and be transmitted to the WVDOT via a scheduled email when report size allows, in any of the formats listed below. Zip file format or an option like Dropbox will be used when emailing report(s) or data, where possible. Where data transmission exceeds the allowable size for emailing, even with Zip file format, a Secure File Sharing process will be created.

The GPS Tracking System reports are readable on screen, printable, and downloadable. Reports can be downloaded directly from the application and scheduled for delivery via email in Excel (CSV) or PDF formats. When report size exceeds allowable limits for email transmission, a secure file sharing process is created to facilitate data transfer, and options such as zip file format or Dropbox may be used where possible.

3.1.2.12.4 The GPS Tracking System Application shall also have an ad hoc reporting feature, which allows for creation of reports that can be one time reports or become a regularly generated report. Available file types will include Excel (2013 or newer), Portable Document Format (.PDF), text comma delimited (.txt), Comma Separated Values (.CSV), and Hypertext Markup Language {HTML} at a minimum. Report(s) will be subject to approval by the ordering agency.

The GPS Tracking System Application provides ad hoc reporting capabilities, allowing users to create one-time or regularly generated custom reports. Reports can be exported in Excel (CSV), PDF formats, and scheduled for export. Export in text comma-delimited (.txt) and HTML formats will be delivered for WVDOT as part of the project if Motive is selected for award.

3.1.2.13 GPS Tracking System Overlay Mapping Analysis

3.1.2.13.1 The GPS Tracking System track asset location and its travel plotted with no gaps between reporting points including directional arrows at reporting points on current maps. Travel will be depicted in lines corresponding to traveled route on up-to-date maps. Route will correspond to roadway traveled.

Yes, the GPS Tracking System tracks asset location and plots travel with no gaps between reporting points, displaying directional arrows at reporting points on current maps. Travel is depicted in lines corresponding to the traveled route on up-to-date maps, and routes correspond to the actual roadway traveled. This enables precise route planning, navigation, and review of detailed trip history and vehicle paths to confirm timely arrivals and service completions.

3.1.2.13.2 The GPS Tracking System Application Vendor is responsible for identifying gaps in data during system implementation and will be further defined in the SOW. All gaps in data shall be investigated and acted upon by the Vendor. The Vendor shall report to WVDOT all data gap instances and proposed solutions including timelines to correct the cause. If the cause is not related to hardware malfunction, data transmission coverage issue, or installation fault, the Vendor shall provide a detailed report of actionable findings to the ordering agency. Reporting will occur within one (1) week of gap occurrence, in writing. Acceptable formats are .PDF, .txt, e-mail, or Word (.doc).

Yes, we provide an implementation team that provides a detailed analysis of your operations and provide a actionable findings to the ordering agency in a commonly used format (PDF, .txt, e-mail, or Word). This team provides an action plan for implementing the Motive platform.

3.1.2.13.3 The GPS System Mapping shall plot and provide latitude and longitude coordinates and nearest address if available. The pinged asset location or event-based data transmission should take no longer than thirty (30) seconds to be received via the GPS Tracking System Application overlay map. The ping or event-based data transmission will locate the asset regardless of ignition status.

Yes, the Motive system plots and provides both latitude/longitude coordinates and the nearest address for all assets. The Vehicle Gateway typically pings every 1-3 seconds, with pings available every 2 to 10 seconds and uploads occurring at least every 2 minutes, configurable to every minute; assets can be located on the overlay map in near real-time, and 'Locate My Asset' enables on-demand pings in as little as 2-4 minutes. The system allows asset location regardless of ignition status, and event-based data transmission occurs automatically with changes in bearing or speed, ensuring rapid updates within the specified time frame.

3.1.2.13.4 The GPS Tracking System Application overlay maps shall be easy to navigate for an accurate depiction of the assets daily movements. Easy navigation means web users are able to easily find and identify daily movements of assets in a consistent manner.

Yes, our GPS Tracking System Application overlay maps are designed to be easy to navigate and provide accurate depictions of assets' daily movements. Web users can consistently find and identify daily movements of assets through intuitive interfaces, smooth navigation, and customizable dashboards, ensuring reliable access to location and movement data.

3.1.2.13.5 The GPS Tracking System Application overlay maps shall load within (10) seconds.

The GPS Tracking System Application supports multiple overlays, including real-time traffic and weather, that can be displayed on the map. These overlays are designed to load efficiently for accurate and reliable fleet management, enabling live route planning and navigation with real-time visibility. Motive works with WVDOT to create customized map overlays for specific use cases and supports filtering of vehicles/drivers displayed on the map.

Motive event videos range between 10 and 40 seconds, depending on the type of event and if there are other events. For AI-triggered events, video duration includes: Hard Corner - 20 seconds, Close following - 10 seconds, Cell Phone Usage - 10 seconds, Driver Distraction - 10 seconds. Typically, the time before and after the event trigger is equal (about 6 seconds).

3.1.2.13.6 The GPS Tracking System Application overlay maps and asset location shall be updated within thirty (30) seconds when a device condition/health check is requested via the application portal.

Yes, our GPS tracking system updates asset location and overlays maps in near real-time, with location refresh times typically every 2 to 10 seconds and Vehicle Gateway pings at a minimum every 30 seconds. This ensures that when a device condition or health check is requested via the application portal, updates are provided within thirty seconds. Powered devices refresh location at least every 60 seconds, and the FleetView map is updated every few seconds.

3.1.2.13.7 The GPS Tracking System overlay mapping will be scalable to display individual assets up to and including a nationwide view.

Yes, the GPS tracking system overlay mapping is scalable to display individual assets as well as provide a nationwide view. The system uses a satellite-based positioning system and cellular networks to ensure continuous and accurate tracking, with overlays such as traffic, satellite, weather, and geofences available on the map. Fleetview supports multiple viewing layers and nationwide coverage with precise location tracking for all vehicles, equipment, and assets.

3.1.2.13.8 The GPS Tracking System Application mapping shall include selectable views allowing District, County, Region, and Zip Code boundaries to be added individually or in groups overlaid on the map display. Asset activity associated with these boundaries will be accessible in the Application and in report generation.

The mapping functionality includes selectable views allowing District, County, Region, and Zip Code boundaries to be added individually or in groups overlaid on the map display. This feature is in beta and will be available in the Motive Analytics app. Asset activity associated with these boundaries will be accessible in the application and in report generation once this feature moves out of beta.

3.1.2.14 GPS Tracking System Application Generated Reports

3.1.2.14.1 The GPS Tracking System Application shall generate the following pre-built (canned) reports through the secure internet site. All canned data will be available through the Application. All canned reports will be scalable, at a minimum, by:

- 3.1.2.14.1.1** Asset(s) ID
- 3.1.2.14.1.2** Asset Operator name and ID numbers **3**
- 3.1.2.14.1.3** GPS Tracking Device type and serial number
- 3.1.2.14.1.4** Asset(s) odometer value
- 3.1.2.14.1.5** Asset(s) summed milage
- 3.1.2.14.1.6** Alerts
- 3.1.2.14.1.7** Geofence locations(s)/violations
- 3.1.2.14.1.8** Ordering agency groups
- 3.1.2.14.1.9** Ordering agency hierarchy
- 3.1.2.14.1.10** VIN
- 3.1.2.14.1.11** Asset year
- 3.1.2.14.1.12** Asset manufacturer
- 3.1.2.14.1.13** Asset model
- 3.1.2.14.1.14** Asset fuel type

- 3.1.2.14.1.15** WVDOT defined regions
- 3.1.2.14.1.16** WVDOT assigned attributes

The system supports reporting on asset(s) ID, asset operator name and ID numbers, GPS tracking device type and serial number, asset(s) odometer value, asset(s) summed mileage, alerts, geofence locations/violations, ordering agency groups, ordering agency hierarchy, VIN, asset year, asset manufacturer, asset model, and asset fuel type.

3.1.2.15 GPS Tracking System Equipment Reports

3.1.2.15.1 The GPS Tracking System Application shall provide an on-demand report of all assigned assets in use. The report at a minimum will include:

- 3.1.2.15.1.1** Asset Id
- 3.1.2.15.1.2** WVDOT Hierarchy
- 3.1.2.15.1.3** Current dash odometer reading
- 3.1.2.15.1.4** Asset operator name and ID number
- 3.1.2.15.1.5** Asset year
- 3.1.2.15.1.6** Asset model
- 3.1.2.15.1.7** GPS tracking system device serial number
- 3.1.2.15.1.8** VIN
- 3.1.2.15.1.9** Location latitude and longitude, nearest address where available and geofence information

- 3.1.2.15.1 Yes, the GPS Tracking System Application provides on-demand reports of all assigned assets in use.
- 3.1.2.15.1.1 Asset ID is included in the report.
- 3.1.2.15.1.2 WVDOT hierarchy is included in the report as Groups.
- 3.1.2.15.1.3 Current dash odometer reading is included when available.
- 3.1.2.15.1.4 Asset operator name and ID number are included in the report.
- 3.1.2.15.1.5 Asset year is included in the report.
- 3.1.2.15.1.6 Asset model is included in the report.
- 3.1.2.15.1.7 GPS tracking system device serial number is included in the report.
- 3.1.2.15.1.8 VIN is included in the report.
- 3.1.2.15.1.9 Location latitude and longitude, nearest address where available, and geofence information are included in the report.

3.1.2.16 GPS Tracking System Equipment Alert Reports

3.1.2.16.1 The GPS Tracking System Application shall provide at a minimum the ability to generate an alert report queried by Asset ID and date parameters. This report shall be available on demand or as a scheduled daily, weekly or monthly delivered report. Alerts may be sent via e-mail, SMS or MMS. Alert data will include, but not be limited to:

- 3.1.2.16.1.1** Identifying the type and time of alert, example MIL command on (as applicable)
- 3.1.2.16.1.2** Excessive idling
- 3.1.2.16.1.3** Speeding
- 3.1.2.16.1.4** Off network
- 3.1.2.16.1.5** Non-reporting unit
- 3.1.2.16.1.6** Device disconnected
- 3.1.2.16.1.7** Battery or supply voltage near lower threshold
- 3.1.2.16.1.8** Diagnostic trouble code

3.1.2.16.1.9 Geofence entrance or exit
3.1.2.16.1.10 Unidentified operator

- 3.1.2.16.1 The GPS Tracking System Application provides the ability to generate alert reports queried by Asset ID and date parameters, available on demand or as scheduled daily, weekly, or monthly reports. Alerts can be sent via e-mail, SMS, or app notification.
- 3.1.2.16.1.1 The report identifies the type and time of alert for each event.
- 3.1.2.16.1.2 Excessive idling alerts are supported and logged.
- 3.1.2.16.1.3 Speeding alerts are supported and logged.
- 3.1.2.16.1.4 Off network alerts are available, such as Asset Gateway Offline and Vehicle Gateway Disconnect. 3.1.2.16.1.5 Non-reporting unit alerts are supported, including notification when a GPS unit is unresponsive for a defined period.
- 3.1.2.16.1.6 Device disconnected alerts are supported, including Asset Gateway Disconnect and Dashcam Disconnect. 3.1.2.16.1.7 Battery or supply voltage near lower threshold alerts are supported, such as low battery voltage notifications. 3.1.2.16.1.8 Diagnostic trouble code alerts are supported and logged.
- 3.1.2.16.1.9 Geofence entrance or exit alerts are supported and logged.
- 3.1.2.16.1.10 Unidentified operator alerts are supported, including Unidentified Trip and Unidentified Vehicle Motion.

3.1.2.17 GPS Tracking System Automobile Log Report

3.1.2.17.1 The GPS Tracking System Application shall provide a report with the following data points for each trip in report form within any time period where the data is accessible. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report:

- 3.1.2.17.1.1** Asset Id
3.1.2.17.1.2 Asset Operator name and ID number
3.1.2.17.1.3 WVDOT Hierarchy
3.1.2.17.1.4 Date and Time of travel
3.1.2.17.1.5 Begin trip dash odometer/dash hour meter
3.1.2.17.1.6 End trip dash odometer/dash hour meter
3.1.2.17.1.7 Trip milage
3.1.2.17.1.8 Engine hours
3.1.2.17.1.9 Trip start location- latitude and longitude, nearest address where available and geofence infonnation
3.1.2.17.1.10 Trip end location - latitude and longitude, nearest address where available and geofence information
3.1.2.17.1.11 Hyperlink to map for each location
3.1.2.17.1.12 Overnight storage location for date of trip(s)

- 3.1.2.17.1 The GPS Tracking System Application provides on-demand and scheduled reports (daily, weekly, monthly) for each trip within any accessible time period.
- 3.1.2.17.1.1 Asset Id: Yes, vehicle number is included in trip reports.
- 3.1.2.17.1.2 Asset Operator name and ID number: Motive provides each operator with an ID; normally, it is the employee ID
- 3.1.2.17.1.3 WVDOT Hierarchy: Yes, this hierarchy can be replicated via Groups
- 3.1.2.17.1.4 Date and Time of travel: Yes, trip reports include the date and time of travel, including first movement and last movement times.

- 3.1.2.17.1.5 Begin trip dash odometer/dash hour meter: Begin trip dash odometer/dash hour meter and End trip dash odometer/dash hour meter: The system can capture, calculate, and report on odometer readings and engine hours based on vehicle reporting and GPS distance. Engine-based measurements, including odometer readings and engine hours, are collected when available and can be included in maintenance and trip reports.
- 3.1.2.17.1.6 End trip dash odometer/dash hour meter:
- 3.1.2.17.1.7 Trip mileage: Yes, trip mileage is reported in trip reports.
- 3.1.2.17.1.8 Engine hours: Engine hours are collected and reported. Maintenance data captured includes engine hours, which can be reviewed in reports and used for maintenance scheduling and service history.
- 3.1.2.17.1.9 Trip start location- latitude and longitude, nearest address where available and geofence information: Yes, trip start location (including latitude/longitude, address, and geofence) is included in reports and trip history.
- 3.1.2.17.1.10 Trip end location - latitude and longitude, nearest address where available and geofence information: Yes, trip end location (including latitude/longitude, address, and geofence) is included in reports and trip history.
- 3.1.2.17.1.11 Hyperlink to map for each location: Yes, users can view trip details and historical vehicle paths on a map, including turn-by-turn breadcrumb trails.
- 3.1.2.17.1.12 Overnight storage location for date of trip(s): Yes, vehicle parking and overnight storage locations can be tracked and reported, including duration at each location.
- Reports are accessible via the Fleet Dashboard and can be downloaded or scheduled for delivery.

3.1.2.18 GPS Tracking System Usage Summary Report

3.1.2.18.1 The GPS Tracking System Application shall generate a total usage summary report within any time period where the data is accessible, for a little as a one-hour time period and up to a year, indicating actual number of assets used during the selected time period. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report. This report will be summed by Asset ID. This report will be detailed to reflect the:

- 3.1.2.18.2** Asset ID
- 3.1.2.18.3** WVDOT Hierarchy
- 3.1.2.18.4** Days used
- 3.1.2.18.5** Begin dash odometer/dash hour meter value
- 3.1.2.18.6** End dash odometer/dash hour meter value
- 3.1.2.18.7** Milage and/or hours used
- 3.1.2.18.8** Overnight storage location
- 3.1.2.18.9** Start latitude and longitude
- 3.1.2.18.10** End latitude and longitude
- 3.1.2.18.11** Nearest address where available
- 3.1.2.18.12** Hyperlink to map for each location
- 3.1.2.18.13** Any geofences the asset stopped within
- 3.1.2.18.14** Fuel used for the time period

- 3.1.2.18.1 – Yes. The system generates total usage summary reports for time periods from one hour to one year, available on demand or via scheduled delivery.
- 3.1.2.18.2 Asset ID – Yes. Asset ID is included in trip, asset, and geofence reports.
- 3.1.2.18.3 WVDOT Hierarchy – Yes. Hierarchy-based reporting is supported through configurable organizational structures.

- 3.1.2.18.4 Days used – Yes. Days of use are captured and included in usage and utilization reports.
- 3.1.2.18.5 Begin dash odometer/dash hour meter value – Yes. Start odometer and hour meter values are recorded and displayed in asset and trip reports.
- 3.1.2.18.6 End dash odometer/dash hour meter value – Yes. End odometer and hour meter values are included in usage summaries and trip reports.
- 3.1.2.18.7 Mileage and/or hours used – Yes. Mileage and engine hours used are calculated and included in the report.
- 3.1.2.18.8 Overnight storage location – Yes. Overnight location is captured using asset location and dwell reporting.
- 3.1.2.18.9 Start latitude and longitude – Yes. Start coordinates are included in trip and breadcrumb data.
- 3.1.2.18.10 End latitude and longitude – Yes. End coordinates are included in trip and breadcrumb data.
- 3.1.2.18.11 Nearest address where available – Yes. Nearest known address is automatically matched to GPS coordinates.
- 3.1.2.18.12 Hyperlink to map for each location – Yes. Location entries include clickable map links for review.
- 3.1.2.18.13 Any geofences the asset stopped within – Yes. Geofence stop data is captured and included in asset and trip reports.
- 3.1.2.18.14 Fuel used for the time period – Yes. Fuel usage is calculated and included where ECM data is available.

3.1.2.19 GPS Tracking System Activity Detail Report

3.1.2.19.1 This report shall show all of the asset activity data listed below, and be adjustable to any time range as for a little as a one-hour time period and up to a year. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report. WVDOT shall have the rights to pull up to one (1) month of time, in one request. This will be ping by ping (or event by event) for the time period requested. Map route tracking log will be available at a minimum for one (1) month in the Application portal and a minimum of two (2) years in the Application database. The report will provide, for each ping/event:

3.1.2.19.2	Asset ID
3.1.2.19.3	Asset Operator name and ID number
3.1.2.19.4	WVDOT Hierarchy
3.1.2.19.5	Latitude and longitude for each ping
3.1.2.19.6	End latitude and longitude
3.1.2.19.7	Asset hierarchy information
3.1.2.19.8	Hyperlink to map for each location
3.1.2.19.9	Nearest address where available
3.1.2.19.10	Date and time of each ping
3.1.2.19.11	Directional heading
3.1.2.19.12	Average speed
3.1.2.19.13	Max Speed
3.1.2.19.14	Instantaneous Speed
3.1.2.19.15	Posted Speed

- 3.1.2.19.1 Yes, the system supports reports showing asset activity data, adjustable to any time range, with on-demand and scheduled delivery options (daily, weekly, monthly). Reports can be filtered for periods as short as one hour and up to a year, and WVDOT can pull up to one month of data per request, with ping-by-ping (event-by-event) detail available in the application portal and database. Map route tracking

logs and trip history with turn-by-turn views are available for at least one month in the portal and longer in the database.

- 3.1.2.19.2 Yes, Asset ID is included in trip, asset, and geofence reports.
- 3.1.2.19.3 Yes, Asset Operator name and ID number are available in trip and activity detail reports by filtering for drivers and assets.
- 3.1.2.19.5 Yes, Latitude and longitude for each ping are included in trip history and asset movement reports.
- 3.1.2.19.6 Yes, End latitude and longitude are provided via trip start and end points in trip history reports.
- 3.1.2.19.7 Yes, Asset hierarchy information is available through group and asset filters in reports.
- 3.1.2.19.9 Yes, Nearest address is available in trip and activity detail reports via address filters and location data.
- 3.1.2.19.10 Yes, Date and time of each ping are included in trip and asset movement reports.
- 3.1.2.19.11 Yes, Directional heading is available in trip breadcrumbs and asset movement reports.
- 3.1.2.19.12 Yes, Average speed is included in trip and asset reports.
- 3.1.2.19.13 Yes, Max Speed is included in trip and asset reports.
- 3.1.2.19.14 Yes, Instantaneous Speed is included in trip and asset reports.
- 3.1.2.19.1 Yes, Posted Speed is included in trip and asset reports.

3.1.2.20 GPS System Fleet Asset Management Report

3.1.2.20.1 The Fleet Asset Management Report will be provided on a monthly basis and include the following data for the previous month time period:

3.1.2.20.2 Days used

3.1.2.20.3 Ending dash odometer reading

3.1.2.20.4 Ending hour-meter value

3.1.2.20.5 Asset ID

3.1.2.20.6 Asset Operator ID

3.1.2.20.7 Year/Make/Model

3.1.2.20.8 VIN

- 3.1.2.20.1 Yes, Motive provides Fleet Asset Management Reports on a scheduled basis, including monthly reporting for the previous month's data.
- 3.1.2.20.2 Yes, days used are reported and can be configured in asset utilization and dormancy reports.
- 3.1.2.20.3 Yes, ending dash odometer readings are included in the Odometer Report.
- 3.1.2.20.4 Yes, ending hour-meter values are included in the Odometer Report.
- 3.1.2.20.5 Yes, Asset ID is reported in asset tracking and gateway detail reports.
- 3.1.2.20.6 Yes, Asset Operator ID is available through asset assignment and reporting features.
- 3.1.2.20.7 Yes, Year/Make/Model is tracked for each asset in the fleet inventory and management system.
- 3.1.2.20.8 Yes, VIN is included for each vehicle asset in inventory and reporting features.

3.1.2.21 GPS Tracking System Speeding Violation Report

3.1.2.21.1 A Speeding Violation Report shall be provided on a weekly basis. This report will show the raw data and data in graph form. The report shall be available in .PDF and Excel. The Vendor shall provide a subject matter expert to stand behind their data in a court of law if required. If required by an agency to provide a subject matter expert in a court of law, the WVDOT shall pay for any costs and expenses incurred by the Vendor to satisfy the WVDOT's request. This report will include and be scalable by:

3.1.2.21.2 Asset ID

3.1.2.21.3	Asset Operator name and Id number
3.1.2.21.4	WVDOT hierarchy
3.1.2.21.5	Average speed
3.1.2.21.6	Minimum speed
3.1.2.21.7	Maximum speed
3.1.2.21.8	Duration of speed
3.1.2.21.9	Posted speed
3.1.2.21.10	Latitude and longitude
3.1.2.21.11	Hyperlink to map for each location
3.1.2.21.12	Nearest address where available
3.1.2.21.13	WVDOT defined hierarchy

- 3.1.2.21.1 Yes, a Speeding Violation Report can be provided on a weekly basis, displaying raw data and data in graph form, and is available in PDF and Excel formats. Motive can provide a subject matter expert to stand behind the data in a court of law if required, with costs and expenses covered by WVDOT as specified.
- 3.1.2.21.2 Reports can be scaled by Asset ID.
- 3.1.2.21.3 Reports can be scaled by Asset Operator name and ID number.
- 3.1.2.21.4 Reports can be scaled by organizational hierarchy, such as group, business unit, division, or geographic area. 3.1.2.21.5 Average speed is included in the report.
- 3.1.2.21.6 Minimum speed is included in the report.
- 3.1.2.21.7 Maximum speed is included in the report.
- 3.1.2.21.8 Duration of speed is included in the report.
- 3.1.2.21.9 Posted speed is included in the report.
- 3.1.2.21.10 Latitude and longitude are included in the report.
- 3.1.2.21.11 Hyperlinks to map locations are included in the report.
- 3.1.2.21.12 Nearest address where available is included in the report.
- 3.1.2.21.13 Reports can be scaled by WVDOT defined hierarchy.

3.1.2.22 GPS Tracking System Overnight Storage Report

3.1.2.22.1 The Overnight Storage Report shall be provided on a monthly basis and cover a one-month time period, but will also be available on demand and for any time period up to one (1) year of data. This report shall identify the overnight storage location for all assets and will include:

3.1.2.22.1.1	Asset ID
3.1.2.22.1.2	Asset Operator name and Id number
3.1.2.22.1.3	WVDOT hierarchy
3.1.2.22.1.4	Date
3.1.2.22.1.5	Time
3.1.2.22.1.6	Begin of day location latitude and longitude and nearest address where available
3.1.2.22.1.7	End of day location latitude and longitude and nearest address where available
3.1.2.22.1.8	Hyperlink to map for each location
3.1.2.22.1.9	Miles traveled
3.1.2.22.1.10	Engine hours for the day

- 3.1.2.22.1 The Overnight Storage Report can be provided on a monthly basis, is available on demand, and covers any time period up to at least one year of data.
- 3.1.2.22.1.1 Asset ID is included.
- 3.1.2.22.1.2 Asset Operator name and ID number are included.
- 3.1.2.22.1.4 Date is included.
- 3.1.2.22.1.5 Time is included.
- 3.1.2.22.1.6 Begin of day location latitude and longitude and nearest address where available are included.
- 3.1.2.22.1.7 End of day location latitude and longitude and nearest address where available are included.
- 3.1.2.22.1.8 Hyperlink to map for each location is included.
- 3.1.2.22.1.9 Miles traveled is included.
- 3.1.2.22.1.10 Engine hours for the day are included.

3.1.2.23 GPS Tracking System Key Fob "frequently operated button" Compliance Report (Asset Operator ID)

3.1.2.24 The Key Fob Compliance Report shall be provided on a weekly basis, and on demand. The ordering agency will also have rights to pull this report for any time-period up to one (1) year. This report shall provide, per trip, if an asset operator was assigned for the trip. This report will show the raw data and the data in graph format acceptable to ordering agency.

The system provides automatic annotation for any moves made within a yard to reduce the number of unidentified driving events. We offer several reports within the Fleet Dashboard providing insight into how many unidentified trips are in the system. These reports can accessed on-demand or schedule for delivery.

3.1.2.25 Malfunction Indicator Lamp Report

3.1.2.25.1 The Malfunction Indicator Lamp (MIL) report shall be schedulable, on all applicable asset(s), and contain, at a minimum, the following data points:

- 3.1.2.25.2** VIN
- 3.1.2.25.3** Asset ID
- 3.1.2.25.4** WV DOT hierarchy
- 3.1.2.25.5** License Number
- 3.1.2.25.6** Year
- 3.1.2.25.7** Make
- 3.1.2.25.8** Model
- 3.1.2.25.9** Fuel Type
- 3.1.2.25.10** MIL status on/off
- 3.1.2.25.11** Active DTCs

- 3.1.2.25.1 Yes, the Malfunction Indicator Lamp (MIL) report is schedulable for all applicable assets, and includes MIL status and active diagnostic trouble codes (DTCs).
- 3.1.2.25.2 Yes, the report contains the VIN.
- 3.1.2.25.3 Yes, the report contains the Asset ID.
- 3.1.2.25.4 Customer hierarchy is supported through our Groups and Custom Roles/Permissions function.
- 3.1.2.25.6 The report contains the Year.
- 3.1.2.25.7 The report contains the Make.
- 3.1.2.25.8 The report contains the Model.
- 3.1.2.25.9 Fuel Type are available as vehicle profile attributes and can be included in report formats. Fuel type, including EV, can be designated and reported.
- 3.1.2.25.5. The report contains the License Number.

- 3.1.2.25.10 The report provides MIL status (on/off).
- 3.1.2.25.11 The report provides active DTCs.

3.1.2.25.12 Monitor status (complete/incomplete)

3.1.2.25.12.1 Catalyst

3.1.2.25.12.2 Fuel System

3.1.2.25.12.3 Oxygen Sensors

3.1.2.25.12.4 Oxygen Sensors Heater

3.1.2.25.12.5 Secondary Air System

3.1.2.25.12.6 Misfire

3.1.2.25.12.7 Comprehensive Component

3.1.2.25.12.8 Exhaust Gas Recirculation System

3.1.2.25.12.9 Evaporative System

3.1.2.25.12.10 Heated Catalyst

- 3.1.2.25.12 Monitor status (complete/incomplete): Yes, we monitor the status as complete/ incomplete.
- 3.1.2.25.12.1 Catalyst: Yes, we monitor the status of the catalyst.
- 3.1.2.25.12.2 Fuel System: Yes, we monitor the status of the Fuel System, including reporting irregularities in fuel pressure, pump performance, or injector functionality and surfacing related diagnostic trouble codes.
- 3.1.2.25.12.3 Oxygen Sensors: Yes, we monitor issues with oxygen sensors and report related emissions system codes.
- 3.1.2.25.12.4 Oxygen Sensors Heater: Yes, we monitor and report diagnostic trouble codes related to oxygen sensor heaters as part of emissions system monitoring.
- 3.1.2.25.12.5 Secondary Air System: Yes, we monitor the status of the secondary air system.
- 3.1.2.25.12.6 Misfire: Yes, we detect and report engine misfire codes through real-time engine health monitoring.
- 3.1.2.25.12.7 Comprehensive Component: Yes, we monitor the status of the comprehensive component.
- 3.1.2.25.12.8 Exhaust Gas Recirculation System: Yes, we monitor and report issues with the exhaust gas recirculation (EGR) system as part of emissions system codes.
- 3.1.2.25.12.9 Evaporative System: Yes, we detect and report diagnostic trouble codes related to the evaporative system as part of emissions system monitoring.
- 3.1.2.25.12.10 Heated Catalyst: Yes, we monitor the status of the heated catalyst.

3.1.2.25.13 The MIL Report shall have the following filters based on current BAR/CARB program requirements and regulations:

3.1.2.25.13.1 Pass

3.1.2.25.13.2 Fail

3.1.2.25.13.3 Ineligible - indicates asset not subject to BAR/CARB smog check

3.1.2.25.13.4 CTP indicates assets participating in the BAR/CTP program

Yes, the required MIL Report filters based on current BAR/CARB Program will be available to WVDOT, as we are actively pursuing the BAR/CARB program.

3.1.2.26 GPS Tracking System Custom Reporting Requirements

3.1.2.26.1 The Vendor shall work with the WVDOT to develop and satisfy the evolving reporting needs. Reports will be defined in future SOWs and shall be created as part of the Contract with no additional charges to ordering agency. Reports may be one-time reports, for a particular project or need, or regularly scheduled reports, delivered by e-mail when size allows, or available for download through the Application. All reports are scalable by the same parameters as the canned reports. All reports shall include the WVDOT's defined asset hierarchy. WVDOT agency defined asset operator hierarchy will also be included whenever a report requires asset operator information.

Yes, we can work with WVDOT to develop and satisfy evolving reporting needs, including reports defined in future SOWs, created as part of the contract with no additional charges to the ordering agency. Reports may be one-time or regularly scheduled and can be delivered by email or downloaded through the application. All reports are scalable by the same parameters as canned reports and will include WVDOT's defined asset hierarchy, as well as agency-defined asset operator hierarchy when required. In most case reports can be created in a self-service fashion using Motive Analytics.

3.1.2.27 GPS System Application Program Interface (PI)

3.1.2.27.1 The PI shall be capable of providing bidirectional, real-time information transfer between:

3.1.2.27.2 The Application

3.1.2.27.3 WVDOT Fleet Management Software

3.1.2.27.4 ELD

3.1.2.27.5 WVDOT Fuel Master System

- 3.1.2.27.1 Yes, our platform supports bidirectional, real-time information transfer via APIs.
- 3.1.2.27.2 Yes, we enable real-time integration with various applications through open APIs and pre-built integrations.
- 3.1.2.27.3 Yes, Motive can integrate with fleet management systems using APIs and turn-key integrations; specific compatibility with WVDOT Fleet Management Software would need confirmation with our technical team.
- 3.1.2.27.4 Yes, Motive provides FMCSA-certified ELD with real-time data transfer and integration capabilities.
- 3.1.2.27.5 Yes, our system can link asset data with fuel management systems and supports real-time data capture at the pump. Our professional services team can work with WVDOT to develop this integration.

3.1.2.27.6 The GPS Tracking System PI will provide one directional, real-time information to the Equipment Division Fleet Coordinator and WVDOT ESRI software. The Application information transfer shall be seamless, undetectable to log in users, and shall not require portal exit log out to execute. Information must be accessible to authorized fleet managers. All interface requirements will be further defined in future SOWs.

Yes, the GPS tracking system provides real-time, directional information for fleet coordinators and authorized managers. Data is accessible to authorized fleet managers through the Motive platform, and the application does not require users to log out or exit the portal for information transfer. Seamless access and transfer of information are supported for fleet management operations.

3.1.2.27.7 The GPS tracking system required data elements shall be collected and an ability provided to integrate those data elements via free APIs into third-party application for reporting. Third-party application could include fleet asset management software, such as AssetWorks.

Yes, the GPS tracking system collects required data elements, including GPS location, speed, bearing, fuel level, engine metrics, and more. We provide the ability to integrate these data elements via open APIs into third-party applications for reporting, including fleet asset management software such as AssetWorks. Motive has a pre-built integration with AssetWorks, supporting automated data sync for vehicle/asset locations, meter readings, engine hours, and fault codes.

3.1.2.27.8 The GPS Tracking System shall push available industry standard diagnostic information to the fleet management software, as required by the WVDOT.

Yes, the GPS tracking system automatically collects and transmits industry standard diagnostic information, including speed, fuel levels, odometer readings, and fault codes, to the fleet management software. Data is securely sent to the cloud for live updates, supporting compliance and operational efficiency requirements such as those from the WVDOT.

3.1.2.27.9 The GPS Tracking System shall push dash odometer, dash hour-meter, engine hour usage, days of use, overnight storage location, and other usage information to be determined, as needed to the WVDOT fleet management software.

Yes, the GPS Tracking System can push dash odometer readings, dash hour-meter, engine hour usage, and overnight storage location to fleet management software. Motive captures and reports vehicle data including odometer, engine hours, GPS location, and usage metrics in real-time and historical reports, and supports integration with external fleet management platforms. Days of use and other usage information can be included in standard and custom reporting, with options for further integration and data sharing as needed.

3.1.2.27.10 The GPS Tracking System shall pull asset information, such as hierarchy, year, make, model, VIN, license plate and other asset identifying information, as needed from the fleet management software.

Yes, the Motive system can store and manage a comprehensive set of asset information, including hierarchy, year, make, model, VIN, license plate, and other identifying details. Users can configure and search for vehicle assets using these attributes, and the system supports real-time and historical data collection for effective fleet management.

3.1.2.27.11 Further GPS Tracking System data definitions, data mapping specifications, and Representational State Transfer Architecture (RESTful) services will be developed during SOW for system implementation.

Yes, further GPS Tracking System data definitions, data mapping specifications, and Representational State Transfer Architecture (RESTful) services will be developed collaboratively during the Statement of Work (SOW) for system implementation. Motive supports open APIs and bulk upload templates for importing GPS locations and integrating with partner solutions, enabling flexible data mapping and system interoperability. We will work closely with your team to define and implement the required RESTful services and data specifications to meet operational needs.

3.1.2.27.12 The GPS Tracking System roadmap shall be developed during the SOW for the implementation and agreed upon by the Vendor and WVDOT. The Roadmap shall include potential changes in WVDOT needs, fleet management software or need for other changes to the data definitions or RESTful services. The Vendor will be required to work with WVDOT to obtain a successful resolution to any changing needs.

Yes, we will develop the GPS Tracking System roadmap during the SOW for implementation and ensure it is agreed upon by both Motive and WVDOT. The roadmap will address potential changes in WVDOT needs, fleet management software, and required updates to data definitions or RESTful services, with Motive working collaboratively with WVDOT to resolve any evolving requirements successfully.

3.1.2.27.13 The GPS Tracking System security and privacy of the PI will meet or exceed the security and privacy requirements of the Application.

Yes, the GPS Tracking System security and privacy of personally identifiable information (PII) meet or exceed the security and privacy requirements of the Application. Motive adheres to industry standards and certifications such as SOC2 Type II, ISO 27001, and PCI DSS, and maintains comprehensive data privacy and protection policies, including role-based access controls, encrypted data communication, and regular security audits. Our approach ensures robust safeguards for PII and aligns with regulatory requirements.

3.1.2.27.14 The GPS Tracking System terms of service and service level for the PI will be established by a collaborative team comprised of the Vendor and WVDOT and information technology groups and shall be detailed during the SOW for system implementation. The Vendor shall obtain WVDOT and Information Technology written approval prior to commencement.

Yes, Motive agrees. We will work collaboratively with WVDOT and the Information Technology groups to establish the terms of service and service levels during the implementation SOW. Written approval will be obtained prior to commencement.

3.1.2.27.15 Any licensing (interface, data, code) and any policies will be provided in writing by the Vendor. The Vendor must obtain WVDOT and IT written approval prior to making commitments.

Yes, Motive provides written documentation for all licensing, including interface, data, and code, as well as relevant policies. Approval for integration and access is based on compliance with Motive's technical, security, and business standards, and written approval is obtained prior to commitments.

3.1.2.27.16 The GPS Tracking System Vendor shall maintain a Changelog, in writing, to be provided to WVDOT. The Changelog will include records of requests for changes from ordering agency, new version released information, changes between versions, bugs found, bug solutions, patch data, project phases, and other changes as decided by ordering agency.

The Changelog will include a minimum date of change, date of ordering agency notification, bugs or errors arising from changes, and other information as needed by the WVDOT Vendor Technical Lead.

Yes, we maintain a written changelog documenting requests for changes from ordering agencies, new version release information, changes between versions, bugs found and resolved, patch data, project phases, and other relevant changes. The changelog includes the date of change, date of ordering agency notification, details of

bugs or errors arising from changes, and any additional information as required by the WVDOT Vendor Technical Lead. This process is governed by our change management procedures, which ensure thorough documentation and stakeholder notification for all production changes and releases.

3.1.2.27.17 The GPS Tracking System PI shall be available twenty-four (24) hours a day, seven (7) days a week, including all holidays, unless notification is given twenty-four (24) hours in advance, for updates or upgrades to the PL The updates or upgrades to PI should be completed after regular business hours of 6 AM to 5 PM Eastern Standard time. The State does not expect 100% uptime, but the level of service provided with this contract will include a twenty-four (24)-hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.

Yes, the GPS Tracking System is available 24/7, including holidays, to accommodate global access. Maintenance updates are scheduled during low traffic times overnight, outside of regular business hours, with the objective of minimizing impact, and a 24-hour notice is provided for scheduled maintenance. While 100% uptime is not guaranteed, we have established a 99.5% availability objective and have historically performed above 99.9%, with a 99.99% uptime SLA for user APIs; unanticipated downtime is addressed promptly.

3.1.2.27.18 The GPS Tracking System vendor shall be required to provide end user and administrative training for WVDOT for use of the PL The vendor shall be required to provide detailed training documentation that will be used in train the trainer scenario. The vendor shall include an hourly rate for both onsite and virtual training. Pricing shall be included on Pricing Page, Exhibit A. Training needs will be defined in a future SOW.

Yes, we provide end user and administrative training for use of the GPS Tracking System, including train-the-trainer scenarios with detailed training documentation. Both onsite and virtual training options are available, and hourly rates for these services can be included on the Pricing Page, Exhibit A, as requested. Training needs can be defined and scoped in a future SOW.

3.1.2.27.19 The Vendor shall provide support for the GPS Tracking System PI at no additional cost to the ordering agencies, as any other service in the contract. Technical and Application support shall be included on the Pricing Page, Exhibit A.

Yes, technical and application support for the GPS Tracking System is included at no additional cost as part of the contract. All initial training, support, and installation are provided by Motive and are included in the proposal package for ordering agencies. There are no hidden fees or additional charges for support services, except for optional professional installation if requested.

3.1.2.27.20 The Vendor shall patch operating software for vulnerability, at a minimum, every thirty (30) calendar days.

Yes, we patch vulnerabilities upon finding them. Our security policies mandate that all critical vulnerabilities and patches, including those for the OS and third-party software, are applied within 30 days of release. The process is automated and validated by our Security team according to our vulnerability management program.

3.1.2.27.21 The Vendor shall be required to complete a cloud SaaS addendum as required by the State of West Virginia. This addendum shall be signed upon contract award. A copy of the addendum is located in Exhibit C.

Yes, we acknowledge the addendum included in Exhibit C. We will complete the State of West Virginia's cloud SaaS Addendum and sign it upon contract award, as required.

Additionally, Motive requests the opportunity to include our government-specific terms during contract finalization, as these terms align directly with the products and services being provided. Motive remains committed to working with WVDOT to finalize terms that accurately reflect the services delivered.

3.1.2.28 GPS Tracking System Security

3.1.2.28.1 The GPS Tracking System minimum standards for security are listed below:

3.1.2.28.1.1 The Vendor shall have a written risk management process for data loss and data breach of servers, web application, PI, devices, or asset through devices. This will be provided to WVDOT in the SOW for the implementation.

Yes, we have a written risk management process for data loss and data breach of servers, web applications, personal information, devices, or assets through devices. The Information Security Office maintains a risk management program, and Motive maintains an organization-wide incident response plan, which is tested at least annually and includes data breach notification and remedies for incidents. These processes can be provided to WVDOT in the Statement of Work (SOW) for implementation.

3.1.2.28.1.2 The GPS Tracking System Data Warehouse security processes, firewalls, and communication encryption shall be provided in writing in the SOW that will be developed for implementation.

Yes we comply with industry-leading security standards for our GPS tracking system data warehouse by implementing robust security processes, including AES-256 encryption for data at rest and TLS 1.2 or higher for data in transit. Firewalls are deployed at network segment points, leveraging AWS network security controls and dedicated firewalls for on-premise office networks. Communication encryption is enforced using HTTPS with RSA certificates signed by trusted authorities, and network access controls and security groups are used to maintain strict connectivity policies. These measures will be documented in writing in the Statement of Work (SOW) developed for implementation.

3.1.2.28.1.3 The Vendor will be required to comply with Advanced Encryption Standard 256 (AES 256) or greater for data transmissions, including ordering agency-to-server, server-to-server communication, as well as any data transfer between core systems and third-party systems wired or wireless. Unencrypted communication is permissible within a protected authorized boundary, for example, internal server-to-server communications within a protected Amazon Web Services (AWS) Virtual Private Cloud (VPC).

Yes, we comply with Advanced Encryption Standard 256 (AES-256) for data at rest and enforce TLS 1.2+ with HTTPS and RSA certificates for all data transmissions, including agency-to-server, server-to-server, and data transfers between core systems and third-party systems, whether wired or wireless. Supervisory and administrative functions are not permitted over unencrypted external links.

3.1.2.28.1.4 The vendor will be required to adhere to the West Virginia Office of Technology Policies & Procedures

(<https://technology.wv.gov/policy-governance/ot-policies>)

Motive acknowledges the requirement to adhere to the West Virginia Office of Technology Policies & Procedures. Compliance review will be conducted at the appropriate stage of the procurement process. Our legal team

ensures adherence to relevant laws and requirements. For more details, refer to our documented IT Security Policies and compliance practices available at our Trust Center: <https://trust.gomotive.com/>.

3.1.2.28.1.5 The Vendor shall ensure that the physical data centers only allow access to authorized personnel.

Yes. Physical data center access is restricted to authorized personnel only, as managed by Amazon Web Services.

3.1.2.28.1.6 The Vendor shall ensure physical data centers have back up power capable of sustaining data center power needs with the ability to, at a minimum, permit restoration of data collection and user monitoring services within twenty-four hours after power failure.

Yes, our data centers are designed to anticipate and tolerate failure while maintaining service levels, including resilient/redundant power to all relevant networking and server infrastructure. Core applications are deployed to an N+1 standard, ensuring that in the event of a data center failure there is sufficient capacity to enable traffic to be load-balanced to the remaining sites, supporting rapid restoration of services within required timeframes.

3.1.2.28.1.7 The GPS Tracking System Application shall employ Secure File Transfer Protocol and Secure Hypertext Transfer Protocol.

Yes, the GPS Tracking System Application employs Secure Hypertext Transfer Protocol (HTTPS) for secure data transfer. Motive enforces in-transit encryption over both internal and external networks using HTTPS with RSA certificates, a minimum public key length of 2048 bits, and SHA-256 signatures. Secure file transfer protocols such as secure FTP are also supported for transferring data securely between systems.

3.1.2.28.1.8 The vendor shall audit its own security policies and procedures at least yearly and update/upgrade as technology advances. The vendor shall provide a copy of the annual audit at no cost. The data contained in the annual report will be certified by the Vendor for accuracy.

Yes, we audit our security policies and procedures at least annually and update them as technology advances. We provide a copy of our annual SOC 2 audit report at no cost, and the data in the report is certified for accuracy by an independent third party.

3.1.2.28.1.9 The vendor will ensure all data will be backed up daily. All data backups will be restored and tested annually to ensure that the backups' data integrity is preserved. The vendor must coordinate with the agency the test validation and provide the results -of the validated restore.

Yes, we perform daily backups of all customer data. Restoration procedures and backup media are tested at least annually to ensure data integrity is preserved. Backup restoration tests are coordinated and validated, and results are available for review as required.

3.1.2.28.1.10 The GPS System asset data shall be securely encrypted during transmission from the embedded or aftermarket device and transmitted via cellular and satellite network, or combination of data transmission services to the Vendor's owned data warehouse. The vendor shall provide data in the event WVDOT decides to provide cloud storage in a State operated environment.

Yes, the GPS system asset data is securely encrypted during transmission using HTTPS with RSA certificates and a minimum public key length of 2048 bits, signed with SHA-256 and RSA encryption, and only safe ciphers are used. Data is transmitted primarily via cellular networks, including AT&T 4G LTE and 3G fallback, as well as 4G CAT-M1 for the Motive Asset Gateway Mini; Wi-Fi backup may also supplement vehicle data transmission. We can provide data to support cloud storage in a State-operated environment as required by WVDOT.

3.1.3 Training

3.1.3.1 Manufacturers and/or dealers will be required to stage a thorough seminar about Preventative Maintenance, Operator, and Mechanic Training. To keep operators and mechanics updated, the successful vendor shall conduct training sessions covering the operation, maintenance, troubleshooting with each purchase order against this open-ended contract.

Manufacturers and/or dealers shall be required to furnish the Training Academy with one (1) Operator's Manual to be shipped directly to:

WVDOH Training Academy

P.O. Box 610

Buckhannon, West Virginia 26201

Prior to delivery of the pilot unit. Training seminar to be held at the WVDOT, Equipment Division, Buckhannon, WV 26201.

Motive acknowledges the requirement for operator, mechanic, and preventative maintenance training. We provide a comprehensive initial training session covering operation, maintenance, and troubleshooting, supported by a train-the-trainer model that equips customer personnel to deliver ongoing instruction internally. Operator manuals and training materials can be shipped directly to the specified Training Academy address prior to pilot unit delivery. Motive also provides ongoing access to online resources, including our Help Center, and can offer remote refresher sessions as needed.

3.1.4 Warranty and Service Policy:

3.1.4.1 The bid shall include a breakdown of the complete manufacturers warranty per section. The unit must be accompanied upon delivery with a (2) two-year or better warranty and service policy. The warranty claim should be filed by a WVDOT employee by contacting the warranty provider by calling or placing it online.

All Motive hardware devices are backed by a five (5) year hardware warranty, exceeding the two-year minimum requirement. The warranty covers hardware defects or issues that arise within this period, and support is provided as long as there is a valid software subscription. Warranty claims can be filed by contacting Motive support via phone at +1-855-434-3564, email at support@gomotive.com, or through online support channels, and the process includes remote diagnosis, RMA issuance, and shipment of replacement units at no cost to WVDOT.

3.1.5 Customer Support/Software Support

Vendor shall provide support that meets or exceeds the following features:

3.1.5.1 Customer and Software Support utilizing a primary support phone number, ticket portal, primary support email address

Motive provides customer and software support through a primary support phone number (+1 855-434-3564), a Support Portal for ticket creation and tracking, and a primary support email address (support@gomotive.com). All support channels are available 24/7/365 for drivers, fleet managers, and administrators. The Support Portal allows users to create and track tickets, and support inquiries can also be submitted via webform, phone, chat, or email.

3.1.5.2 Include (24/7) telephone call support, chat support and email support, both with a maximum vendor response time of (1) hour.

We provide 24/7/365 support via telephone, chat, and email for all users, including drivers and administrators. Our First Response Time (FRT) goals are 45 seconds for voice and chat, and 1 hour for email and webform, with over 90% attainment for voice and chat and an average email FRT of 58 minutes. Support is available in English, Spanish, and French.

3.1.5.3 Include remote troubleshooting where a technician can remotely connect to the software to diagnose and fix the issue without needing to be on-site.

Yes, Motive provides remote troubleshooting where technicians can remotely connect to the software to diagnose and fix issues without needing to be on-site. All Motive hardware devices are cloud-connected and support remote diagnostics, enabling technicians to monitor device health, query hundreds of metrics, and resolve most issues remotely. In rare cases where remote troubleshooting is insufficient, on-site support may be dispatched.

3.1.5.4 Provides a work around solution before a bug or glitch has been addressed.

Yes, we provide workaround solutions to address bugs or glitches before a permanent fix is deployed. For example, users are advised to clear the app cache or restart their device to resolve temporary software glitches in the Motive Mobile App.

3.1.5.5 Shall include access to a securely protected customer portal or an equivalent that provides account management, integrated chat, file sharing and security, ticket tracking system, or better.

Yes, we provide access to a securely protected customer portal that offers account management and a ticket tracking system. The portal is protected by SSO and role-based access controls, and users can manage their accounts, view pending and active cases, and utilize self-service options for account actions.

3.1.5.6 The vendor must be available "On Call" basis in case of emergencies after normal business hours. Vendor must provide emergency services in the event of a system failure or any emergency. The Agency is a 24 hour per day/7 day a week operation; as a result, the system is always operational. The Vendor will be authorized to bill for emergency services based on the hourly rate in Exhibit A Pricing Page. Any work performed on an emergency basis must be approved and coordinated by Agency personnel.

We provide 24/7/365 support and are available on an on-call basis in case of emergencies after normal business hours. Emergency services are offered in the event of a system failure or any emergency, and our system is always operational to support 24/7 agency operations.

3.1.5.7 Vendor must be capable of providing an onsite resource within twenty four (24) hours of request for onsite assistance. This is necessary in emergency situations due to the critical nature of our Agency.

Motive will provide an onsite resource within 24 hours of request of onsite assistance.

4 CONTRACT AWARD:

4.1 **Contract Award:** The Contract is intended to provide Agencies with a purchase price on all Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.

4.2 **Pricing Pages:** Vendor should complete the Pricing Pages (Exhibit A) Vendor should take estimated Quantity and multiply by unit priced to get grand total.

The Pricing Pages contain a list of the Contract Items and estimated purchase volume. The estimated purchase volume for each item represents the approximate volume of anticipated purchases only. No future use of the Contract or any individual item is guaranteed or implied.

Vendor should electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document. In most cases, the Vendor can request an electronic copy of the Pricing Pages for bid purposes by sending an email request to the following address: John.W.Estep@wv.gov.

Motive has completed the pricing page Exhibit A.

5 ORDERING AND PAYMENT:

5.1 **Ordering:** Vendor shall accept orders through wvOASIS, regular mail, facsimile, e-mail, or any other written form of communication. Vendor may, but is not required to, accept on-line orders through a secure internet ordering portal/website. If Vendor has the ability to accept on-line orders, it should include in its response a brief description of how Agencies may utilize the on-line ordering system. Vendor shall ensure that its on-line ordering system is properly secured prior to processing Agency orders on-line.

Motive acknowledges this requirement.

5.2 Payment: Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

Motive acknowledges this requirement.

6 DELIVERY AND RETURN:

6.1 Delivery Time: A completed pilot model for inspection must be provided within (5) five working day(s) after receipt of the pilot model order, by the successful vendor. Vendor shall deliver standard orders within (15) fifteen calendar days after orders are received. Vendor may ship orders without completion but will not receive payment for devices until minimum quantity has been received.

Motive acknowledges this requirement.

6.2 Late Delivery: The Agency placing the order under this Contract must be notified in writing if orders will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the delayed order, and/or obtaining the items ordered from a third party.

Any Agency seeking to obtain items from a third party under this provision must first obtain approval of the Purchasing Division.

Motive acknowledges this requirement.

6.3 Delivery Payment/Risk of Loss: Standard order delivery shall be F.O.B. destination to the Agency's location. Vendor shall include the cost of standard order delivery charges in its bid pricing/discount and is not permitted to charge the Agency separately for such delivery. The Agency will pay delivery charges on all emergency orders provided that Vendor invoices those delivery costs as a separate charge with the original freight bill attached to the invoice.

Motive acknowledges this requirement.

6.4 Return of Unacceptable Items: If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.

Motive acknowledges this requirement.

- 6.5 Return Due to Agency Error:** Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.

Motive acknowledges this requirement.

- 6.6 Condition of Unit(s) Upon Delivery:** All units must arrive at the prescribed delivery point having been completely pre-serviced with oil, lubricants, and coolant. All prescribed precautions pertaining to first operations and break in of the unit are to be posted conspicuously on the unit for ready observance by the operator.

Motive acknowledges this requirement.

- 6.7 Delivery Point:** Delivery point of the completed Device Unit should be delivered to:

WVDOH Equipment Division,

Attention: JD Haller

RT. 33 and Brushy Fork Road,
Buckhannon, WV 26201

6.7.1 Delivery point of software should be delivered to:

**WVDOH - Information Technology
Attention: Gabby Selbe,
gabby.selbe@wv.gov, 1900 Kanawha
Blvd East, Building 5, Room 729
Charleston WV, 25305**

Motive acknowledges this requirement.

7 VENDOR DEFAULT:

- 7.1 The following shall be considered a vendor default under this Contract.

7.1.5 Failure to provide Contract Items in accordance with the requirements contained herein.

7.1.6 Failure to comply with other specifications and requirements contained herein.

7.1.7 Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.

7.1.8 Failure to remedy deficient performance upon request.

Motive acknowledges these requirements.

7.2 The following remedies shall be available to Agency upon default.

7.2.5 Immediate cancellation of the Contract.

7.2.6 Immediate cancellation of one or more release orders issued under this Contract.

7.2.7 Any other remedies available in law or equity.

Motive acknowledges these requirements.

8 MISCELLANEOUS:

8.1 No Substitutions: Vendor shall supply only Contract Items submitted in response to the Solicitation unless a contract modification is approved in accordance with the provisions contained in this Contract.

Motive acknowledges this requirement.

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.

Motive acknowledges this requirement.

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.

Motive acknowledges this requirement.

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: Adam Roll

Telephone Number: 616.755.3500

Fax Number: N/A

Email Address: adam.roll@gomotive.com



State of West Virginia, Department of Administration

81260040 Winter Fleet Management Tracking RFP

Appendix 1 - Supplemental Information

Prepared by:

Motive Technologies, Inc.

Adam Roll

Regional Vice President, Public Sector

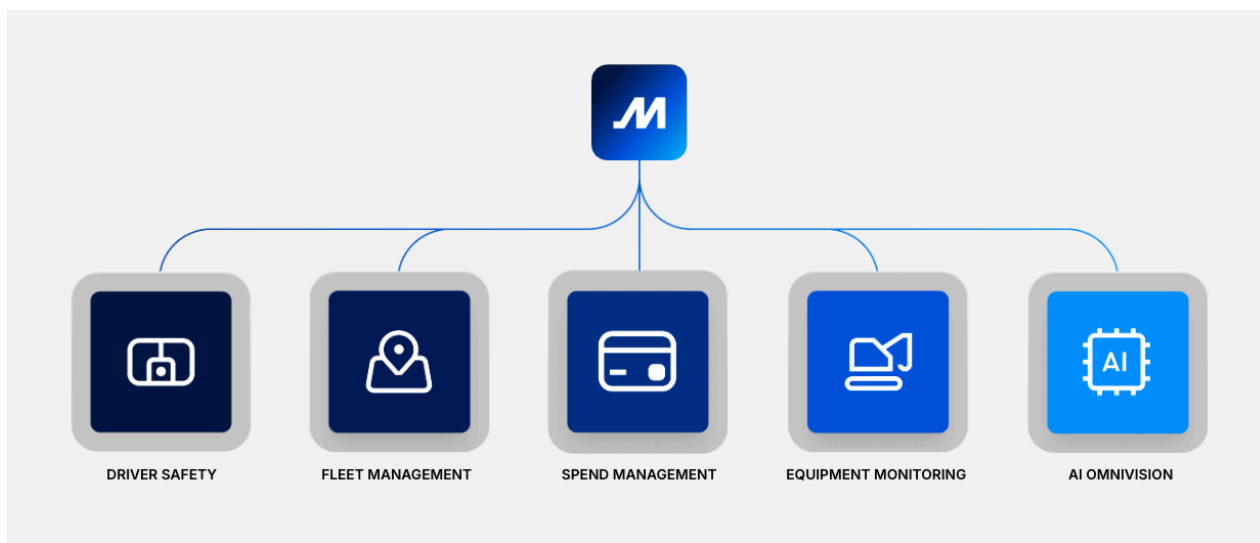
Adam.Roll@gomotive.com

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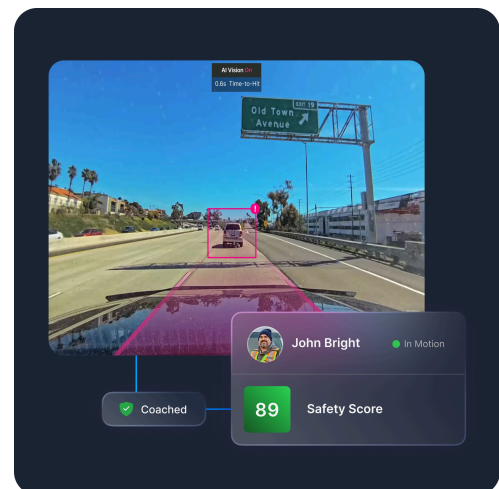
Motive Platform

Motive empowers organizations that run physical operations by providing a comprehensive platform that enhances safety, productivity, and profitability. With a **fully integrated operations system**, Motive combines Driver Safety, Fleet Management, Equipment Monitoring, and Spend Management into **a single, unified solution**. This approach allows safety, operations, and finance teams to manage drivers, vehicles, equipment, and fleet-related expenses more efficiently, all while leveraging industry-leading AI to automate tasks and reduce manual workloads. Serving over 120,000 customers across diverse industries, including transportation, construction, energy, and public sectors, Motive is designed to meet the needs of large-scale customers as well as smaller providers, offering scalable solutions that ensure safety and efficiency for fleets of any size.

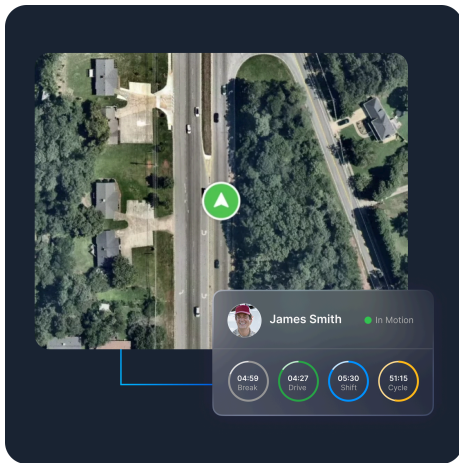


Driver Safety

The Motive platform uses **advanced AI** to protect drivers and **reduce accident-related risks**. It provides safety managers with tools to detect unsafe driving behaviors, such as cell phone use, close following, and rolling stops, up to four times more accurately than competitors. The Motive AI Dashcam and AI Omnicam (optional) offer 360-degree visibility, ensuring comprehensive monitoring and **real-time intervention** capabilities. With features like Live Streaming, Video Recall, and customizable Safety Scores, Motive enables the Agency to implement effective coaching programs that enhance driver performance and reduce accidents. The platform's proactive accident detection, with 99% accuracy in detecting severe incidents, ensures timely evidence capture and minimizes the risk of lost footage, further protecting WVDOT from false claims and liability.



Fleet Management



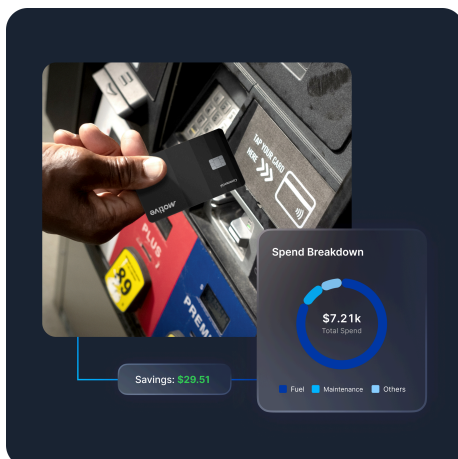
Motive's Fleet Management solution provides **unmatched visibility** into the location, utilization, and health of Agency's vehicles. By integrating high-fidelity GPS and telematics data with OEM systems, Motive offers **real-time updates** and historical insights that optimize route planning, reduce fuel consumption, and minimize downtime. The platform's Compliance Hub centralizes essential regulatory tasks, while the Sustainability Hub offers insights to reduce carbon footprint and operational costs. The Maintenance Hub supports **proactive maintenance strategies**, helping the Agency extend vehicle life and reduce repair expenses. With Motive's Fleet Management, the Agency can streamline workflows and improve service delivery, achieving significant time and cost savings across its fleet operations.

Equipment Monitoring

Motive's Equipment Monitoring capabilities ensure that the Agency can effectively manage its assets, prevent theft, and reduce downtime. Utilizing advanced Asset Gateways, Beacons, and Environmental Sensors, Motive delivers real-time GPS tracking and automated geofence alerts that **eliminate manual check-ins** and improve security. The platform provides detailed insights into equipment utilization, allowing the Agency to **optimize asset deployment** and automate billing. With proactive maintenance tools, the Agency can anticipate equipment needs, minimize downtime, and **increase asset utilization by 70%**. This integrated solution enables the Agency to manage equipment, fleet, and drivers more cohesively, reducing operational complexity and enhancing productivity.



Spend Management



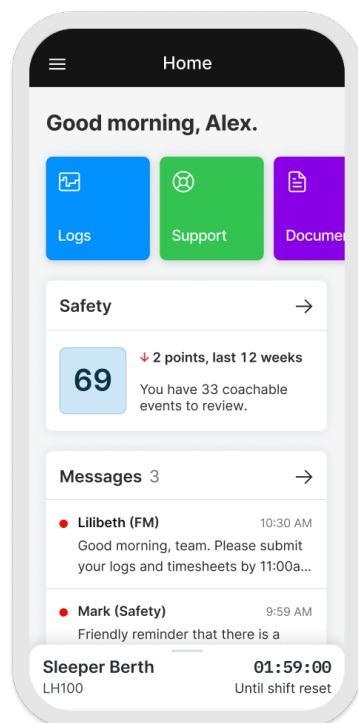
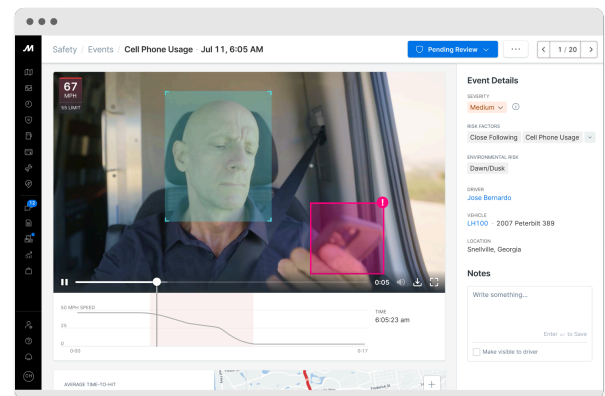
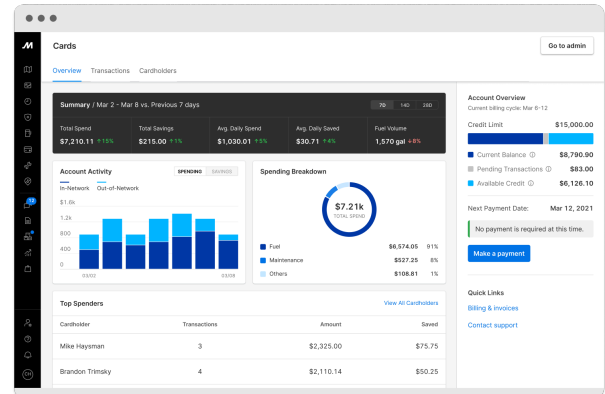
Motive's Spend Management solution provides the Agency with complete control over fleet-related expenses, integrating seamlessly with its Fleet Management platform. The Motive Card, powered by the Mastercard network, offers extensive discounts at over 25,000 locations nationwide, reducing fuel and maintenance costs. **Customizable spending controls** and **AI-driven fraud detection** ensure that the Agency can prevent unauthorized transactions and reduce wasteful spending. By combining fuel purchase data with vehicle trip information, Motive significantly cuts down on manual administrative tasks, freeing up resources and increasing efficiency. This holistic approach to spend management helps the Agency achieve substantial cost savings and improves overall financial oversight.

Key Features

Motive Dashboard

The Motive Dashboard is a comprehensive platform that provides fleet managers and operators with real-time visibility into their entire fleet's operations. The Dashboard provides a comprehensive and customizable interface for monitoring critical fleet metrics. Users can access over 60 standard reports, which are customizable by group, vehicle, user, and date range. These reports can be scheduled for export in PDF or Excel (CSV) formats.

The dashboards offer at-a-glance metrics for various sections, including driver safety, fuel consumption, and vehicle performance. **Custom reporting** is also available to meet specific needs that pre-built reports may not cover. With customizable views and alerts, the Motive Dashboard ensures that users are always **informed about critical events** and can take immediate action to optimize fleet performance, reduce costs, and enhance safety.



Motive Mobile Apps

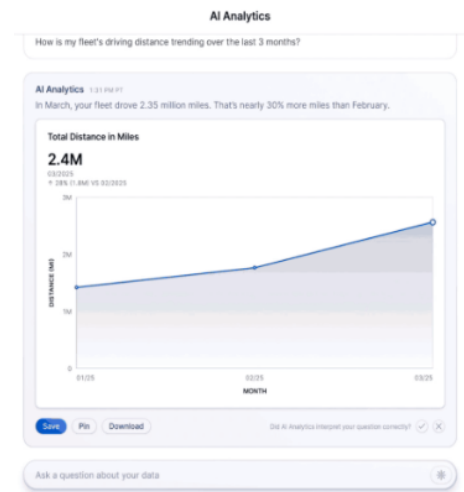
Motive's mobile applications, including the Driver App and Fleet Admin App, are designed to enhance fleet management by providing tailored functionalities for different users. The Driver App empowers drivers by offering real-time feedback on their driving behavior, enabling them to view safety scores, access trip history, and receive coaching tips directly on their mobile devices. This **promotes self-improvement and accountability**, fostering a **culture of safety** within the fleet. The Fleet Admin App equips fleet managers with the tools to **oversee operations on the go**, allowing them to track vehicles, monitor driver performance, and respond to alerts in real time. Both apps are user-friendly and seamlessly integrate with the Motive Dashboard, ensuring that all stakeholders have the information they need to operate efficiently and safely, regardless of their location.

Through its innovative platform, Motive enables the Agency to enhance safety, optimize operations, and reduce costs, providing a scalable, adaptable solution that supports the organization's long-term strategic goals.

Motive Analytics

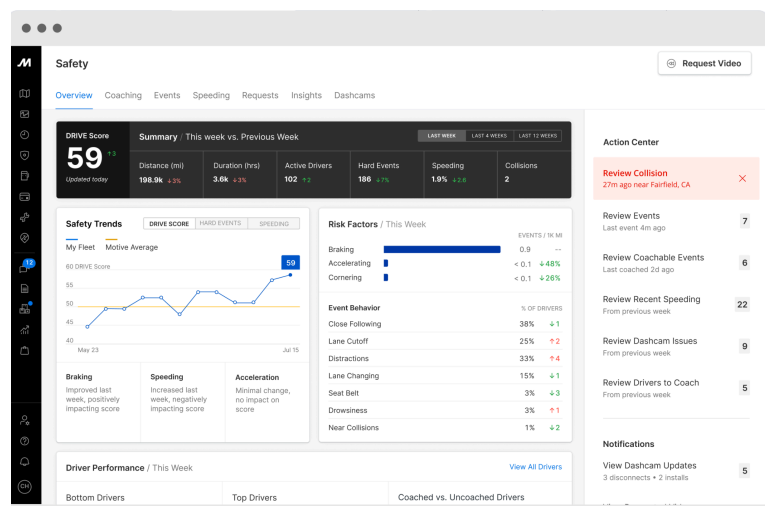
Motive [Analytics](#) provides significant value to users by transforming how they leverage data across their fleet operations - much as the Motive Card does for spend management. Key benefits include:

- **Immediate Access to Actionable Insights:** Motive Analytics enables users to quickly explore cross-platform data and generate real-time, actionable insights without the need for advanced technical skills. This allows businesses to make informed decisions rapidly and respond effectively to operational trends and anomalies.
- **Customizable Reporting and Dashboards:** Users can build, personalize, and automate complex reports and interactive dashboards tailored to their specific operational needs. This self-service capability streamlines data analysis and report creation, freeing up time that can be redirected to core business operations.
- **AI-Powered Conversational Analytics:** Motive Analytics incorporates AI that responds to simple, natural-language questions. Users can ask follow-up queries and drill into data dynamically, greatly reducing the barriers to advanced analytics and enabling discovery of insights that may have otherwise remained hidden.
- **Enhanced Safety, Compliance, and Productivity:** By centralizing safety, compliance, telematics, and trip data, users can identify risk trends, drive effective coaching, and streamline regulatory reporting. Automated dashboards and targeted analytics help organizations foster safety-focused cultures and improve operational efficiency.
- **Collaboration and Decision Alignment:** Motive Analytics supports sharing of dashboards and reports, ensuring all teams remain aligned on key metrics and critical insights. This collaborative approach fosters a data-driven culture and accelerates decision-making.
- **Distinction from Competitors:** Motive differentiates itself through stronger predictive analytics, advanced customization, seamless integration, and a user-friendly interface, providing more flexibility and depth than our competitors. For more information, please click [here](#).



Comprehensive Analytics and Reporting

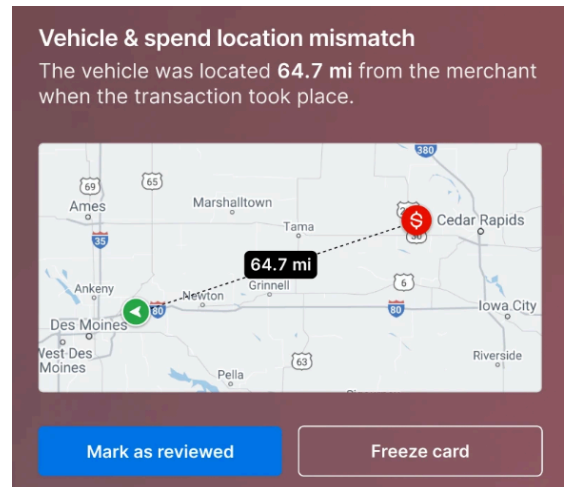
Motive's comprehensive analytics and reporting tools provide the Agency with valuable insights into driver safety and performance, enabling more effective fleet management. The Driver Safety Performance Reports summarize safety behaviors over time, breaking down events by severity and coachability, which allows the Agency to monitor trends and assess the impact of safety initiatives. The Safety Score Trend Analysis also tracks the effectiveness of coaching interventions on driver behavior, helping the Agency continuously refine its safety strategies. These data-driven insights empower the Agency to make informed decisions, enhance driver safety, and achieve its goal of minimizing accidents across the fleet.



- **Driver Safety Performance Reports:** Summarizes safety behaviors over time, with breakdowns by event severity and coachability, enabling the Agency to track progress and make data-driven decisions.
- **Safety Score Trend Analysis:** Tracks the effectiveness of coaching interventions on driver performance, helping the Agency continually refine its safety strategies.

Motive Card

The Motive Card delivers unmatched value by unifying fleet telematics and spend management in a single, intelligent platform. Unlike traditional fuel cards, it connects every transaction to real-time vehicle data, giving finance and operations teams full visibility and control over fleet-related expenses. AI-powered fraud detection automatically matches purchases to GPS location and fuel tank levels, preventing unauthorized or out-of-policy spending before it occurs. Flexible spend controls allow the Agency to instantly set limits by driver, time, amount, or merchant category, ensuring disciplined cost management across the fleet. The card also simplifies compliance and reporting by automatically pairing mileage and fuel data for effortless IFTA submissions. With cashback rewards, partner rebates, and detailed “missed savings” insights that flag opportunities for cheaper fueling, the Motive Card doesn’t just protect against fraud - it actively drives measurable savings. Backed by a \$250,000 annual Fraud Protection Guarantee and universal Mastercard acceptance, the Motive Card empowers the Agency with a secure, scalable, and cost-effective way to manage every aspect of fleet spending.



G2 Study

G2, the world's largest and most trusted software marketplace, has recognized Motive as the [#1 Fleet Management solution](#) across all categories and customer segments, including enterprise, mid-market, and small business. This achievement reflects **Motive's consistent leadership in the Fleet Management space**, having maintained the top spot in G2's Grid Report for Fleet Management for 20 consecutive quarters since 2019. With a G2 Score of 93 for enterprises and the highest satisfaction score of 99%, Motive has outperformed our major competitors in both market presence and user satisfaction.

Motive's success is attributed to its commitment to **customer-centric innovation** and its ability to deliver **comprehensive, AI-powered solutions** that enhance safety, visibility, and operational efficiency. The company's ongoing efforts to address emerging customer needs and provide exceptional service reinforce its position as the go-to provider in the industry. This recognition underscores Motive's dedication to improving fleet management and safety through advanced technology and unparalleled support.

VTTI Study

The Virginia Tech Transportation Institute (VTTI) conducted a [comprehensive study](#) comparing Motive's AI Dashcam with those of other leading providers, including Samsara and Lytx. The study found that Motive's AI Dashcam had a **statistically significant higher likelihood** of successfully issuing in-cab alerts for various unsafe driving behaviors such as phone calls, lap texting, 45-degree texting, close following, and rolling stops. Motive's device consistently outperformed competitors, alerting **3-4 times more frequently** across all times of day and camera placements. This rigorous evaluation underscores Motive's commitment to enhancing road safety through advanced AI technology.

These results are crucial as they highlight the significant impact that advanced AI technology can have on enhancing driver safety and operational efficiency. By choosing a solution like Motive's, the Agency can **benefit from superior alert accuracy and faster response times**, ultimately leading to reduced accidents, improved safety for drivers and passengers, and better overall fleet management. The study underscores the importance of selecting a high-performance safety solution to address critical driving behaviors and ensure comprehensive protection across all transport operations.

Motive Hardware

Motive designs, manufactures, distributes, and deploys our hardware and software as an integrated platform supported by our in-house support team. This results in a world-class experience when working with Motive as we operate independently without reliance on resellers, outsourced support teams, or white-labeled hardware that other companies use to increase their profit margins at the expense of the experience and quality. The Motive hardware proposed for Agency's VMS solution is composed of the following:



Motive Vehicle Gateway: The Motive Vehicle Gateway uses built-in cellular connectivity to continuously sync driver and vehicle data with the Motive's Driver App and Fleet Dashboard. The Vehicle Gateway supports Live GPS Tracking, Telematics, Electronic Logging Device (ELD), WiFi Hotspot, automatic software updates, Asset Gateway pairing, and integration with Motive Dashcams.

Technical Specs:

- Dimensions: 111 mm x 106 mm x 25 mm (4.4 in x 4.2 in x 1 in)
- Weight: 257 gm (9oz)
- Cellular Network: AT&T 4G LTE with 3G fallback cellular network
- Operating temperature: -40°F–185°F (-40°C–85°C)
- Power: 1.55W-5.5W (<30 mA in Sleep mode)
- Voltage: 8V-32V
- AUX lines: 2 digital inputs
- Vehicle Diagnostic Port (J1939, J1962/OBD-II, J1708)
- Vehicle Specific connections include TMC RP 1226, Volvo, Mac, and Freightliner (varies by model and year)
- Internal memory: 4 months of log data
- Real time disconnection alerts
- Power options to connect into vehicle diagnostic port or hardwire

Devices are updated via firmware update over the air when the devices are resting and not active. Updates are included in the service cost.



Motive Asset Gateway Mini: The Asset Gateway Mini helps you monitor high-volume inventories, with a small form factor and 5-year battery life. Get both cable- and battery-powered options in a single device, with real-time telematics and location tracking for all types of equipment.

Technical Specs:

- Dimensions: 5.83 x 3.27 x 1.28 in (148 x 83 x 32.5mm)
- Weight: 19.2 oz (544 g)
- Cellular Network: 4G CAT-M1 US, Canada, Mexico Ready
- Operating temperature: -40°F–140°F (-40°C–60°C)
- Power Source: 9V–32V input (cable powered) or 5 year, replaceable lithium-ion battery
- Environmental Rating: IP69K
- GPS ping rate: Configurable, fastest ping rate of 1/min
- Automated vehicle pairing



Motive AI Dashcam: The Motive AI Dashcam helps drivers modify risky behaviors instantly. Powered by a cutting-edge AI processor and advanced computer vision algorithms, Motive has the fastest, most accurate AI dashcam. The AI Dashcam continually records capturing driving events providing in-cab alerts to help drivers improve behavior in the moment with industry leading accuracy. The Motive AI Dashcam comes in "dual facing" (driver and road) model (DC-54) and "road-facing" model (DC-53). The AI Dashcam supports Motive Driver Safety solution's event review, event exoneration, and driver coaching workflows (including self-coaching) to help drivers improve driving behaviors before accidents occur.

Technical Specs:

- 35+ types of events
- 35+ environmental condition tags
- Weight: 257 gm (9oz)
- Dimensions: 115 mm x 60 mm x 27 mm (4.53 in x 2.36 in x 1.06 in)
- Resolution: 1080p (Road-facing) and driver facing)
- Frame rate: 30 fps (Road-facing) 30 fps (Driver-facing)
- Field of view: 150° (Road-facing) 180° (Driver-facing)
- Low light video recording Up to 104 hours of camera storage
- Built-in Quick Capture button
- Video recall: Up to 3 minutes/ request (60 minutes with time lapse recall)
- In-cab audio recording and built in speaker
- Dash cam health data
- Automated collision reporting (FNOL)
- Live streaming & Live images
- Engine-off recording
- Driver Privacy Mode
- Powered through connection into Motive Vehicle Gateway

Integrations

Motive offers a comprehensive integration ecosystem with over [100 turn-key integrations](#), seamlessly connecting to essential transport systems such as Transportation Management Systems (TMS), Dispatching and Routing software, fuel management, insurance providers, maintenance systems, safety, compliance, and more. For an agency like Agency, these integrations enable streamlined data transfer and operational efficiency, helping to ensure that vehicles run on time, maintenance is predictive and not reactive, and safety protocols are consistently upheld.

In addition to these pre-built solutions, [Motive's open API](#) offers the flexibility to develop custom integrations that meet the unique needs of your operations. Whether you need to connect with existing highway infrastructure or implement new technology, our Developer Advocates work closely with your team to review the API, identify critical data sets, and ensure seamless integration and long-term reliability.

By leveraging Motive's extensive integration capabilities, the Agency can enhance its operational workflows, improve service reliability, and make more informed, data-driven decisions. This not only helps in reducing costs but also in optimizing routes, improving fuel efficiency, and ensuring the safety of both passengers and drivers. Ultimately, Motive's integration ecosystem empowers the Agency to deliver better service to the community, aligning with your goals of providing efficient, safe, and reliable solutions.

Motive Analytics

Proactively monitor and optimize your fleet operations with advanced, self-serve, custom reporting within the Motive Integrated Operations Platform.

Motive Analytics empowers users with intuitive report creation, trend monitoring, anomaly detection, and automated scheduling, allowing for data-driven decision-making and better visibility into operational insights.

Motive Analytics includes:

- **Custom Reports & Dashboards** – Tailor reports to track key performance indicators (KPIs) that matter most to your business.
- **Automated Alerts & Notifications** – Stay informed with real-time alerts for performance anomalies, safety risks, and compliance trends.
- **Historical & Real-Time Data Analysis** – Compare trends over time and make proactive business adjustments.
- **Seamless Integration** – Connect effortlessly with other Motive solutions for a unified operations view.

By leveraging Motive Analytics, fleets gain unparalleled insight and control, enhancing efficiency, compliance, and overall business performance.



Implementation & Installation Services

Motive Implementation Methodology

Motive's **project management methodology**, known as **The Motive Method**, ensures a structured, client-focused approach to deploying our telematics solutions. Designed for large-scale fleet management, this methodology streamlines implementation through four key phases: **Project Readiness, Joint Planning, Communication Planning, and Success Criteria**.

Key Phases of Implementation

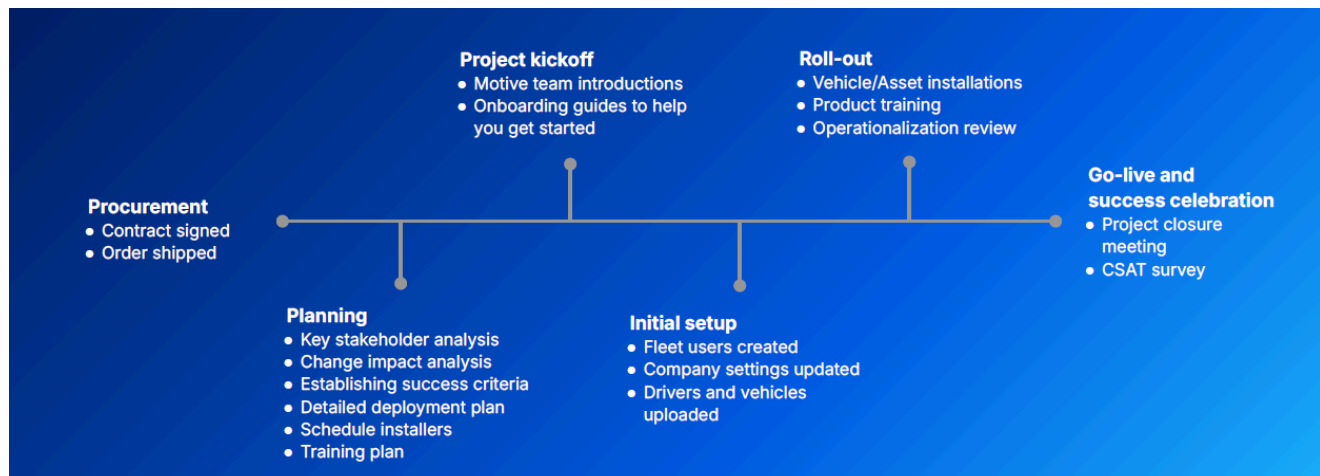
- **Project Readiness:** Aligning with client priorities through internal documentation (e.g., the "Why Motive" form), focusing on key functionalities, and preparing customized training to maximize platform benefits from day one.
- **Joint Planning:** Collaborating with clients to create a structured, actionable plan with clear objectives for a smooth transition to post-deployment management.
- **Communication Planning:** Ensuring seamless updates and alignment with internal schedules to prevent operational disruption while maintaining transparency.
- **Success Criteria:** Measuring project effectiveness based on predefined business goals, continuous satisfaction monitoring, training adoption, and overall system health.

Implementation Approach

- **Project Planning & Kickoff:** Identifying stakeholders, defining project scope, and developing a work breakdown structure (WBS) to track progress.
- **Installation & Integration:** Managing hardware installation, software configuration, and seamless integration with existing platforms while minimizing operational downtime.
- **Training & Support:** Providing tailored training for both technical and end-users, followed by ongoing post-installation support through a dedicated Customer Success Manager (CSM).

Implementation Resources Provided by Motive

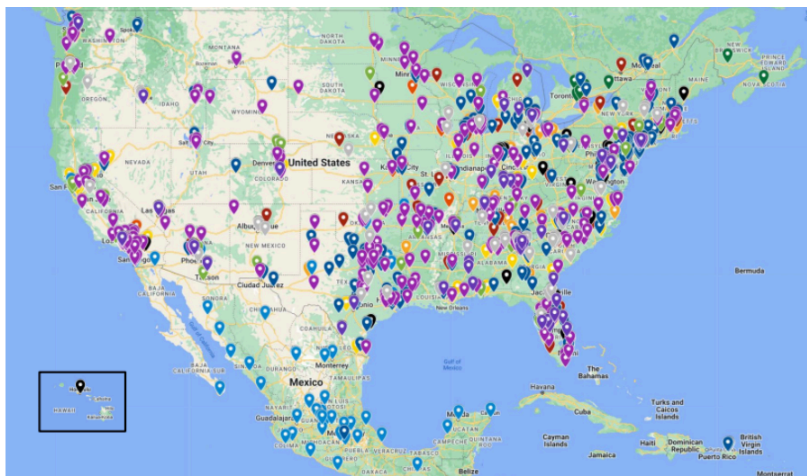
- **Implementation Consultant:** Oversees deployment and ensures adherence to timelines.
- **Field Technicians:** Handle physical hardware installation.
- **Integration Specialists:** Ensure seamless system connectivity.
- **Training Specialists:** Provide customized learning sessions.
- **Customer Success Team:** Monitors post-implementation performance and assists with ongoing support.



Subcontractor Information

Motive maintains a nationwide network of vetted installation partners. For this project, the specific partner(s) assigned, if any, will be selected after contract award based on project scope, fleet locations, timeline, and complexity. Selection is made to ensure the best fit for the project, considering geographic coverage, partner expertise, availability, past performance, and applicable certifications.

While we do not pre-assign subcontractors prior to contract execution, representative partners are located across the United States. Subcontractors we frequently work with include Orbital Installation Technologies, LLC (Women Owned), Totally Wireless GPS (Veteran Owned), and Safety Net Installations (Pending Women and Minority Owned status), Velociti Inc., Handsfree Group, Metro Mobile Electronics, and many others . Final assignments will be communicated once the project is awarded.



This approach ensures quality, flexibility, and the right resources for each unique project, while maintaining scheduling flexibility and compliance with customer requirements.

Dedicated Support & Account Management

Motive is passionate about ensuring that our customers are quickly and comprehensively set up for success. WVDOT will have a team dedicated to ensuring a successful implementation. Motive cannot name all specific resources that will be on the project until we have an agreed upon project plan, to ensure named resources have the availability. Below is an example of the roles that will be assigned to the project to ensure long-term success.

- **Public Sector Account Executive (Kelly Levine):** The WVDOT's Account Executive, Kelly Levine, is an experienced enterprise account executive with a strong background in helping public sector organizations adopt new technologies and solve complex challenges. At Motive, Kelly plays a key role in driving digital transformation across fleets, focusing on safety and operational efficiency. Prior to joining Motive, Kelly served as an Enterprise Account Executive at OpenGov, where she grew customer relationships in North Carolina, Tennessee, and Arkansas, focusing on government municipalities. Kelly also spent several years at SThree, a global recruitment agency, where she held the role of Senior Customer Experience Consultant, focusing on developing key accounts and providing strategic guidance. Her earlier experience also includes roles at Stripe and Flock Software, where she honed her skills in client engagement, sales leadership, and solution delivery. Kelly's ability to build strong relationships with diverse stakeholders has consistently enabled her to deliver high-value technology solutions. Kelly will work with the WVDOT on needs analysis, contractual terms, business case, pricing, and account management. This ensures a clear understanding of your unique requirements and a smooth implementation process. Should her role change, another qualified candidate will step in to ensure continuity.
- **Senior Solutions Engineer, Public Sector (Jason Muhammad)** - Jason Muhammad brings deep expertise in guiding public sector clients through technology adoption and change management. Jason has over a decade of experience in sales engineering and solution architecture for the public sector. He spent nearly five years at Pegasystems as a Senior Solutions Consultant, where he specialized in solution architecture and sales engineering for public sector clients. Prior to that, he was a Senior Sales Engineer at Information Builders, supporting government customers with innovative data solutions. Jason specializes in solving technical challenges and driving innovation and will collaborate with the WVDOT's team to address needs, answer technical questions, and ensure a smooth, tailored implementation. Jason's ability to address technical challenges and lead organizations through adoption processes has consistently driven innovation and efficiency in the public sector. He will work closely with WVDOT's team to understand specific needs, answer technical questions, and establish a solid foundation for a successful, tailored implementation. Should his role change, another qualified candidate will step in to ensure continuity.
- **Regional Vice President, Public Sector (Adam Roll):** The Regional Vice President (RVP) provides executive-level oversight and strategic support for key public sector accounts. For WVDOT, the RVP will engage at major milestones, including project kickoff, system go-live, and periodic business reviews, ensuring alignment with the agency's goals and optimal resource coordination across Motive. The RVP also serves as an escalation point for critical issues that require cross-functional attention and will advocate internally to prioritize the needs of the Agency. While day-to-day management is handled by the assigned Account Executive and Customer Success Manager, the RVP ensures strategic guidance, performance oversight, and long-term value delivery. If personnel changes occur, a qualified RVP will be assigned to maintain continuity and support.

- **Implementation Consultant** (TBD) - Implementation Consultants (IC) define and maintain the onboarding program for customers. WVDOT's IC will define, track and achieve key performance indicators for the implementation program and will own the implementation process for the Agency, which includes successful configuration and training of the software to drive adoption. ICs have five to ten years of experience managing and delivering complex implementation projects, are excellent in communications, and provide best practices to train and launch Motive.
- **Professional Services Developer Advocate** (TBD) - The Developer Advocate helps integrate Motive with the Agency's existing platforms, workflows, and operations. Motive's open APIs make accessing and connecting your data easy. We provide developer advocates to support the technical coordination of connecting your data, answering questions about API endpoints and advising on best practices. Motive's Professional Services and Developer Advocacy Team can also help with building custom integrations (to be scoped during the implementation planning phase of the sales cycle).
- **Customer Success Manager** (TBD) -All Motive customers have a Customer Success Manager (CSM) who plays a central role over the life of the program. The CSM has several responsibilities, including to establish and nurture a strong relationship with the customer and relationship management. The CSM will support onboarding, adoption, training and development of best practices. Customer Success Managers have strong knowledge and training in Motive's software and typically over three years of experience.
- **Customer Support** (TBD) - Motive Customer Support manages, tracks, diagnoses, and troubleshoots the cases in Technical Support. Customer Support will resolve support issues, communicate with reported issues, escalated cases, and urgent inquiries. Customer Support personnel have a background in computer science/engineering, strong communication skills, and are skilled in troubleshooting.

Technical Support

Support Framework

Motive's support framework is robust and designed to cater to the diverse needs of our customers. Our goal is to provide timely and effective assistance through a multi-channel support system that enhances accessibility and convenience. With a dedicated Account Manager and 24/7 multi-channel support, Motive also provides a Success Manager to set you up for success and ensure a seamless experience from contract signing to being functional with Motive.

Multi-Channel Support

We provide support through three primary channels: phone, email, and chat. This multi-channel approach ensures that customers can reach us through their preferred method, enhancing their overall experience.

- **Phone Support:** (1-855-434-3564) Ideal for customers who prefer a direct and immediate response, our phone support is staffed with knowledgeable representatives ready to assist with any inquiries or issues.
- **Email Support:** (support@gomotive.com) For less urgent matters, customers can reach out to us via email. This channel is particularly useful for issues that may require detailed explanations or the sharing of documents.
- **Chat Support:** (Available through the Fleet dashboard) Our chat support offers real-time assistance and is ideal for quick queries or troubleshooting. This channel provides an efficient way to get answers without interrupting the user's workflow.



Motive Customer Success

At Motive, Customer Success Management is dedicated to helping you fully leverage our industry-leading platform. Your success is our success, and we are committed to partnering with you every step of the way to ensure maximum value.

Joint Success Planning: We work with you to create a bespoke plan tailored to your desired outcomes.

Product Adoption & Optimization: Monthly proactive outreach with admins and power users ensures we stay aligned with your goals and help optimize platform usage.

Roadmap & Updates: We keep you informed of future developments and updates, ensuring you stay ahead and maximize the platform's potential.

Account Stewardship: Your dedicated account manager serves as the main point of contact for all administration, questions, and any other needs.

Tiered Support: We employ a tiered support model. Tier-1 handles general inquiries and troubleshooting for quick resolutions to common issues, while Tier-2 provides specialized expertise to resolve even the most challenging problems.

Motive Training

Motive Training Program

Motive ensures successful adoption of our telematics solutions through comprehensive training and ongoing support. Our approach empowers users to fully leverage the platform, driving efficiency, safety, and regulatory compliance across fleet operations.

Training Programs

We offer multiple formats to accommodate different learning styles and operational needs:

- **Train-the-Trainer Program:** Equips internal staff to train others and sustain a collaborative learning culture.
- **Webinars & eLearning:** Self-paced and instructor-led virtual sessions for flexible, on-demand learning.
- **Onsite Training:** Hands-on instruction for real-time engagement, interaction, and immediate feedback.
- **Multilingual Resources:** Training materials available in English, Spanish, and French to support diverse teams.
- **Change Management Support:** Guidance to help organizations smoothly adopt new technology and processes, minimizing operational disruption.

Role-Specific Training

- **Operator Training:** Drivers learn to use the mobile app, dashboards, AI-powered dashcams, and driver scorecards to enhance safety, compliance, and performance.
- **System Administrator Training:** Covers account setup, compliance, safety coaching, hardware installation, reporting, and integrations. Delivered through live webinars, hands-on exercises, and self-paced modules to ensure mastery.

Customized Training & Support

- **Tailored Sessions:** Training content adapted to client-specific operational needs and priorities.
- **Flexible Scheduling:** Sessions offered during business hours, evenings, and weekends to minimize disruption.
- **LMS Integration:** Optional integration with clients' Learning Management Systems for seamless tracking and reporting.
- **Ongoing Resources:** Access to tutorials, webinars, and documentation for continuous learning and onboarding of new users.
- **Professional Services Support:** Dedicated implementation consultants and Customer Success teams provide guidance and troubleshooting throughout the training and adoption process.

Outcomes

Motive's training ensures users are confident and proficient, accelerating platform adoption, optimizing fleet operations, enhancing safety, and supporting compliance across the organization.

Motive Warranty

Motive's Standard Warranty:

All Motive hardware devices are backed by a five (5) year limited hardware warranty. During this period, any defective hardware is eligible for repair, replacement, or, if replacement is not possible, a refund. This warranty ensures that any hardware defects or issues that arise within this period will be addressed according to our warranty policy.

Support and Repair During Warranty Period:

- **Reporting Issues:** Customers can report hardware issues by email or phone. Motive performs remote diagnostics to confirm the defect, after which a replacement unit is shipped.
- **Replacement Procedure:** Upon identifying a defect, Motive issues a Return Merchant Authorization (RMA) number and provides a shipping label for returning defective hardware. Replacement hardware is covered under the remaining warranty period. When the replacement unit is received, the technician replaces the malfunctioning hardware with the new unit and sends the malfunctioning unit back in the same box with a prepaid shipping label. This process ensures that our customers experience minimal downtime and continue to receive the highest level of support throughout the life of their program.
- **Customer Responsibility:** Customers must return defective hardware within 30 days, as failure to do so or returning damaged items may result in additional fees.

Post-Warranty Support and Parts Availability:

After the warranty expires, Motive offers continued support and parts availability through a Replacement Fee for hardware or component repairs and replacements. Customers may incur fees for cosmetic repairs or hardware damaged due to improper use or conditions outside Motive's control.

For more detailed information on the warranty terms and conditions, please refer to the provided link:

<https://gomotive.com/legal/warranty/> .

Security & Data Privacy

Motive prioritizes the confidentiality, integrity, and availability of customer data through a multi-layered security approach, aligning with industry standards and legal requirements.

Robust Data Security Measures:

- **Encryption:** Data at rest is secured with AES-256 encryption, while data in transit utilizes HTTPS with RSA certificates (minimum 2048-bit key length) and TLS 1.2 or higher.
- **Access Control:** Role-Based Access Control (RBAC) enforces the principle of least privilege, and sensitive data is masked within applications.
- **Authentication:** Strong authentication protocols, including SSO (SAML/OIDC) and planned MFA, enhance security.
- **Infrastructure Security:** Secure boot, mobile application management, and AWS's robust physical security measures protect our infrastructure.
- **24/7 Monitoring:** A dedicated security team monitors systems for threats and anomalies, led by our VP, Information Security.

Compliance with Industry Standards and Regulations:

- Motive adheres to relevant NIST frameworks and is SOC 2 Type 2 certified, demonstrating satisfactory security roles and responsibilities.
- PCI DSS compliance is maintained through SAQ D, ensuring protection of payment card information, despite not storing it directly.
- A comprehensive Data Privacy Policy, reviewed annually, outlines data management, use, and storage practices.
- A designated Data Protection Officer oversees data privacy processes.
- Our in-house legal team ensures compliance with all applicable domestic and foreign privacy laws.

Key Security and Privacy Practices:

- **Information Security Program:** A documented and management-approved program includes physical security controls and access management.
- **Data Privacy Approach:** A detailed Privacy Policy (<https://gomotive.com/legal/privacy/>) governs data collection, sharing, and use, aligning with legal requirements.
- **Vendor Management:** Rigorous vendor selection, data encryption, access control, regular audits, and redundancy ensure secure third-party interactions.
- **Logical Data Segregation:** RBAC, encryption, authentication, logging, and approval processes compartmentalize customer data.
- **Data Protection:** Data is encrypted in transit and at rest, with an internal Data Classification Standard. AWS infrastructure ensures high availability and disaster recovery.
- **Security Operations and Incident Response:** 24/7 monitoring, a formal Incident Response Plan, TTX, playbooks, and a forensics team mitigate security incidents.
- **Vulnerability Management:** Internal/external scanning, penetration testing, and a bug bounty program continuously identify and address vulnerabilities.
- **Certifications:** Security staff hold industry certifications (CISSP, CCSP, etc.), demonstrating expertise.

For detailed information, visit the Motive Trust Center: <https://trust.gomotive.com/>.



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

State of West Virginia
Centralized Request for Quote
Info Technology

Proc Folder: 1797541			Reason for Modification: Addendum No_1 Correct Error - Revised T&C
Doc Description: 81260040 Winter Fleet Management Tracking			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-11-07	2025-11-25 13:30	CRFQ 0803 DOT2600000037	2

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: VS0000050652
Vendor Name : Motive Technologies, Inc.
Address : 1355 Market Street, 11th Floor
Street :
City : San Francisco
State : California **Country :** USA **Zip :** 94103
Principal Contact : Adam Roll
Vendor Contact Phone: 1-855-434-3564 **Extension:**

FOR INFORMATION CONTACT THE BUYER

John W Estep
304-558-2566
john.w.estep@wv.gov

Vendor Signature *Derek Mernigh* **FEIN#** 462330361 **DATE** December 10, 2025

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

ADDITIONAL INFORMATION**ADDENDUM NO_1**

Addendum No_1 issued to publish and distribute the attached information to the Vendor Community

REQUEST FOR QUOTATION:

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to *establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training.* Per the Bid Requirements, specifications, terms and Conditions Attached to this solicitation.

INVOICE TO**SHIP TO**

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

CHARLESTON WV
US

CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

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

INVOICE TO**SHIP TO**

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

CHARLESTON WV
US

CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Fleet Management System Hardware	50.00000	EA	10.00	500.00

Comm Code	Manufacturer	Specification	Model #
31160000			

Extended Description:

Fleet Management System Hardware

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Fleet Management System Firmware	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43233005			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Fleet Management System User Interface	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232306			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Fleet Management System Bread Crumbing & Asset Route Tracing	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

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

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-11-14

SOLICITATION NUMBER: CRFQ DOT2600000037

Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as CRFQ DOT2600000037 (“Solicitation”) to reflect the change(s) identified and described below.

Applicable Addendum Category:

- ☐ Modify bid opening date and time
- ☐ Modify specifications of product or service being sought
- ☐ Attachment of vendor questions and responses
- ☐ Attachment of pre-bid sign-in sheet
- ☒ Correction of error
- ☐ Other

Additional Documentation:

Attached Revised Terms and Conditions

Bid Opening remains 11/25/2025 @ 1:30 PM

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

GENERAL TERMS AND CONDITIONS:

1. CONTRACTUAL AGREEMENT: Issuance of an Award Document signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance by the State of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid, or on the Contract if the Contract is not the result of a bid solicitation, signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

2. DEFINITIONS: As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.

2.1. "Agency" or "Agencies" means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

2.2. "Bid" or "Proposal" means the vendors submitted response to this solicitation.

2.3. "Contract" means the binding agreement that is entered into between the State and the Vendor to provide the goods or services requested in the Solicitation.

2.4. "Director" means the Director of the West Virginia Department of Administration, Purchasing Division.

2.5. "Purchasing Division" means the West Virginia Department of Administration, Purchasing Division.

2.6. "Award Document" means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.

2.7. "Solicitation" means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

2.8. "State" means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.

2.9. "Vendor" or "Vendors" means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

3. CONTRACT TERM; RENEWAL; EXTENSION: The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

☒ **Term Contract**

Initial Contract Term: The Initial Contract Term will be for a period of (1) one year. The Initial Contract Term becomes effective on the effective start date listed on the first page of this Contract, identified as the State of West Virginia contract cover page containing the signatures of the Purchasing Division, Attorney General, and Encumbrance clerk (or another page identified as _____), and the Initial Contract Term ends on the effective end date also shown on the first page of this Contract.

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be delivered to the Agency and then submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Unless otherwise specified below, renewal of this Contract is limited to (3) One year renewals successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed the total number of months available in all renewal years combined. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

☐ **Alternate Renewal Term** – This contract may be renewed for _____ successive _____ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Delivery Order Limitations: In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

☐ **Fixed Period Contract:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within _____ days.

☐ **Fixed Period Contract with Renewals:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within _____ days. Upon completion of the work covered by the preceding sentence, the vendor agrees that:

☐ the contract will continue for _____ years;

☐ the contract may be renewed for _____ successive _____ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's Office (Attorney General approval is as to form only).

☐ **One-Time Purchase:** The term of this Contract shall run from the issuance of the Award Document until all of the goods contracted for have been delivered, but in no event will this Contract extend for more than one fiscal year.

☐ **Construction/Project Oversight:** This Contract becomes effective on the effective start date listed on the first page of this Contract, identified as the State of West Virginia contract cover page containing the signatures of the Purchasing Division, Attorney General, and Encumbrance clerk (or another page identified as _____), and continues until the project for which the vendor is providing oversight is complete.

☐ **Other:** Contract Term specified in _____

4. AUTHORITY TO PROCEED: Vendor is authorized to begin performance of this contract on the date of encumbrance listed on the front page of the Award Document unless either the box for "Fixed Period Contract" or "Fixed Period Contract with Renewals" has been checked in Section 3 above. If either "Fixed Period Contract" or "Fixed Period Contract with Renewals" has been checked, Vendor must not begin work until it receives a separate notice to proceed from the State. The notice to proceed will then be incorporated into the Contract via change order to memorialize the official date that work commenced.

5. QUANTITIES: The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.

☒ **Open End Contract:** Quantities listed in this Solicitation/Award Document are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

☐ **Service:** The scope of the service to be provided will be more clearly defined in the specifications included herewith.

☐ **Combined Service and Goods:** The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.

☐ **One-Time Purchase:** This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.

☐ **Construction:** This Contract is for construction activity more fully defined in the specifications.

6. EMERGENCY PURCHASES: The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute of breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State *from fulfilling its obligations under a One-Time Purchase contract.*

7. REQUIRED DOCUMENTS: All of the items checked in this section must be provided to the Purchasing Division by the Vendor as specified:

☐ **LICENSE(S) / CERTIFICATIONS / PERMITS:** In addition to anything required under the Section of the General Terms and Conditions entitled Licensing, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits upon request and in a form acceptable to the State. The request may be prior to or after contract award at the State's sole discretion.

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☐

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The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications regardless of whether or not that requirement is listed above.

8. INSURANCE: The apparent successful Vendor shall furnish proof of the insurance identified by a checkmark below prior to Contract award. The insurance coverages identified below must be maintained throughout the life of this contract. Thirty (30) days prior to the expiration of the insurance policies, Vendor shall provide the Agency with proof that the insurance mandated herein has been continued. Vendor must also provide Agency with immediate notice of any changes in its insurance policies, including but not limited to, policy cancelation, policy reduction, or change in insurers. The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether that insurance requirement is listed in this section.

Vendor must maintain:

☒ **Commercial General Liability Insurance** in at least an amount of: \$1,000,000.00 per occurrence.

☒ **Automobile Liability Insurance** in at least an amount of: \$1,000,000.00 per occurrence.

☐ **Professional/Malpractice/Errors and Omission Insurance** in at least an amount of: _____ per occurrence. Notwithstanding the forgoing, Vendor's are not required to list the State as an additional insured for this type of policy.

☐ **Commercial Crime and Third Party Fidelity Insurance** in an amount of: _____ per occurrence.

☐ **Cyber Liability Insurance** in an amount of: _____ per occurrence.

☐ **Builders Risk Insurance** in an amount equal to 100% of the amount of the Contract.

☐ **Pollution Insurance** in an amount of: _____ per occurrence.

☐ **Aircraft Liability** in an amount of: _____ per occurrence.

☐

☐

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9. WORKERS' COMPENSATION INSURANCE: Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

10. VENUE: All legal actions for damages brought by Vendor against the State shall be brought in the West Virginia Claims Commission. Other causes of action must be brought in the West Virginia court authorized by statute to exercise jurisdiction over it.

11. LIQUIDATED DAMAGES: This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy. Vendor shall pay liquidated damages in the amount specified below or as described in the specifications:

☐ _____ for _____.

☐ Liquidated Damages Contained in the Specifications.

☒ Liquidated Damages Are Not Included in this Contract.

12. ACCEPTANCE: Vendor's signature on its bid, or on the certification and signature page, constitutes an offer to the State that cannot be unilaterally withdrawn, signifies that the product or service proposed by vendor meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise indicated, and signifies acceptance of the terms and conditions contained in the Solicitation unless otherwise indicated.

13. PRICING: The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification. Notwithstanding the foregoing, Vendor must extend any publicly advertised sale price to the State and invoice at the lower of the contract price or the publicly advertised sale price.

14. PAYMENT IN ARREARS: Payments for goods/services will be made in arrears only upon receipt of a proper invoice, detailing the goods/services provided or receipt of the goods/services, whichever is later. Notwithstanding the foregoing, payments for software maintenance, licenses, or subscriptions may be paid annually in advance.

15. PAYMENT METHODS: Vendor must accept payment by electronic funds transfer and P-Card. (The State of West Virginia's Purchasing Card program, administered under contract by a banking institution, processes payment for goods and services through state designated credit cards.)

16. TAXES: The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.

17. ADDITIONAL FEES: Vendor is not permitted to charge additional fees or assess additional charges that were not either expressly provided for in the solicitation published by the State of West Virginia, included in the Contract, or included in the unit price or lump sum bid amount that Vendor is required by the solicitation to provide. Including such fees or charges as notes to the solicitation may result in rejection of vendor's bid. Requesting such fees or charges be paid after the contract has been awarded may result in cancellation of the contract.

18. FUNDING: This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available. If that occurs, the State may notify the Vendor that an alternative source of funding has been obtained and thereby avoid the automatic termination. Non-appropriation or non-funding shall not be considered an event of default.

19. CANCELLATION: The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-5.2.b.

20. TIME: Time is of the essence regarding all matters of time and performance in this Contract.

21. APPLICABLE LAW: This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code, or West Virginia Code of State Rules is void and of no effect.

22. COMPLIANCE WITH LAWS: Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable laws, regulations, and ordinances.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to comply with all applicable laws, regulations, and ordinances. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

23. ARBITRATION: Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.

24. MODIFICATIONS: This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any change to existing contracts that adds work or changes contract cost, and were not included in the original contract, must be approved by the Purchasing Division and the Attorney General's Office (as to form) prior to the implementation of the change or commencement of work affected by the change.

25. WAIVER: The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.

26. SUBSEQUENT FORMS: The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

27. ASSIGNMENT: Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments.

28. WARRANTY: The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.

29. STATE EMPLOYEES: State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.

30. PRIVACY, SECURITY, AND CONFIDENTIALITY: The Vendor agrees that it will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the Agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the Agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in www.state.wv.us/admin/purchase/privacy.

31. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor's entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled "confidential," "proprietary," "trade secret," "private," or labeled with any other claim against public disclosure of the documents, to include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

32. LICENSING: In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to be licensed, in good standing, and up-to-date on all state and local obligations as described in this section. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

33. ANTITRUST: In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.

34. VENDOR NON-CONFLICT: Neither Vendor nor its representatives are permitted to have any interest, nor shall they acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency.

35. VENDOR RELATIONSHIP: The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing.

Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

36. INDEMNIFICATION: The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.

37. NO DEBT CERTIFICATION: In accordance with West Virginia Code §§ 5A-3-10a and 5-22-1(i), the State is prohibited from awarding a contract to any bidder that owes a debt to the State or a political subdivision of the State. By submitting a bid, or entering into a contract with the State, Vendor is affirming that (1) for construction contracts, the Vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, neither the Vendor nor any related party owe a debt as defined above, and neither the Vendor nor any related party are in employer default as defined in the statute cited above unless the debt or employer default is permitted under the statute.

38. CONFLICT OF INTEREST: Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

39. REPORTS: Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

☐ Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

☐ Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at purchasing.division@wv.gov.

40. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, the State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check. Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

41. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS: Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open hearth, basic oxygen, electric furnace, Bessemer or other steel making process.
- c. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:
 1. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
 2. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

42. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL: In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a “substantial labor surplus area”, as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products. This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

43. INTERESTED PARTY SUPPLEMENTAL DISCLOSURE: W. Va. Code § 6D-1-2 requires that for contracts with an actual or estimated value of at least \$1 million, the Vendor must submit to the Agency a disclosure of interested parties prior to beginning work under this Contract. Additionally, the Vendor must submit a supplemental disclosure of interested parties reflecting any new or differing interested parties to the contract, which were not included in the original pre-work interested party disclosure, within 30 days following the completion or termination of the contract. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

44. PROHIBITION AGAINST USED OR REFURBISHED: Unless expressly permitted in the solicitation published by the State, Vendor must provide new, unused commodities, and is prohibited from supplying used or refurbished commodities, in fulfilling its responsibilities under this Contract.

45. VOID CONTRACT CLAUSES: This Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law.

46. ISRAEL BOYCOTT: Bidder understands and agrees that, pursuant to W. Va. Code § 5A-3-63, it is prohibited from engaging in a boycott of Israel during the term of this contract.

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) Adam Roll

(Address) 1355 Market Street, 11th Floor, San Francisco, CA 94103

(Phone Number) / (Fax Number) 616-755-3500

(email address) adam.roll@gomotive.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.

Motive Technologies, Inc.

(Company)

Derek Mernagh

(Signature of Authorized Representative)

Derek Mernagh, Chief Accounting Officer December 10, 2025

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

1-855-434-3564 N/A

(Phone Number) (Fax Number)

derek.mernagh@gomotive.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.

Motive Technologies, Inc.

Company

DEREK MERNIGH

Authorized Signature

December 10, 2025

Date

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



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

State of West Virginia
Centralized Request for Quote
Info Technology

Proc Folder: 1797541			Reason for Modification: Addendum No_2 Add Revised Specifications Add Revised Pricing Page Add Vendor Questions and Respon..... See Page 2 for complete info
Doc Description: 81260040 Winter Fleet Management Tracking			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-11-18	2025-12-11 13:30	CRFQ 0803 DOT2600000037	3

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: VS0000050652
Vendor Name : Motive Technologies, Inc.
Address : 1355 Market Street, 11th Floor
Street :
City : San Francisco
State : California **Country :** USA **Zip :** 94103
Principal Contact : Adam Roll
Vendor Contact Phone: 1-855-434-3564 **Extension:**

FOR INFORMATION CONTACT THE BUYER

John W Estep
304-558-2566
john.w.estep@wv.gov

Vendor Signature *DEREK MERNIGH* 462330361 December 10, 2025
FEIN# DATE

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

Reason for Modification:

Addendum No_2
 Add Revised Specifications
 Add Revised Pricing Page
 Add Vendor Questions and Responses
 Bid Opening Moves to 12/11/2025

ADDITIONAL INFORMATION

ADDENDUM NO_2

Addendum No_2 issued to publish and distribute the attached information to the Vendor Community

REQUEST FOR QUOTATION:

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Per the Bid Requirements, specifications, terms and Conditions Attached to this solicitation.

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	0.00000	EA	10.00	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Fleet Management System Hardware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
31160000			

Extended Description:
Fleet Management System Hardware

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Fleet Management System Firmware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43233005			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Fleet Management System User Interface	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232306			

Extended Description:

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

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

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

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

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-11-14

SOLICITATION NUMBER: CRFQ DOT2600000037

Addendum Number: 2

The purpose of this addendum is to modify the solicitation identified as CRFQ DOT2600000037 ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

- ☒ [X] Modify bid opening date and time
- ☒ [X] Modify specifications of product or service being sought
- ☒ [X] Attachment of vendor questions and responses
- ☐ [] Attachment of pre-bid sign-in sheet
- ☐ [] Correction of error
- ☒ [X] Other

Additional Documentation:

Attach Revised Specifications

Attach Revised Exhibit A Pricing Page

Bid Opening moves to 12/11/2025 @ 1:30 PM

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

CRFQ 0803 DOT2600000037 Questions

Question 1: In efforts to provide your team with the most desired information, we would like to better understand the expectations surrounding this response. Would you like our response to specifically address mandatory items within the Specifications document provided, building a detailed technical response including sections 3-8, along with pricing, OR, would you prefer an overall acknowledgement of the requirements, with the primary focus on pricing.

Answer: This is an RFQ awarded to the lowest responsive bidder that meets all mandatory specifications.

Question 2: Additionally, how will this opportunity be scored? Would your team be able or willing to provide a scoring matrix for vendors to review?

Answer: This is an RFQ awarded to the lowest responsive bidder that meets all mandatory specifications.

Question 3: Is the agency considering awarding multiple proof of concepts from this opportunity?

Answer: No, this is an open-ended contract. Quantities are estimates. An order may be placed for a small number to be used as a pilot.

Question 4: Device Consideration: Are devices other than Geotab being considered for this solicitation?

Answer: Yes, but equipment must meet the required equivalent specifications, refer to: General 3.1.1. Alternative solutions must also be compatible with existing equipment which can be found in the background section.

Question 5: Extended Coverage: Is extended coverage a mandatory requirement?

Answer: If you are referring to a warranty, please refer to 3.1.4: Warranty and Service Policy.

Question 6: Fleet List: Could a full fleet list (including VIN, Year, and Make) be provided to ensure accurate pricing? This information is also critical for preparing our Installation and Deployment services for project rollout.

Answer: Please refer to the background section with the fleet equipment breakdown which is listed by equipment type and quantity.

Question 7: Pricing Format: The Exhibit A pricing file appears to be tailored only to Geotab and does not align with our standard format, making it difficult for us to submit accurate pricing. Would we be permitted to submit our pricing in our own format?

Answer: No, the vendor shall use Exhibit A. The vendor can use the "SKU" blank section to supply their own equivalent part numbers. We are looking for unit prices as this is an open-ended contract. All quantities are estimates.

Question 8: RFP Deadline Extension: Given that the answers to these questions will be provided the week prior to the RFP deadline, what is the possibility of an extension beyond the current due date of November 24th?

Answer: This is not an RFP. This is a Request for Quotation "RFQ". We will request Purchasing Division to extend the bid to December 11th, 2025.

Question 9: Response Format: Is the state expecting individual, point-by-point responses to everything listed in the Specification document/General Requirement section, or can vendors provide only a list of deviations from those requirements?

Answer: If the vendor is submitting an alternative solution, technical documents are required.

Question 10: Exhibit A – Pricing Page – Column E QTY & Solicitation Portal 'Respond to Lines' Can the client please confirm which quantity amount is accurate, the portal is showing 50 units for each of the Commodity Lines, however, in Exhibit A the pricing is showing a quantity of 1,000,000.00 for each line item. Can Exhibit A or the portal please be amended to provide the corrected quantity?

Answer: The quantities of (50) is an estimated amount for evaluation purposes but the intent is to create an open-end contract which would allow for unlimited quantity. The quantity (1,000,000) on Exhibit A pricing page is for the same purpose as above. The contract award will be an open ended contract.

Question 11: Specification Document: Section 3.1 Contract Items and Mandatory Requirements: Can the client please confirm for the Specifications listed in Section 3.1, that the bidders are to provide a red-lined copy/acknowledgement of each item within the specifications as "compliant" and upload to the attachment section of the portal for this submission or does the client expect bidders' to provided a detailed, substantiated technical response to each line item in Section 3 for the purposes of this RFQ?

Answer: Vendors that intend to propose an equivalent solution should include technical documentation to demonstrate that the equivalent solution meets all the mandatory technical requirements. There is a column on the pricing page Exhibit A for the vendor to include manufacturer part numbers for equivalent solutions.

Question 12: Current RFQ Bid Opening Date: Tuesday, November 25th

This is the week of Thanksgiving Holiday. Can the state provide a two-week extension for the RFQ Bid Opening Date to accommodate for the Holiday?

Answer: We will request that the Purchasing Division extend the bid out to December 11th, 2025.

Question 13: There are line items in the provided pricing document — including, but not limited to, the following which are not operationally relevant to WVDOT’s stated scope of work:

- *Custom proprietary adapter for Volvo vehicles in Latin America and Europe*
- *(HRN-CE04A4, HRN-CM24Y1)*
- *Custom proprietary harness for Fiat and Chrysler vehicles in Latin America*
- *(HRN-BF11A1)*
- *Citizen Insights Monthly Fee (Population up to 50k) (MKT-FEE-CITIZENS1)*
 - *a public-facing analytics subscription intended for municipalities or small cities to share fleet data with residents, not a telematics function relevant to a state DOT.*

These examples — among others within the pricing form — include foreign-market components and marketing or citizen-engagement tools that would have no foreseeable use for the WVDOT.
- **How should respondents handle completing this pricing form?**
- **If these items are not expected to be procured or evaluated, would**
- **WVDOT allow respondents to submit equivalent pricing formats?**

Answer: No, the vendor shall use Exhibit A. The vendor can use the “SKU” blank section to supply their own equivalent part numbers. We are looking for unit prices as this is an open-ended contract. All quantities are estimates.

Question 14: If this project is to start as a pilot, will multiple vendors be selected for a pilot engagement?

Answer: No. The intent is to award an open-ended contract to the single vendor with a solution that is the lowest cost meeting all mandatory technical requirements.

Question 15: How important is it to the agency to partner with a United States based company for this project?

Answer: Per specifications 3.1.5.1 The vendor must be able to respond to (24/7) call support, chat support and email support both with a maximum vendor response time of (1) hour. Also, according to specification 3.1.5.6, The vendor must be available “On Call” basis in case of emergencies after normal business hours. In the event an on-site visit is required, the vendor shall be able to respond onsite within 24 hours. Section 3.1.5.7 has been added to outline this requirement. In addition, a new section is being added in 3.1.2.10 “Data Storage Services” and states that the data must be stored in a US based data center.

Question 16: What is the format of this response? Is WVDOT looking for specific answers to each of the requirements or is the response with pricing all the WVDOT is looking for? How should the approach and solution for this project be communicated?

Answer: Vendors that intend to propose an equivalent solution should include technical documentation to demonstrate that the equivalent solution meets all the mandatory technical requirements. There is a column on the pricing page Exhibit A for the vendor to include manufacturer part numbers for equivalent solutions.

Question 17: Section 8. Addendum Acknowledgement of the INST to Vendors document states “Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an “Addendum Acknowledgement Form”. Where can we access the Addendum Acknowledge Form?

Answer: The Addendum Acknowledgement Page is the last page of Addendum (1) issued on 11/7/2025. Note: there will be a second Addendum Acknowledgement Page included in Addendum (2).

Question 18: Could the state verify the document titled WVCloud-SaaSProcurementAddendum.pdf is Exhibit C?

Answer: Yes, WVCloud-SaaSProcurementAddendum.pdf is Exhibit C

Question 19: Regarding Section 40 of General Terms and Conditions and Section 8 of the SaaS Addendum. Does the State consider telematics data to be “sensitive or critical information” per W.Va. Code §15-2D-3?

Answer: No.

Question 20: Section 45 of General Terms and Conditions. Subject to this clause, will the State accept and review a vendor’s end user agreement?

Answer: The vendor may submit their end user agreement for review by the Purchasing Division.

Question 21: Section 11 of the SaaS Addendum. This obligation would apply to the cloud provider, not the solution provider (service provider). Please confirm this requirement would be satisfied by provision of comparable security documentation provided to the service provided from the cloud provider, such as a SOC2 report.

Answer: The vendor providing services to a state agency will be responsible for completing a Self-Assessment. This requirement applies even if the vendor utilizes a cloud provider for data storage or software, as the vendor maintains the direct account with the cloud provider. The cloud provided can provide a SOC 2 and security reports to the vendor.

Question 22: Section 8.4 of the Specifications, states that the vendor should list its Contract manager and his or her contact information. Could the state confirm these details are not required at the time of proposal submission and can be provided at time of award with Exhibit C?

Answer: The vendor should assign the vendor representative that is responsible for bid submission and can update the contract manager upon award.

Question 23: Regarding requirement 3.1.2.28.1.4 of the Specifications document. For the vendor to be able to acknowledge adherence to the West Virginia Office of Technology Policies and Procedures, could the State of West Virginia please specify which policies within the linked repository apply directly to an external Software-as-a-Service (SaaS) provider/vendor?

Answer: Please refer to CIO-19-001 and see Appendix C and Appendix D from the link that was provided in requirement 3.1.2.28.1.4.

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 checked="" 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.

Motive Technologies, Inc.

Company

DEREK MERNIGT

Authorized Signature

December 10, 2025

Date

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

Exhibit A - Pricing Page

CRM 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	SKU	QTY	Unit Price	Extended Price	YEAR ONE	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)		1,000,000						
Includes (1) of the following:									
	Geotab GO9 telematics device, Part# GO9-LTEATTA or equal		1,000,000						
	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal		1,000,000						
	Geotab GO Rugged 9 telematics device, Part# GR9-LTEATTA or equal		1,000,000						
	OBDII extension cable pack for GO devices, Part #HRN-BS16S4 or equal		1,000,000						
	Custom 3-Wire harness kit, the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal		1,000,000						
	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal		1,000,000						
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part#HRN-DS06T2 or equal		1,000,000						
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part#HRN-GR09K1 or equal		1,000,000						
	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.		1,000,000						
	Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS16K2 or equal.		1,000,000						
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.		1,000,000						
	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit, Part# HRN-RW03K4 or equal.		1,000,000						
Includes (1) of the following:									
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included, Part# INS-GOHDWIRE or equal.		1,000,000						
	Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.		1,000,000						
GO Device Bundles without Installation	Geotab GO9 or GR9 telematics, Proplus plan, universal harness, standard installation (as defined below), and training, Part # Proplus plan or equal. *Self installed*		1,000,000						

Includes (1) of the following									
	Geotab GO9 telematics device, Part# GO9-LTEATTA or equal		1,000,000						
	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal		1,000,000						
	Geotab GO Rugged 9 telematics device Part# GR9-LTEATTA or equal		1,000,000						
	OBDII extension cable pack for GO devices Part #HRN-BS16S4 or equal		1,000,000						
	Custom 3-Wire harness kit. the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal		1,000,000						
	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal		1,000,000						
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part#HRN-DS06T2 or equal		1,000,000						
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part#HRN-GR09K1 or equal		1,000,000						
	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.		1,000,000						
	Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS16K2 or equal.		1,000,000						
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.		1,000,000						
	3-wire harness kit for GO Rugged. The kit contains the the harness and a fuse kit, Part# HRN-RW03K4 or equal.		1,000,000						
Includes (1) of the following:									
	Installation of a (iO) 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		1,000,000						
	Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.		1,000,000						

OEM embedded Solutions									
	Part # Ford Premium Plan or equal		1,000,000						
	Part # GM Premium Plan or equal		1,000,000						
Extended Coverage									
	Monthly service plan for IOX Iridium satellite add-on. Must be combined with the GO-Bundle. Part # Satellite Plan or equal.		1,000,000						
	IOX Add-On for Iridium Satellite Support (Includes Iridium modem and antenna) Part# IOX-SATIRDV2 or equal		1,000,000						
Public Works (Winter Ops)									
	Monthly service plan for public works add-on. Must be combined with GO device bundle. Part# Public Works Plan or equal.		1,000,000						
	IOX-WKS integrates with the GO9 device as a part of the Geotab Public Works Solution for government fleets Part# IOX-WRKS or equal.		1,000,000						
	Cable - CS440 Integration, Part# HRN-CS440 or equal.		1,000,000						
	Cable - CS550 Integration, Part# HRN-CS550 or equal.		1,000,000						
	Cable - DB-9 Null Modem Integration, Part# HRN-DB9NM or equal.		1,000,000						
	Cable - DB-9 Serial Integration (15FT), Part # HRN-DB9S11F or equal		1,000,000						
	Cable - Force America Integration, Part # HRN-EAT or equal		1,000,000						
	Cable - Flex 4 Integration, Part # HRN-FLEX4 or equal		1,000,000						
	Cable - Gilets Integration, Part # HRN-GILINT or equal.		1,000,000						
	Cable - Schmidt Integration, Part # HRN-SCHINT or equal.		1,000,000						
Camera Add-On Solution									
	Monthly service plan for Surfsght add-on. Must be combined with GO device bundle. Part # Surfsght plan or equal		1,000,000						
	Surfsght - Ai-12 Dual Camera w/128GB SD Card, w/Sim & tamper proof case, Part #MKH-SRFAL12128SDB1 and Part # MKH-SRFPERTPCS or equal		1,000,000						
	Surfsght adaptor plugs for use with HRN-TNULL. Required for compatibility with Surfsght Ai-12 Camera Part # HRN-CBLPWRSS0011P or equal		1,000,000						
	Surfsght OBDII Power Adapter, Part # HRN-SGCBODD or equal.		1,000,000						
	A T-Harness to connect a GO Device with a custom telematics device, Part # HRN-TNULL or equal		1,000,000						
Geotab Keyless for Car Sharing Fleets									
	Motorpool operations plan, including telematics-based vehicle access, reservations, training, support, and warranty plan. Must be paired with monthly ProPlus plan. Part# Motorpool Plan or equal.		1,000,000						
	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.		1,000,000						
	IOX Add-On for Keyless functionality, with integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRTINHBB or equal.		1,000,000						
	IOX Add-On for Keyless functionality, without integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRTINHBB or equal.		1,000,000						
	Geotab Keyless NFC fob (with adhesive backing) to be used with Part# IOX-NPCREADERA or equal.		1,000,000						
	Starter inhib harness for Geotab Keyless. For use with a part# IOX-Keyless version B1 for blade key installations requiring starter inhib functionality. NOT for use with non-labeled versions of IOX-Keyless, part# HRN-CX10S4		1,000,000						

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

4-Pin Custom Adapter for use with Volkswagen truck only, Part# HRN-CG04T3 or equal	1,000,000							
Custom 13-pin adapter for use with HRN-GS16K2 Universal Harness Kit Part# HRN-CG13S1 or equal	1,000,000							
Custom proprietary HINO FMS adapter. Requires HRN-CM24Y1. Part#HRN-CH06A2 or equal.	1,000,000							
Custom 10-pin HINO EMS adapter for 2019+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CH10A2 or equal.	1,000,000							
Customer Isuzu FMS adapter for 2017+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CI04A2 or equal	1,000,000							
Custom harness kit for Mack Vehicles, 2018 or older, in North America. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part# HRN-CK10K2 or equal.	1,000,000							
Harness for custom GO device installations - includes Molex connectors for two OBD and one J1939 points. Part# HRN-CM24Y1 or equal.	1,000,000							
PSM module connection for Mercedes Sprinters (907 Chassis) for global markets. Requires HRN-CM24Y1. Part # HRN-CP04A2 or equal.	1,000,000							
14-pin connector harness for heavy-duty applications. Refer to the Vehicle Specific Installation document for more information. Part# HRN-CS14S21 or equal.	1,000,000							
14-Pin T-harness for heavy-duty applications. For use with vehicles with an RP1226 diagnostic connection. Part# HRN-CS14T2 or equal.	1,000,000							
Custom harness for Tesla Model 3 vehicles. Part# HRN-CT30T1 or equal.	1,000,000							
Custom Harness for Tesla Model 3 Vehicles. Part# HRN-CT20T11 or equal.	1,000,000							
Custom Harness for Tesla Model Y. Part# HRN-CT26T1 or Equal.	1,000,000							
Custom 3-wire harness kit. The custom kit contains the harness and a fuse kit. Part# HRN-CW03K3 or equal.	1,000,000							
Custom 8-Wire harness kit for vehicles with no supported connectors. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part# HRN-CW08K4 or equal.	1,000,000							
14-pin harness for CAT vehicles, part# HRN-DC14S2 or equal.	1,000,000							
6-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS06S4 or equal.	1,000,000							
6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications. Part # HRN-DS06ST2 or equal	1,000,000							
9-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS09S4 or equal.	1,000,000							
Diagnostic connector for Mercedes Vehicles - used on older generations medium-duty trucks and buses. Part # HRN-EE14S1 or equal.	1,000,000							
Diagnostic connector for European markets, primarily for the DAF Euro 3 up to 2006. Part # HRN-EA16S1 or equal	1,000,000							
European interface harness for generic vehicles with FMS, part# HRN-ES12S1 or equal.	1,000,000							
Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part# HRN-GR09K1 or equal.	1,000,000							
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	1,000,000							
Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance. Part# HRN-GS16K2 or equal	1,000,000							
12-pin Konatsu-specific harness for GO RUGGED device. Part# HRN-RC12T2 or equal	1,000,000							
Polaris interface harness for the GO RUGGED device. Part# HRN-RD04S1 or equal	1,000,000							
CAT Specific Adaptor, Part# HRN-RMRC1 or equal	1,000,000							
Battery disconnect bypass harness for GO RUGGED device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the harness and fuse kit. Part #HRN-RS12S2 or equal.	1,000,000							

Pulse harness for engines not reporting ignition/RPM for the GO RUGGED device. Required for ground service equipment. Part# HRN-RW04S4 or equal	1,000,000								
3-wire harness kit for GO Rugged. The kit contains the harness and fuse kit. Part# HRN-RW03K4 or equal.	1,000,000								
Differential harness used for negative battery disconnect/oil pressure switch/negative output ignition for the GO RUGGED device. Required for ground service equipment. Part# HRN-RW04S4 or equal	1,000,000								
T6-Pin connector harness for vehicles without diagnostic reports (off-road vehicles only). Requires a GO RUGGED. Part# HRN-RW07T1 or equal.	1,000,000								
8-Wire harness kit for GO Rugged. The kit contains the harness and a fuse kit. Part# HRN-RW08K1 or equal.	1,000,000								
6-way IOX harness for GO RUGGED to provide digital auxiliary support. Part# HRN-RX06S4 or equal	1,000,000								
Ford EDI TUG engine interface harness for the GO RUGGED device. Required for ground service equipment. Part # HRN-RZ04S4 or equal.	1,000,000								
Kubota gas engine interface harness for the GO RUGGED device. Required for ground service equipment. Part# HRN-RZ04T4 or equal.	1,000,000								
6 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S6 or equal.	1,000,000								
8 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S7 or equal.	1,000,000								
10 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S8 or equal.	1,000,000								
14 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S9 or equal	1,000,000								
European interface harness for Mercedes Sprinters with PSM. Part# HRN-UP21Y2 or equal	1,000,000								
Input/Output expander to send an alert message to MyGeotab. Part# IOX-Alert or equal.	1,000,000								
Input/output expander Add-On for GO devices to support analog auxiliary input. [BETA] Part# IOX-Analog or equal.	1,000,000								
IOX Add-On for GO devices for auxiliary support. Part# IOX-AUXM or equal.	1,000,000								
Input/output expander with Bluetooth low energy for GO devices - supports proximity beacons with a public MAC address and select sensor-enabled beacons. Part# IOX-BT or equal.	1,000,000								
Input/output expander for an external buzzer or beeper. Part # IOX-Buzz or equal.	1,000,000								
Input/output expander for CAN integrations (i.e. Mobileye, Valco) Part# IOX-CAN or equal.	1,000,000								
Input/output expander for driver identification - includes tag reader only. Part # IOX-NFCREADER or equal.	1,000,000								
Input/output expander for GO Devices to control a relay. Part# IOX-OutputM or equal	1,000,000								
Input/output expander for RS232 support - 3 pin Delphi Connector Part # IOX-RS232D or equal	1,000,000								
Input/Output expander for RS232 Support - female connector Part # IOX-RS232F or equal.	1,000,000								
Input/output expander for RS232 Support - male connector. Part # IOX-RS232M or equal.	1,000,000								
Input/Output expander to allow two-way data transfer and charge external devices - uses female USB type-A connector. Part# IOX-USB or equal.	1,000,000								
Shunt for GO7, or newer devices with short PIN. Part # SPR-ALDLSHUNT or equal	1,000,000								
Bracket required for 2015 Ford F-150, Ford Fusion, and Ford Mondeo Vehicles. Part# SPR-BSFBKT or equal	1,000,000								
Mounting bracket and material for GO devices - includes two cable (zip) ties, two screws, and double-sided tape for installation purposes. Part #SPR-INSTALLBAG or equal	1,000,000								
GO leasing only. Used for marketing purposes. Part# SPR-MKTOOSHELL or equal.	1,000,000								
Mounting bracket and holder for IOX-NFCREADER. Includes 2 screws and double-sided tape for the bracket for the installation purposes. Part # SPR-NFCBRACKET or equal.	1,000,000								

	Driver ID relay kit. Requires a Geotab Authorized Installer or licensed automotive electrician or mechanic. Part# SPR-Relaykit or equal.	1,000,000						
	Cost of standard shipping per order. Part# shipping or equal.	1,000,000						
Citizen Insight Solution								
	Citizen Insights Monthly Fee (Population up to 50k) Part# MKT-FEE-CITIZENS1 or equal	1,000,000						
	Citizen Insights Monthly Fee (Population 50k - 100k) Part# MKT-FEE-CITIZENS2 or equal	1,000,000						
	Citizen Insights Monthly Fee (Population 100k - 500k) Part# MKT-FEE-CITIZENS3 or equal	1,000,000						
	Citizen Insights Monthly Fee (Population 500k - 1m) Part# MKT-FEE-CITIZENS4 or equal	1,000,000						
	Citizen Insights Monthly Fee (Population >1m) Part# MKT-FEE-CITIZENS5 or equal	1,000,000						
Asset Tracking Solution								
	Monthly service plan for Positioning Universal Asset Tracker Part#Asset Tracker Plan or equal	1,000,000						
	Positioning Universal Asset Tracker (no connector) Part# MKH-TT6600LM0QGL or equal	1,000,000						
	Positioning Universal Asset Tracker (With Connector, CAN, RS232, BLE) Part# MKH-TT603LM0QGL or equal	1,000,000						
						\$0.00	\$0.00	\$0.00
						\$0.00	\$0.00	\$0.00
						\$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.

3.4 Professional Services	Unit of Measure	Hourly Rate	Hourly Rate Travel	Estimated Qty for Eval Only	Extended Cost Regular	Extended Cost Travel Rate
Professional Services Senior Programmer	per hour	\$0.00	\$0.00	100	\$0.00	\$0.00
Professional Services Analysis	per hour	\$0.00	\$0.00	100	\$0.00	\$0.00
Professional Services Training Services	per hour	\$0.00	\$0.00	100	\$0.00	\$0.00
Project Management	per hour	\$0.00	\$0.00	100	\$0.00	\$0.00
Overtime/Emergency	per hour	\$0.00	\$0.00	50	\$0.00	\$0.00
Total Bid Amount					\$0.00	\$0.00

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

**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.

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SPECIFICATIONS

1. **PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Here after, the system will be referred to as “GPS tracking system”.

The initial contract shall include costs associated with the turn-key implementation and configuration of the product. The contract shall also include hourly rates associated with professional services that may be utilized in the future. The contract shall be for one (1) year with three (3) optional one (1) year renewals.

The Vendor will be required to provide licenses, hardware, system configuration and professional services through the term of the contract. All costs shall be outlined in Exhibit A – Pricing Page. This contract may be utilized for the purchase of hardware, professional services and technical support to include but is not limited to planning for future initiatives and reporting.

Each professional services engagement will require the development of a detailed Statement of Work (SOW) and utilize the hourly rates set by the resulting contract. The SOW will be developed in collaboration with the successful Vendor and WVDOT. The SOW will outline the services and approval process required, along with a detailed list of deliverables, deadlines, and payment structure. Each SOW will result in an agency release order (ADO) resulting from this contract and will include a firm fixed price for services to be performed. In the event of an emergency such as a system failure, or if maintenance is required to prevent a system failure, services will be billed on an as needed basis; however, prior authorization will be required.

The initial intent for the GPS tracking solution will be for a pilot program intended to capture near real time GPS data associated vehicles tasked with snow and ice removal. The initial implementation will be for a very basic system configuration and set up for a small group of vehicles. The initial pilot will be further defined in a SOW.

Some of the snow removal equipment will be equipped with dash cameras which may be integrated into the solution. The system will also be required to capture data from both the vehicle and specialized attachments such as plows and spreaders to allow for comprehensive reporting of snow removal activities.

Long term, the resulting GPS tracking solution will be required to interface with other third-party solutions further described in the background section of this document.

Background:

WVDOT owns, operates and maintains their own vehicles along with highway construction and maintenance equipment. All equipment is centrally managed by the Equipment Division located in Buckhannon, WV with additional garage and repair facilities located across the State in each of the department's ten (10) Districts. Below is a summary of the current Fleet and Equipment Assets.

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EQUIPMENT TYPE	QUANTITY
Passenger Cars	2,066
371 Class Single Axle Dump Trucks	574
377 Class Tandem Axle Dump Trucks	405
370 Class F550	229
Graders	212
Excavators/Backhoes	123
352 Class Skid Steers	157
Pavers	39
Tractors	485

In total there are (1435) vehicles that already have Certified Power Fleet Pilot System units installed on them. (229) units are located on WVDOT 370-Class, (573) WVDOT 371-Class Single Axle Dump Trucks and (382) WVDOT 377-Class Tandem Axle Dump Trucks.

Most vehicles listed in the series require (1) one operator, however during our Salt Removal and Ice Control (SRIC) Season, (2) two operators are assigned to each plow truck. Most equipment that is in the WVDOT fleet has an assigned primary and secondary operator. The plows and spreaders are all controlled through the certified power system.

All fleet vehicles are assigned with a unique equipment identifier and are registered in the department's Fleet Management System Assetworks. In addition, vehicles are also registered as rolling stock assets in the State financial ERP accounting system wvOASIS which is a CGI Advantage Financial product.

Additionally, WVDOT maintains approximately 140 fueling stations throughout the state. All fuel tanks are equipped with Fuel Master, which is an electronically controlled fuel monitoring system. This system utilizes either an Automotive Information Module (AIM Unit) or a Prokee to transfer information to the database via the Fuel Master Unit (FMU).

WVDOT utilizes dTIMs as a replacement to our previous Maintenance Management System and portions of REMIS. dTIMs is where work requests, work orders, work scheduling and reporting is tracked and managed while it's integrating with wvOASIS. The vendor may be required to interface with the Maintenance Management System.

WVDOT maintains a 511 State Highway information center that provides real-time roadway condition, traffic and accident reporting data. The vendor may be required to interface with the State's 511 System.

WVDOT currently maintains both an ArcGIS Online environment and an ArcGIS Enterprise environment in production. Our Enterprise deployment is running version 10.8.1, with plans underway to upgrade to version 11.5 soon. The vendor will be required to interface with both Systems.

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2. **DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.
- 2.1 **“Contract Item” or “Contract Items”** means the items identified in Section 3.1 below and on the Pricing Pages.
- 2.2 **“Pricing Pages”** means the schedule of prices, estimated order quantity, and totals contained in wvOASIS or attached hereto as Exhibit A, and used to evaluate the Solicitation responses.
- 2.3 **“Solicitation”** means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.
- 2.4 **“WVDOH”** means West Virginia Department of Highways.
- 2.5 **“EPA”** means Environmental Protection Agency.
- 2.6 **“OSHA”** means Occupational Safety and Health Administration.
- 2.7 **“GPS”** means Global Positioning System.
- 2.8 **Kbps”** means Kilobits per second.
- 2.9 **“OBD2”** means On-Board Diagnostics second generation.
- 2.10 **“ISO”** means The International Organization for Standardization, and is an independent, non-government, international organization that develops standards to ensure the quality, safety and efficiency of products, services and systems.
- 2.11 **“LTE”** means Long-Term Evolution.
- 2.12 **“PWM”** means Pulse Width Modulation
- 2.13 **“Telematics”** means diagnostic technology that combines telecommunications and informatics to wireless send and receive data from a vehicle providing real time insights into location and condition.
- 2.14 **“VPW”** means Variable Pulse Width.
- 2.15 **“SAE”** means Society of Automotive Engineers.

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2.16 “NOAA” means National Oceanic and Atmospheric Administration.

2.17 “mA” means Milliampere.

2.18 “ISO 14229” means data link independent requirements of diagnostic services, which allow a diagnostic tester to control diagnostic functions in an o-vehicle electronic control unit.

2.19 “J1850 PWM” means pulse width modulation at 41.6 Kbps. Two wire differentials.

2.20 “J1850 VPW” means variable pulse width at 10.4/41.6 Kbps. Single Wire.

2.21 “J1708” means standard for serial communication between modules with micro controllers in heavy duty vehicles.

2.22 “J1708 CAT” means standard for serial communication between modules with micro controllers in heavy duty vehicles manufactured by Caterpillar.

2.23 “WWH-OBD” means world harmonized on-board diagnostics global technical regulations.

2.24 “ISO Toyota” means International Organization for Standardization for Toyota.

2.25 “ISO Vario” means International Organization for Standardization for Vario.

2.26 “ISO Ford” means International Organization for Standardization for Ford.

2.27 “ISO Isuzu” means International Organization for Standardization for Isuzu.

2.28 “SAE J1455” means the specifications that characterize the environmental performance and reliability requirements of electronic equipment designed for heavy duty on and off-road vehicles.

3. GENERAL REQUIREMENTS:

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- 3.1 Contract Items and Mandatory Requirements:** Vendor shall provide Agency with the Contract Items listed below on an open-end and continuing basis. Contract Items must meet or exceed the mandatory requirements as shown below.

3.1.1 General

3.1.1.1 Vendor shall provide Geotab GO9, or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. The system will be utilized to collect operating data from DOT fleet vehicles using telematics devices.

3.1.1.2 Products provided as part of the GPS tracking solution shall be installed in vehicles that fall into the following asset categories. both Light Duty and Heavy-Duty Vehicles.

3.1.1.3 Light Duty Vehicles are defined as being powered by an internal combustion engine equipped with OBD II protocol diagnostics and diagnostic connector. In the event the vehicle does not have OBD II capabilities, the vendor shall provide alternative harness configuration solutions.

3.1.1.3.1 All available data from the asset shall be collected via the ODB II or alternative diagnostic connector and transmitted wirelessly to the GPS tracking solution.

3.1.1.3.2 Light Duty Assets include but are not limited to sedans, sport utility vehicles and pick-up trucks.

3.1.1.3.3 Heavy Duty vehicles are defined as being powered by an internal combustion engine equipped with Communication Protocol (CAN-bus) J1708 and J1939 CAN-bus and diagnostic connector. Construction, off road, and auxiliary engine equipped assets are included in this category. All available data from the asset shall be collected via the CAN-bus connector, if equipped, and transmitted wirelessly to the web-based GPS tracking solution.

3.1.1.3.3.1 Heavy Duty Assets include but are not limited to: Snowplow Trucks, Snow Blowers, Paint Striper Trucks, Personal Hoist Trucks, Street Sweepers, Mower Tractors and Attenuator Trucks.

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3.1.2 Asset Data Services

3.1.2.1 The data and hardware service for the GPS tracking system shall include any necessary hardware and data transfer services, data collection, data storage, reporting, diagnostic trouble code (DTC) and equipment alerts.

3.1.2.2 The GPS Tracking solution shall be capable of supporting the asset fleet and asset operators as described in the Background section of the specifications.

3.1.2.2.1 The vendor shall provide pricing for unlimited data for both cellular and satellite communication. However, WVDOT may provide connectivity via existing communication contracts.

3.1.2.2.2 The data and hardware service shall include overlay mapping and wireless data transmission services for assets statewide and potentially in neighboring states.

3.1.2.2.3 Transmission of data from the in-asset hardware will be wireless and bi-directional to and from the vendor and/or the state's data warehouse.

3.1.2.2.4 The GPS tracking solution shall allow for troubleshooting such as firmware updates and device health checks. The system shall allow for data to be pushed to the in-asset hardware via the communications network.

3.1.2.2.4.1 The GPS tracking solution shall provide all wireless transmission, and communications shall take place over secure and encrypted channels.

3.1.2.2.5 WVDOT reserves the right to assign system access rights, activate or deactivate any device, at any time via the GPS tracking solution. The vendor may be required to provide technical assistance for these services.

3.1.2.2.6 The data collection, storage, reporting and alert service will be provided statewide, twenty-four (24) hours a day, seven (7) days a week, including all holidays. WVDOT does not expect 100% uptime on the web application, but the vendor is required to provide twenty-four (24) hour notice for scheduled system maintenance. Maintenance shall be scheduled outside normal business hours.

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3.1.2.2.6.1 The vendor shall address unanticipated downtime within one (1) hour of being reported to the vendor.

3.1.2.3 GPS Device & OBD II Link Software

3.1.2.3.1 At a minimum, the GPS tracking solution shall collect the following data points:

3.1.2.3.2 Asset Usage Information:

- 3.1.2.3.2.1** Location information by latitude and longitude and nearest address where it is available
- 3.1.2.3.2.2** Date and time of travel
- 3.1.2.3.2.3** Trip route
- 3.1.2.3.2.4** Milage of trip
- 3.1.2.3.2.5** Dash odometer values at beginning and end of each trip
- 3.1.2.3.2.6** ECM engine operating hours
- 3.1.2.3.2.7** Storage location
- 3.1.2.3.2.8** Asset operator ID
- 3.1.2.3.2.9** Days of use

3.1.2.3.3 Diagnostic Information:

- 3.1.2.3.3.1** Malfunction indication light (MIL)
- 3.1.2.3.3.2** Diagnostic trouble codes
- 3.1.2.3.3.3** Fluid Levels
- 3.1.2.3.3.4** Tire pressure
- 3.1.2.3.3.5** Emissions monitor status

3.1.2.3.4 Asset Operator Behavior

- 3.1.2.3.4.1** Excessive idling
- 3.1.2.3.4.2** Speeding
- 3.1.2.3.4.3** Harsh braking
- 3.1.2.3.4.4** Harsh acceleration

3.1.2.3.5 Other:

- 3.1.2.3.5.1** Fuel Usage
- 3.1.2.3.5.2** Green House Gas Emissions
- 3.1.2.3.5.3** Low Fuel
- 3.1.2.3.5.4** Low charge

3.1.2.3.6 GPS tracking system record location via trips through event-based data transmissions or pings, in latitude and longitude and nearest address where available.

3.1.2.4 In Asset Data Requirements

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3.1.2.4.1 GPS tracking system devices shall include but are not limited to the following:

3.1.2.4.1.1 Asset use via geofencing

3.1.2.4.1.2 Accident notification

3.1.2.4.1.3 Rapid acceleration/deceleration

3.1.2.4.1.4 Maintenance reminders such as oil change due, inspections due, other types of maintenance needs

3.1.2.4.1.5 Excessive idle and speeding events

3.1.2.4.1.6 Low primary power supply, battery level trend reporting

3.1.2.4.1.7 Loss of primary power

3.1.2.4.1.8 Fuel consumption

3.1.2.4.1.9 Odd hour activity as defined by WVDOT

3.1.2.4.2 GPS tracking system alerts shall be sent via email, SMS text messaging, multimedia messages.

3.1.2.4.3 GPS tracking system messaging shall be user definable via the application based on user hierarchy.

3.1.2.5 GPS Tracking System Device Data Storage

3.1.2.5.1 GPS tracking system devices shall be capable of storing data without loss, for a minimum of forty-five (45) days. When assets are operating in an area of no service. The device must be capable of transmitting stored data when connectivity is available.

3.1.2.5.2 In the event the device storage has reached maximum capacity, the system shall provide an alert.

3.1.2.5.3 If the device is not downloaded in a timely manner and the device needs to overwrite stored data, it is permissible for the device to overwrite the oldest data first.

3.1.2.5.4 Devices that reach capacity shall not freeze or lock up. It is not permissible for the device to completely erase data after a hard reset.

3.1.2.6 Device Hardware Requirements

3.1.2.6.1 Any GPS tracking system device provided by the vendor shall be the most current version of the device at the time of order placement. Devices shall

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always use the most current version of technology available to communicate with ODB II or CAN bus protocols to effectively process GPS, diagnostic and sensor data.

- 3.1.2.6.2** GPS tracking system devices shall be installed utilizing industry standard “Y” cabling sized appropriately for electrical load and shielded to prevent interference during operation and transfer of data.
- 3.1.2.6.3** Vendor provided “Y” cabling shall connect directly to OEM installed ODB II or CAN-Bus diagnostic port connectors. In the event OEM connectors are not available a three (3) wire connection is acceptable to supply platform voltage, ground and ignition (key on) signal.
- 3.1.2.6.4** Vendor shall provide unit pricing for all cabling and accessories needed to connect GPS tracking devices to the asset. All pricing shall be included on pricing page Exhibit A.
- 3.1.2.6.5** GPS tracking system devices shall be connected to the ODB II diagnostic port or CAN-bus diagnostic port will “step aside” electronically when diagnostic equipment is attached allowing diagnostic data to pass freely via the OBD II or CAN-bus as applicable while performing diagnostic work. This “step aside” function shall be capable of being performed automatically and shall not require physically unplugging the telemetry device.
- 3.1.2.6.6** GPS tracking system device shall be able to utilize RFID, Radio Frequency Identification or equivalent proximity (non-contact) technology to identify asset operator. System shall have an audible asset operator alarm alerting the operator that it is necessary to register their ID if not accomplished within thirty (30) seconds of key in event.
- 3.1.2.6.7** GPS tracking system device shall utilize a form of proximity or quick identifier to identify the asset operator.
- 3.1.2.6.8** GPS tracking system device firmware shall be configured to request the asset operator ID within ten (10) seconds of a key on event.
- 3.1.2.6.9** GPS tracking system shall provide hardware necessary to identify operator ID. The hardware shall be able to be installed/mounted in an accessible location that does not impair operator vision or cause a safety hazard for the occupant.

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Device shall not impair OEM systems or operations. All hardware necessary to accomplish this requirement shall be identified in the Pricing Page, Exhibit A.

- 3.1.2.6.10** GPS tracking system device hardware shall identify operator identity including the specific personnel ID number that shall be visible in the GPS tracking system software and shall be identified on reports defined by the WVDOT.
- 3.1.2.6.11** All accessories required to perform operator identification shall be of robust construction and shall be capable of withstanding off-road conditions which includes but is not limited to shaking, vibration, extreme temperatures -25 F to 150 F, dust and noise.
- 3.1.2.6.12** All hardware necessary for the GPS tracking system to function must be of the most current version/technology at the time of order placement and shall be capable of communicating with OBD II or CAN-bus control systems as appropriate to process telemetry and diagnostic data including but not limited to, live asset instrument display (dash), odometer and/or dash hour-meter reading and emission control system information.
- 3.1.2.6.13** GPS tracking system hardware shall provide proper GPS device functionality, reporting capabilities, data integrity and effective GPS device communication with onboard asset systems and data transmission networks.
- 3.1.2.6.14** GPS tracking system hardware shall allow for device firmware to be updated regularly to match evolving asset control protocol and communication teleology advancements and configured to eliminate interference with asset systems communication.
- 3.1.2.6.15** During the contract period, Vendor shall provide device firmware/software updates to accommodate advances in technology and device updates. Vendor shall provide updates and support necessary for WVDOT to perform updates on an as needed basis.
- 3.1.2.6.16** GPS tracking system hardware shall not cause harmful interference with or be adversely affected by mobile shortwave radio receivers or transmitters. Vendor shall provide appropriate parts and pricing for materials required to shield or provide noise suppression of equipment to prevent transmission or receipt of harmful interference.

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- 3.1.2.6.17** GPS tracking system hardware shall be labeled to comply with Federal Communications Commission (FCC) rules. The device label shall indicate the following message: "This device complies with part 15 of the FCC rules. Operation is submitted to the following two conditions (1) This device may not cause harmful interface and (2) this device must accept any interface received, including interference that may cause undesired operation". The vendor shall also label any other components provided under this contract that require such labeling to be in compliance with FCC requirements.
- 3.1.2.6.18** GPS tracking system hardware shall be capable of providing health check functionality to allow for the following:
- 3.1.2.6.18.1** Devices that have not reported via a key-on event within twenty-three (23) hours will "wake up" automatically and report location, condition and battery voltage (internal and supplied).
 - 3.1.2.6.18.2** The GPS tracking system shall be able to query all devices daily to determine asset "health" and report.
 - 3.1.2.6.18.3** The GPS system shall perform supplied battery voltage trend analysis which shall be able to be conducted each week on all installed and activated devices to preempt non-reporting devices.
 - 3.1.2.6.18.4** The GPS system shall be able to notify WVDOT of problematic devices/assets via report which should identify asset ID, device serial number, last reported location of asset trend analysis and current supplied battery charge.
- 3.1.2.6.19** The GPS system hardware for powered devices shall report, at a minimum live asset dash odometre⁴ and/or dash hour meter reading, asset ID, battery voltage (internal and supplied), position information in latitude and longitude (per ping rate or event) from key on to key off, engine RPM information, asset operator ID, date and time of trave, speed, and any additional parameters available in the industry as well as details defined by WVDOT.
- 3.1.2.6.20** The GPS system hardware shall obtain dash odometer and dash hour-meter values directly from the onboard computer data dream. If the dash odometer/hour-meter Parameter in Display (PID) is not available in the data stream, the data will be identified and supplied from the manufacture data stream. When the dash odometer and/or dash hour meter PID is not available in any onboard data stream, any applied meter calculation algorithms will be calibrated within one hundred (100) miles for

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odometers and fifty (50) hours for hour meters or less per six (6) month period. If manual adjustments are required, the GPS system shall be able to perform adjustments. The Vendor shall supply a means for performing an annual certification or accuracy of odometers and hour meters to WVDOT.

- 3.1.2.6.21** GPS tracking system hardware shall provide usage and movement information for assets traveling at speeds slower than that of normal motorized assets (equal to or greater than one (1) mile per hour), including non-passenger assets.
- 3.1.2.6.22** GPS tracking system hardware shall be configured to operate, report, and communicate within a primary voltage range of 6vdc (volts direct current) and 36 vdc as supplied by the asset. No voltage converter or reducers will be permitted.
- 3.1.2.6.23** GPS tracking system hardware necessary to operate each device and the system shall be listed on Pricing Page, Exhibit A to allow WVDOT to purchase equipment on an ongoing and as needed basis.
- 3.1.2.6.24** GPS tracking system hardware must incorporate input/output ports to accommodate asset operator ID method, alert buzzer or asset operator ID and two (2) additional ports for potential expansion.
- 3.1.2.6.25** All GPS tracking system hardware shall be compliant with Federal Motor Carrier Standards (FMCS) regulations for collecting and reporting Daily Vehicle Inspection Reports and electronic logging devices. All proposed hardware must be of the current model.

3.1.2.7 Non-Self-Propelled Assets

- 3.1.2.7.1** Selected assets that do not have an electrical system will be equipment with GPS Tracking device hardware that can be powered by a rechargeable battery.
- 3.1.2.7.2** GPS tracking system hardware for non-self-propelled assets shall be capable of providing utilization information such as, but not limited to, hours of use, days of use, the distance traveled and location of system.

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- 3.1.2.7.3** GPS tracking system hardware for non-self-propelled assets may be equipped with solar panels to facilitate charging of internal batteries. If solar is not an option, the vendor shall provide alternative means of battery charging. All equipment necessary shall be listed in Pricing Page, Exhibit A.
- 3.1.2.7.4** GPS tracking system hardware for trailer applications shall allow the device to be connected to the tow asset power supply when the trailer cord is connected and will use this power supply to charge the internal battery and power the device.
- 3.1.2.7.5** If selected assets have mounted power equipment mounted powered equipment will be equipped with the asset operator ID option. Usage data, including but not limited to, days and hours of use, will be provided. Data points reported/required are specific to WVDOT with be determined for configuration in the in the SOW for system configuration.

3.1.2.8 Automated Vehicle Location (ALV)

- 3.1.2.8.1** The Vendor should provide AVL options for Heavy Duty assets and other assets as needed. AVL shall provide real-time data collection, control, data analysis and reporting as described below:
 - 3.1.2.8.1.1** GPS Tracking System must be in compliance with state and federal asset operator reporting requirements.
 - 3.1.2.8.1.2** GPS Tracking System shall collect real-time data necessary to support cost savings for winter maintenance compatible with communication protocols such as Clear Roads "CR 14-04 Plug and Play" or equivalent.
 - 3.1.2.8.1.3** GPS Tracking System shall automate the collection and reporting of highway maintenance activities.
 - 3.1.2.8.1.4** GPS Tracking System shall be able to provide video feed of winter maintenance activities and may be required to interface with video feeds from existing WVDOT dash cam recording devices that utilizes Nextbase 622GW dash cams.
 - 3.1.2.8.1.5** GPS Tracking System shall capture real time tracking of assets for highway incident response and winter operations.

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- 3.1.2.8.1.6** The Vendor shall provide all equipment and hourly professional services rates necessary to collect data to allow for assessment of conditions of items listed in section 3.1.2.8. Vendor shall include pricing information on Pricing Page, Exhibit A.
- 3.1.2.8.1.7** GPS Tracking System shall provide compatibility with a wide variety of light duty and heavy-duty vehicles maintained by WVDOT.
- 3.1.2.8.1.8** GPS Tracking System hardware cellular and GPS antennas shall be internal to the unit.
- 3.1.2.8.1.9** GPS Tracking System hardware shall contain serial ports for Power Take Off (PTO) inputs.
- 3.1.2.8.1.10** GPS Tracking System hardware shall provide battery power for unpowered assets or a rechargeable solution.
- 3.1.2.8.1.11** GPS Tracking System shall provide real-time PTO tracking, service and detailed reports and alerts for the following:
- 3.1.2.8.1.11.1** Spreader operation
 - 3.1.2.8.1.11.2** Brine control
 - 3.1.2.8.1.11.3** Material flow
 - 3.1.2.8.1.11.4** Plow operation (plow up and down)
 - 3.1.2.8.1.11.5** Wiper operation
 - 3.1.2.8.1.11.6** Forward and rear facing video feeds if available on equipment.
 - 3.1.2.8.1.11.7** Warning lamp operation
 - 3.1.2.8.1.11.8** Current weather conditions, including road surface temp and pavement conditions
- 3.1.2.8.2** The GPS Tracking System shall be able to provide real-time asset control, detailed reports and alerts for the following:
- 3.1.2.8.2.1** ELD (<https://www.fmcsa.dot.gov/hours-service/elds/electronic-logging-devices>)
 - 3.1.2.8.2.2** Video capability for reporting out of service items.

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3.1.2.8.2.3 PTO work time.

3.1.2.8.3 The GPS Tracking System shall be able to interface with Assetworks Fleet Management System and shall be able to report the following data:

- | | |
|--------------------|---|
| 3.1.2.8.3.1 | DVIR Data |
| 3.1.2.8.3.2 | Out of service assets |
| 3.1.2.8.3.3 | Subsystems and PTO data |
| 3.1.2.8.3.4 | Component data |
| 3.1.2.8.3.5 | Asset Operator ID, duty status and hours of service |
| 3.1.2.8.3.6 | Material Data |
| 3.1.2.8.3.7 | Highway maintenance reports |

3.1.2.9 GPS Tracking Software Requirements

- 3.1.2.9.1** The vendor will be required to provide a web-based product access that requires no software installation
- 3.1.2.9.2** The GPS System shall provide continual program updates through the web without service interruption
- 3.1.2.9.3** The GPS System shall provide administrative ability to include unlimited users, unlimited grouping hierarchy, unlimited geo-fences, and methods to group assets outside of the normal grouping hierarchy

3.1.2.10 Data Storage Services

- 3.1.2.10.1** The GPS Tracking System shall provide a secure confidential Data Warehouse, and help desk facility with an uninterruptible power source, firewall protections, and a backup disaster recovery plan.
- 3.1.2.10.2** The GPS Tracking System shall provide a Data warehouse that operates twenty-four (24), seven (7) days a week, including holidays. The Vendor must ensure that all data, data transmissions, and data storage is kept secure and confidential. The State does not expect 100% uptime on the Data Services, but the level of service provided with this contract will include a twenty-four (24)-hour notice for scheduled maintenance and must be communicated to the ordering agency at least twenty-four (24) hours prior. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.

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- 3.1.2.10.3** The GPS Tracking System Data warehouse shall have a backup power supply to maintain continuous operations in the event of utility power failures. The service center will have duplicate computers for redundancy, with the ability to, at a minimum, permit restoration of data collection and user monitoring services within twenty-four hours after computer failure.
- 3.1.2.10.4** The GPS Tracking System Data Warehouse shall have duplicate data storage devices with automated fail-over and automatic re-establishment of the duplicate databases upon replacement of the failed storage device.
- 3.1.2.10.5** The GPS Tracking System Vendor have a written Emergency Disaster Recovery Plan at the start of the contract. The associated system and equipment will provide support in case of failures in power, telephone system, data networking equipment at its host site to the user-level equipment provided by the Contractor, due to the following but not limited to, all natural or man-made disasters including flood or fire at the data storage and reporting center. A written Emergency Disaster Recovery Plan shall be provided upon request.
- 3.1.2.10.6** The GPS Tracking System data produced will be the property of WVDOT and shall be available for retrieval twenty-four (24) hours a day, seven (7) days a week, including holidays for a minimum of two (2) rolling years. The overwrite rate will be one (1) month and begin with the oldest data first. Data will be retained for a minimum of two (2) rolling years before overwrite (overwrite rate will be one (1) month), archiving, or deletion with the option for ordering agency to download the data prior to overwrite, archiving, or deletion. The download will be available in Excel, Comma Separated Value, or other agreed upon form.
- 3.1.2.10.7** The GPS Tracking System The data will be stored in and queried from a stable, relational database. All data corrections will reflect across the entire database system. All data must be encrypted at rest using Transparent Data Encryption (TDE) or like technology.
- 3.1.2.10.8** The GPS Tracking system data points as defined during the implementation SOW with the Vendor and WVDOT agency shall integrate with Fleet Management Software/Programs if required by the WVDOT.

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3.1.2.10.9 WVDOT will regularly batch or import new data into, or update data in the GPS Tracking System database. This will include a batch in or import geofence information or as a regular update batch on the asset hierarchy. This will reduce the time otherwise needed to manually enter or update data and reduce the potential for errors in the data. Updates can be completed by WVDOT or by the Vendor. Proof of successful batch or update completion is required if completed by the Vendor and will be provided to the WVDOT.

3.1.2.10.10 During the SOW for implementation of the project the Vendor will work with WVDOT to create a Data Mapping Specification to ensure the ability to bilaterally move data from an WVDOT to the GPS Tracking system.

3.1.2.10.11 All data collected by Vendor is owned by WVDOT. Any use of, or change to, WVDOT data must be approved in writing prior to use of, or change to WVDOT data.

3.1.2.10.12 The GPS Tracking System Data Warehouse shall provide for bidirectional secure and encrypted communication.

3.1.2.10.13 Ordering agency shall have the option to direct data to multiple alternative “cloud” or data warehouses.

3.1.2.11 GPS Tracking System Enterprise Level Web Based Data Application

3.1.2.11.1 The GPS Tracking System application shall allow state personnel to access securely the asset data stored in the Data Warehouse. The Application shall provide pre-configured, customizable, viewable, printable and downloadable reports as described in, and has the capability of configuring and sending SMS, MMS or email alerts to users defined from within the Application, for each user. Data shall be collected every one (1) second and transmitted directly to the Application via cloud-based PI.

3.1.2.11.2 The GPS Tracking System vendor shall provide a system in such a manner that the WVDOT has no responsibility for the database, the Application software, or the technical infrastructure and associated processes and procedures. Access to the Application and the underlying

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database will be provided through the web will be secure, encrypted and role-based.

3.1.2.11.3 If required by WVDOT, the vendor shall also provide an option for WVDOT to become responsible for system administration and operation. The vendor shall provide applicable training and access as required by WVDOT.

3.1.2.11.4 The requirements for 3.1.2.11.2 and/or 3.1.2.11.3 will be further defined in the SOW that will be created for system configuration and implementation. The vendor is required to provide rates for both options in Pricing Page, Exhibit A.

3.1.2.11.5 The GPS Tracking System Vendor shall provide an internet secure link to WVDOT the Application and server with all data processing functions occurring solely on the Application's servers.

3.1.2.11.6 The GPS Tracking System Application shall not require installation of application provided software or applications on state-owned computers.

3.1.2.11.7 The GPS Tracking System Vendor shall notify the ordering agency by phone and/or email thirty (30) calendar days prior to implementing Application system changes. Sixty (60) calendar day notice is required for database structure changes. All changes must be tested for functionality prior to release. All data shall be backed-up prior to release of any changes. At least one (1) prior version of the backed up data shall be available, tested and ready in the event a roll back is required.

3.1.2.11.8 The GPS Tracking System Application shall provide the ability to overlay map an asset's location throughout the day and provide viewable, printable, and downloadable reports for each data type collected or calculated. The mapping overlay shall be a seamless route tracking log of the fleet asset movement during the given time parameters. These reports will be customizable by authorized WVDOT via the Application interface.

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3.1.2.11.9 The GPS Tracking System Application UI map should be updated with the current vehicles location within thirty (30) seconds of vehicle movement.

3.1.2.11.10 Due to possible data drift for calculated odometer and hour-meter readings, the Application shall accept odometer and hour-meter corrections for all platforms. Any odometer or hour-meter corrections entered will be actual dash odometer and dash hour-meter readings and will overwrite and eliminate the previous value causing the Application to display and store odometer and/or hour-meter increases based on this new value and cascade backward replacing previous odometer and hour-meter values based on the corrected value for data continuity and integrity.

3.1.2.11.11 The GPS Tracking System Application shall accommodate an unlimited user base with a minimum of one thousand (1,000) concurrent users per WVDOT account.

3.1.2.11.12 The GPS Tracking system Application shall support user hierarchy (role-based) Application access levels based on user ID's and passwords. All passwords must adhere with secure salted password hashing standards. Moreover, the solution must be configured to enable the WVDOT to set a date for password changes if required. The Vendor shall establish the initial WVDOT agency user accounts based on personnel information provided by the WVDOT during the initial SOW for configuration and implementation. The Vendor's customer support shall provide ongoing support for user hierarchy, report data entry, and report generation for the term of the contract. Parameters, included but not limited to the following, will be a one click yes/no adjustment parameter for each classification/user and shall be standalone (not group dependent):

3.1.2.11.12.1	View Data – current location
3.1.2.11.12.2	View Data/Run Reports Historical Location
3.1.2.11.12.3	View Data – Asset Diagnostics
3.1.2.11.12.4	View Data – Asset Operator
3.1.2.11.12.5	Manage Users
3.1.2.11.12.6	Manage User Groups
3.1.2.11.12.7	Register/Edit Assets
3.1.2.11.12.8	Edit Odometer/ECM engine hours
3.1.2.11.12.9	Manage Geofences
3.1.2.11.12.10	Manage scheduled reports

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|----------------|--|
| 3.1.2.11.12.11 | Manage Alerts |
| 3.1.2.11.12.12 | Run Device Reports |
| 3.1.2.11.12.13 | View all users |
| 3.1.2.11.12.14 | Manage Asset Operations |
| 3.1.2.11.12.15 | Manage Asset Operator ID Key Assignments |
| 3.1.2.11.12.16 | Manage Asset Operator Schedules |
| 3.1.2.11.12.17 | View Analytics Dashboard |
| 3.1.2.11.12.18 | View Asset Operator Behavior Dashboard |
| 3.1.2.11.12.19 | Show Asset Operations Information |
| 3.1.2.11.12.20 | Public Geofence creation |
-
- 3.1.2.11.13** The GPS Tracking System Vendor shall provide user hierarchy templates, customizable to establish and define user rights. Initial templates will be created by the Vendor based on the rights hierarchy provided by the WVDOT. Authorized personnel will have rights to create, edit and assign custom rights and edit the templates.
- 3.1.2.11.14** The GPS Tracking System shall provide provisions to mask certain data points, such as operator and location, will be available based on user hierarchy.
- 3.1.2.11.15** WVDOT will supply a list of authorized personnel to the Vendor during the initial SOW implementation process. The authorized personnel will have access to the Application twenty-four (24) hours a day, seven (7) days per week, including holidays. Personnel changes will be made as needed by each ordering agency through the administrator account by e-mail or by phone request to Contractor. The State does not expect 100% uptime on the web application, but the level of service provided with this contract will include a twenty-four (24) hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
- 3.1.2.11.16** The GPS Tracking System Application shall allow for unlimited location pings or event-based data transmission for each asset (with key on or off) twenty-four (24) hours a day, seven (7) days a week, including all holidays. The State does not expect 100% up time on the web application, but the level of service provided with this contract will include a twenty-four (24) hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
- 3.1.2.11.17** The GPS Tracking system Application shall have acceptable processing performance for mapping and tracking data. Acceptable is defined as a response time of between three to four (3-4) seconds for standard and ten (10) seconds to run complex process and content availability of 99.9 percent of the time.

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- 3.1.2.11.18** The GPS Tracking System Vendor shall provide the ability to download or export all data directly from the Application.
- 3.1.2.11.19** The GPS Tracking System Application shall allow users to access the application over a Secure Socket Layer connection with 256-bit encryption or equivalent utilizing Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers.
- 3.1.2.11.20** The GPS Tracking System shall overlay maps to work on all computers with Windows 7 or later, with at least 2GB of RAM, and Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers.
- 3.1.2.11.21** The GPS Tracking System application shall have the ability to geofence, both private and public. Any user created public geofences will be viewable to authorized personnel. Private geofences will be viewable to only that user account. When a user account is disabled, any geofences can be assigned to another account, or deleted by authorized personnel.
- 3.1.2.11.22** The GPS Tracking System Application shall have a scalable search functionality. WVDOT will have access to search based on defined hierarchies, asset identifiers (year, make, model, Vehicle Identification Number (VIN) or Asset ID). A wildcard search feature is required.
- 3.1.2.11.23** The GPS Tracking Application database shall be compatibly structured to allow seamless data transfer to the ordering agency's servers at any time if deemed necessary by the ordering agency.
- 3.1.2.11.24** The GPS Tracking Application shall have real-time, secure bidirectional information transfer with the User Portal and Vendor Data Warehouse.
- 3.1.2.11.25** The GPS Tracking System Application shall allow users to access the application utilizing Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers and may be required to provide access via mobile devices such as phones, iPads and tablets.
- 3.1.2.11.26** The GPS Tracking System Application data transmission shall use Transport Layer Security (TLS) 1.2 and above.

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3.1.2.11.27 The GPS Tracking Vendor shall patch operating software for vulnerability at a minimum every thirty (30) calendar days. Additionally, the vendor shall implement a process that recognizes zero day, critical and high vulnerabilities and must work with the agency to deploy the remediation/patching required with an expeditious manner to avoid possible risks to WVDOT's information and information assets.

3.1.2.11.28 The GPS Tracking System hardware shall have a bar code or QR label affixed. Prior to each installation all hardware data shall be scanned and logged. At a minimum, the following data shall be captured:

- 3.1.2.11.28.1** Asset identification number
- 3.1.2.11.28.2** VIN
- 3.1.2.11.28.3** Year/Make/Model
- 3.1.2.11.28.4** Telemetry Harness Type and Part number
- 3.1.2.11.28.5** Telemetry/GPS device model and serial number

3.1.2.12 GPS Tracking System Web Application Reporting

3.1.2.12.1 The GPS Tracking System Application shall provide or generate the reports described within this section, if the required data is available from each selected asset. Reports shall provide real-time information, as needed. Reports shall be available in the Application for a minimum of two (2) years. The reports will be provided at no additional cost. If reports include confidential, personally identifiable, or sensitive information, those reports must be labeled (Confidential). Information classification can be referenced in the SIMM5305-A section. Reporting needs will be further communicated in the initial SOW for system implementation.

3.1.2.12.2 The GPS Tracking System reports shall have minimum capabilities of being queried, sorted and filtered by any field contained in the report and by data parameters such as date or date range, asset IDs, hierarchy, asset operator, geofence activity, or other parameters as agreed upon by ordering agency.

3.1.2.12.3 The GPS Tracking System Reports shall be readable on screen, printable and downloadable. Reports shall be downloadable from the Application and be transmitted to the WVDOT via a scheduled email when report size allows, in any of the formats listed below. Zip file format or an option like Dropbox will be used when emailing report(s) or data, where possible. Where data transmission exceeds the allowable size for emailing, even with Zip file format, a Secure File Sharing process will be created.

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3.1.2.12.4 The GPS Tracking System Application shall also have an ad hoc reporting feature, which allows for creation of reports that can be one time reports or become a regularly generated report. Available file types will include Excel (2013 or newer), Portable Document Format (.PDF), text comma delimited (.txt), Comma Separated Values (.CSV), and Hypertext Markup Language (HTML) at a minimum. Report(s) will be subject to approval by the ordering agency.

3.1.2.13 GPS Tracking System Overlay Mapping Analysis

3.1.2.13.1 The GPS Tracking System track asset location and its travel plotted with no gaps between reporting points including directional arrows at reporting points on current maps. Travel will be depicted in lines corresponding to traveled route on up-to-date maps. Route will correspond to roadway traveled.

3.1.2.13.2 The GPS Tracking System Application Vendor is responsible for identifying gaps in data during system implementation and will be further defined in the SOW. All gaps in data shall be investigated and acted upon by the Vendor. The Vendor shall report to WVDOT all data gap instances and proposed solutions including timelines to correct the cause. If the cause is not related to hardware malfunction, data transmission coverage issue, or installation fault, the Vendor shall provide a detailed report of actionable findings to the ordering agency. Reporting will occur within one (1) week of gap occurrence, in writing. Acceptable formats are .PDF, .txt, e-mail, or Word (.doc).

3.1.2.13.3 The GPS System Mapping shall plot and provide latitude and longitude coordinates and nearest address if available. The pinged asset location or event-based data transmission should take no longer than thirty (30) seconds to be received via the GPS Tracking System Application overlay map. The ping or event-based data transmission will locate the asset regardless of ignition status.

3.1.2.13.4 The GPS Tracking System Application overlay maps shall be easy to navigate for an accurate depiction of the assets daily movements. Easy navigation means web users are able to easily find and identify daily movements of assets in a consistent manner.

3.1.2.13.5 The GPS Tracking System Application overlay maps shall load within (10) seconds.

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3.1.2.13.6 The GPS Tracking System Application overlay maps and asset location shall be updated within thirty (30) seconds when a device condition/health check is requested via the application portal.

3.1.2.13.7 The GPS Tracking System overlay mapping will be scalable to display individual assets up to and including a nationwide view.

3.1.2.13.8 The GPS Tracking System Application mapping shall include selectable views allowing District, County, Region, and Zip Code boundaries to be added individually or in groups overlaid on the map display. Asset activity associated with these boundaries will be accessible in the Application and in report generation.

3.1.2.14 GPS Tracking System Application Generated Reports

3.1.2.14.1 The GPS Tracking System Application shall generate the following pre-built (canned) reports through the secure internet site. All canned data will be available through the Application. All canned reports will be scalable, at a minimum, by:

- 3.1.2.14.1.1** Asset(s) ID
- 3.1.2.14.1.2** Asset Operator name and ID numbers
- 3.1.2.14.1.3** GPS Tracking Device type and serial number
- 3.1.2.14.1.4** Asset(s) odometer value
- 3.1.2.14.1.5** Asset(s) summed milage
- 3.1.2.14.1.6** Alerts
- 3.1.2.14.1.7** Geofence locations(s)/violations
- 3.1.2.14.1.8** Ordering agency groups
- 3.1.2.14.1.9** Ordering agency hierarchy
- 3.1.2.14.1.10** VIN
- 3.1.2.14.1.11** Asset year
- 3.1.2.14.1.12** Asset manufacturer
- 3.1.2.14.1.13** Asset model
- 3.1.2.14.1.14** Asset fuel type
- 3.1.2.14.1.15** WVDOT defined regions
- 3.1.2.14.1.16** WVDOT assigned attributes

3.1.2.15 GPS Tracking System Equipment Reports

3.1.2.15.1 The GPS Tracking System Application shall provide an on-demand report of all assigned assets in use. The report at a minimum will include:

- 3.1.2.15.1.1** Asset Id
- 3.1.2.15.1.2** WVDOT Hierarchy
- 3.1.2.15.1.3** Current dash odometer reading

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3.1.2.15.1.4	Asset operator name and ID number
3.1.2.15.1.5	Asset year
3.1.2.15.1.6	Asset model
3.1.2.15.1.7	GPS tracking system device serial number
3.1.2.15.1.8	VIN
3.1.2.15.1.9	Location latitude and longitude, nearest address where available and geofence information

3.1.2.16 GPS Tracking System Equipment Alert Reports

3.1.2.16.1 The GPS Tracking System Application shall provide at a minimum the ability to generate an alert report queried by Asset ID and date parameters. This report shall be available on demand or as a scheduled daily, weekly or monthly delivered report. Alerts may be sent via e-mail, SMS or MMS. Alert data will include, but not be limited to:

3.1.2.16.1.1	Identifying the type and time of alert, example MIL command on (as applicable)
3.1.2.16.1.2	Excessive idling
3.1.2.16.1.3	Speeding
3.1.2.16.1.4	Off network
3.1.2.16.1.5	Non-reporting unit
3.1.2.16.1.6	Device disconnected
3.1.2.16.1.7	Battery or supply voltage near lower threshold
3.1.2.16.1.8	Diagnostic trouble code
3.1.2.16.1.9	Geofence entrance or exit
3.1.2.16.1.10	Unidentified operator

3.1.2.17 GPS Tracking System Automobile Log Report

3.1.2.17.1 The GPS Tracking System Application shall provide a report with the following data points for each trip in report form within any time period where the data is accessible. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report:

3.1.2.17.1.1	Asset Id
3.1.2.17.1.2	Asset Operator name and ID number
3.1.2.17.1.3	WVDOT Hierarchy
3.1.2.17.1.4	Date and Time of travel
3.1.2.17.1.5	Begin trip dash odometer/dash hour meter
3.1.2.17.1.6	End trip dash odometer/dash hour meter
3.1.2.17.1.7	Trip milage
3.1.2.17.1.8	Engine hours
3.1.2.17.1.9	Trip start location – latitude and longitude, nearest address where available and geofence information

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- 3.1.2.17.1.10** Trip end location – latitude and longitude, nearest address where available and geofence information
- 3.1.2.17.1.11** Hyperlink to map for each location
- 3.1.2.17.1.12** Overnight storage location for date of trip(s)

3.1.2.18 GPS Tracking System Usage Summary Report

3.1.2.18.1 The GPS Tracking System Application shall generate a total usage summary report within any time period where the data is accessible, for a little as a one-hour time period and up to a year, indicating actual number of assets used during the selected time period. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report. This report will be summed by Asset ID. This report will be detailed to reflect the:

- 3.1.2.18.2** Asset ID
- 3.1.2.18.3** WVDOT Hierarchy
- 3.1.2.18.4** Days used
- 3.1.2.18.5** Begin dash odometer/dash hour meter value
- 3.1.2.18.6** End dash odometer/dash hour meter value
- 3.1.2.18.7** Milage and/or hours used
- 3.1.2.18.8** Overnight storage location
- 3.1.2.18.9** Start latitude and longitude
- 3.1.2.18.10** End latitude and longitude
- 3.1.2.18.11** Nearest address where available
- 3.1.2.18.12** Hyperlink to map for each location
- 3.1.2.18.13** Any geofences the asset stopped within
- 3.1.2.18.14** Fuel used for the time period

3.1.2.19 GPS Tracking System Activity Detail Report

3.1.2.19.1 This report shall show all of the asset activity data listed below, and be adjustable to any time range as for a little as a one-hour time period and up to a year. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report. WVDOT shall have the rights to pull up to one (1) month of time, in one request. This will be ping by ping (or event by event) for the time period requested. Map route tracking log will be available at a minimum for one (1) month in the Application portal and a minimum of two (2) years in the Application database. The report will provide, for each ping/event:

- 3.1.2.19.2** Asset ID
- 3.1.2.19.3** Asset Operator name and ID number
- 3.1.2.19.4** WVDOT Hierarchy

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3.1.2.19.5	Latitude and longitude for each ping
3.1.2.19.6	End latitude and longitude
3.1.2.19.7	Asset hierarchy information
3.1.2.19.8	Hyperlink to map for each location
3.1.2.19.9	Nearest address where available
3.1.2.19.10	Date and time of each ping
3.1.2.19.11	Directional heading
3.1.2.19.12	Average speed
3.1.2.19.13	Max Speed
3.1.2.19.14	Instantaneous Speed
3.1.2.19.15	Posted Speed

3.1.2.20

GPS System Fleet Asset Management Report

- 3.1.2.20.1** The Fleet Asset Management Report will be provided on a monthly basis and include the following data for the previous month time period:
- 3.1.2.20.2** Days used
- 3.1.2.20.3** Ending dash odometer reading
- 3.1.2.20.4** Ending hour-meter value
- 3.1.2.20.5** Asset ID
- 3.1.2.20.6** Asset Operator ID
- 3.1.2.20.7** Year/Make/Model
- 3.1.2.20.8** VIN

3.1.2.21

GPS Tracking System Speeding Violation Report

- 3.1.2.21.1** A Speeding Violation Report shall be provided on a weekly basis. This report will show the raw data and data in graph form. The report shall be available in .PDF and Excel. The Vendor shall provide a subject matter expert to stand behind their data in a court of law if required. If required by an agency to provide a subject matter expert in a court of law, the WVDOT shall pay for any costs and expenses incurred by the Vendor to satisfy the WVDOT's request. This report will include and be scalable by:
- 3.1.2.21.2** Asset ID
- 3.1.2.21.3** Asset Operator name and Id number
- 3.1.2.21.4** WVDOT hierarchy
- 3.1.2.21.5** Average speed
- 3.1.2.21.6** Minimum speed
- 3.1.2.21.7** Maximum speed
- 3.1.2.21.8** Duration of speed
- 3.1.2.21.9** Posted speed
- 3.1.2.21.10** Latitude and longitude
- 3.1.2.21.11** Hyperlink to map for each location

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| 3.1.2.21.12 | Nearest address where available |
| 3.1.2.21.13 | WVDOT defined hierarchy |

3.1.2.22 GPS Tracking System Overnight Storage Report

3.1.2.22.1 The Overnight Storage Report shall be provided on a monthly basis and cover a one-month time period, but will also be available on demand and for any time period up to one (1) year of data. This report shall identify the overnight storage location for all assets and will include:

- | | |
|----------------------|--|
| 3.1.2.22.1.1 | Asset ID |
| 3.1.2.22.1.2 | Asset Operator name and Id number |
| 3.1.2.22.1.3 | WVDOT hierarchy |
| 3.1.2.22.1.4 | Date |
| 3.1.2.22.1.5 | Time |
| 3.1.2.22.1.6 | Begin of day location latitude and longitude and nearest address where available |
| 3.1.2.22.1.7 | End of day location latitude and longitude and nearest address where available |
| 3.1.2.22.1.8 | Hyperlink to map for each location |
| 3.1.2.22.1.9 | Miles traveled |
| 3.1.2.22.1.10 | Engine hours for the day |

3.1.2.23 GPS Tracking System Key Fob “frequently operated button” Compliance Report (Asset Operator ID)

3.1.2.24 The Key Fob Compliance Report shall be provided on a weekly basis, and on demand. The ordering agency will also have rights to pull this report for any time-period up to one (1) year. This report shall provide, per trip, if an asset operator was assigned for the trip. This report will show the raw data and the data in graph format acceptable to ordering agency.

3.1.2.25 Malfunction Indicator Lamp Report

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| 3.1.2.25.1 | The Malfunction Indicator Lamp (MIL) report shall be schedulable, on all applicable asset(s), and contain, at a minimum, the following data points: |
| 3.1.2.25.2 | VIN |
| 3.1.2.25.3 | Asset ID |
| 3.1.2.25.4 | WV DOT hierarchy |
| 3.1.2.25.5 | License Number |
| 3.1.2.25.6 | Year |
| 3.1.2.25.7 | Make |
| 3.1.2.25.8 | Model |

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- 3.1.2.25.9** Fuel Type
- 3.1.2.25.10** MIL status on/off
- 3.1.2.25.11** Active DTCs
- 3.1.2.25.12** Monitor status (complete/incomplete)
 - 3.1.2.25.12.1** Catalyst
 - 3.1.2.25.12.2** Fuel System
 - 3.1.2.25.12.3** Oxygen Sensors
 - 3.1.2.25.12.4** Oxygen Sensors Heater
 - 3.1.2.25.12.5** Secondary Air System
 - 3.1.2.25.12.6** Misfire
 - 3.1.2.25.12.7** Comprehensive Component
 - 3.1.2.25.12.8** Exhaust Gas Recirculation System
 - 3.1.2.25.12.9** Evaporative System
 - 3.1.2.25.12.10** Heated Catalyst

3.1.2.25.13 The MIL Report shall have the following filters based on current BAR/CARB program requirements and regulations:

- 3.1.2.25.13.1** Pass
- 3.1.2.25.13.2** Fail
- 3.1.2.25.13.3** Ineligible – indicates asset not subject to BAR/CARB smog check
- 3.1.2.25.13.4** CTP indicates assets participating in the BAR/CTP program

3.1.2.26 GPS Tracking System Custom Reporting Requirements

3.1.2.26.1 The Vendor shall work with the WVDOT to develop and satisfy the evolving reporting needs. Reports will be defined in future SOWs and shall be created as part of the Contract with no additional charges to ordering agency. Reports may be one-time reports, for a particular project or need, or regularly scheduled reports, delivered by e-mail when size allows, or available for download through the Application. All reports are scalable by the same parameters as the canned reports. All reports shall include the WVDOT's defined asset hierarchy. WVDOT agency defined asset operator hierarchy will also be included whenever a report requires asset operator information.

3.1.2.27 GPS System Application Program Interface (PI)

- 3.1.2.27.1** The PI shall be capable of providing bidirectional, real-time information transfer between:
- 3.1.2.27.2** The Application
- 3.1.2.27.3** WVDOT Fleet Management Software
- 3.1.2.27.4** ELD

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- 3.1.2.27.5** WVDOT Fuel Master System
- 3.1.2.27.6** The GPS Tracking System PI will provide one directional, real-time information to the Equipment Division Fleet Coordinator and WVDOT ESRI software. The Application information transfer shall be seamless, undetectable to log in users, and shall not require portal exit log out to execute. Information must be accessible to authorized fleet managers. All interface requirements will be further defined in future SOWs.
- 3.1.2.27.7** The GPS tracking system required data elements shall be collected and an ability provided to integrate those data elements via free PIs into third-party application for reporting. Third-party application could include fleet asset management software, such as AssetWorks.
- 3.1.2.27.8** The GPS Tracking System shall PI push available industry standard diagnostic information to the fleet management software, as required by the WVDOT.
- 3.1.2.27.9** The GPS Tracking System PI shall push dash odometer, dash hour-meter, engine hour usage, days of use, overnight storage location, and other usage information to be determined, as needed to the WVDOT fleet management software.
- 3.1.2.27.10** The GPS Tracking System PI shall pull asset information, such as hierarchy, year, make, model, VIN, license plate and other asset identifying information, as needed from the fleet management software.
- 3.1.2.27.11** Further GPS Tracking System data definitions, data mapping specifications, and Representational State Transfer Architecture (RESTful) services will be developed during SOW for system implementation.
- 3.1.2.27.12** The GPS Tracking System roadmap shall be developed during the SOW for the implementation and agreed upon by the Vendor and WVDOT. The Roadmap shall include potential changes in WVDOT needs, fleet management software or need for other changes to the data definitions or RESTful services. The Vendor will be required to work with WVDOT to obtain a successful resolution to any changing needs.

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- 3.1.2.27.13** The GPS Tracking System security and privacy of the PI will meet or exceed the security and privacy requirements of the Application.
- 3.1.2.27.14** The GPS Tracking System terms of service and service level for the PI will be established by a collaborative team comprised of the Vendor and WVDOT and information technology groups and shall be detailed during the SOW for system implementation. The Vendor shall obtain WVDOT and Information Technology written approval prior to commencement.
- 3.1.2.27.15** Any licensing (interface, data, code) and any policies will be provided in writing by the Vendor. The Vendor must obtain WVDOT and IT written approval prior to making commitments.
- 3.1.2.27.16** The GPS Tracking System Vendor shall maintain a Changelog, in writing, to be provided to WVDOT. The Changelog will include records of requests for changes from ordering agency, new version released information, changes between versions, bugs found, bug solutions, patch data, project phases, and other changes as decided by ordering agency. The Changelog will include a minimum date of change, date of ordering agency notification, bugs or errors arising from changes, and other information as needed by the WVDOT Vendor Technical Lead.
- 3.1.2.27.17** The GPS Tracking System PI shall be available twenty-four (24) hours a day, seven (7) days a week, including all holidays, unless notification is given twenty-four (24) hours in advance, for updates or upgrades to the PI. The updates or upgrades to PI should be completed after regular business hours of 6 AM to 5 PM Eastern Standard time. The State does not expect 100% uptime, but the level of service provided with this contract will include a twenty-four (24)-hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
- 3.1.2.27.18** The GPS Tracking System vendor shall be required to provide end user and administrative training for WVDOT for use of the PI. The vendor shall be required to provide detailed training documentation that will be used in train the trainer scenario. The vendor shall include an hourly rate for both onsite and virtual training. Pricing shall be included on Pricing Page, Exhibit A. Training needs will be defined in a future SOW.

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3.1.2.27.19 The Vendor shall provide support for the GPS Tracking System PI at no additional cost to the ordering agencies, as any other service in the contract. Technical and Application support shall be included on the Pricing Page, Exhibit A.

3.1.2.27.20 The Vendor shall patch operating software for vulnerability, at a minimum, every thirty (30) calendar days.

3.1.2.27.21 The Vendor shall be required to complete a cloud SaaS addendum as required by the State of West Virginia. This addendum shall be signed upon contract award. A copy of the addendum is located in Exhibit C.

3.1.2.28 GPS Tracking System Security

3.1.2.28.1 The GPS Tracking System minimum standards for security are listed below:

3.1.2.28.1.1 The Vendor shall have a written risk management process for data loss and data breach of servers, web application, PI, devices, or asset through devices. This will be provided to WVDOT in the SOW for the implementation.

3.1.2.28.1.2 The GPS Tracking System Data Warehouse security processes, firewalls, and communication encryption shall be provided in writing in the SOW that will be developed for implementation.

3.1.2.28.1.3 The Vendor will be required to comply with Advanced Encryption Standard 256 (AES 256) or greater for data transmissions, including ordering agency-to-server, server-to-server communication, as well as any data transfer between core systems and third-party systems wired or wireless. Unencrypted communication is permissible within a protected authorized boundary, for example, internal server-to-server communications within a protected Amazon Web Services (AWS) Virtual Private Cloud (VPC).

3.1.2.28.1.4 The vendor will be required to adhere to the West Virginia Office of Technology Policies & Procedures (<https://technology.wv.gov/policy-governance/ot-policies>)

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3.1.2.28.1.5 The Vendor shall ensure that the physical data centers only allow access to authorized personnel.

3.1.2.28.1.6 The Vendor shall ensure physical data centers have back up power capable of sustaining data center power needs with the ability to, at a minimum, permit restoration of data collection and user monitoring services within twenty-four hours after power failure.

3.1.2.28.1.7 The GPS Tracking System Application shall employ Secure File Transfer Protocol and Secure Hypertext Transfer Protocol.

3.1.2.28.1.8 The vendor shall audit its own security policies and procedures at least yearly and update/upgrade as technology advances. The vendor shall provide a copy of the annual audit at no cost. The data contained in the annual report will be certified by the Vendor for accuracy.

3.1.2.28.1.9 The vendor will ensure all data will be backed up daily. All data backups will be restored and tested annually to ensure that the backups' data integrity is preserved. The vendor must coordinate with the agency the test validation and provide the results of the validated restore.

3.1.2.28.1.10 The GPS System asset data shall be securely encrypted during transmission from the embedded or aftermarket device and transmitted via cellular and satellite network, or combination of data transmission services to the Vendor's owned data warehouse. The vendor shall provide data in the event WVDOT decides to provide cloud storage in a State operated environment.

3.1.3 Training

3.1.3.1 Manufacturers and/or dealers will be required to stage a thorough seminar about Preventative Maintenance, Operator, and Mechanic Training. To keep operators and mechanics updated, the successful vendor shall conduct training sessions covering

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the operation, maintenance, troubleshooting with each purchase order against this open-ended contract.

Manufacturers and/or dealers shall be required to furnish the Training Academy with one (1) Operator's Manual to be shipped directly to:

WVDOH Training Academy

P.O. Box 610

Buckhannon, West Virginia 26201

Prior to delivery of the pilot unit. Training seminar to be held at the WVDOT, Equipment Division, Buckhannon, WV 26201.

3.1.4 Warranty and Service Policy:

3.1.4.1 The bid shall include a breakdown of the complete manufacturers warranty per section. The unit must be accompanied upon delivery with a (2) two-year or better warranty and service policy. The warranty claim should be filed by a WVDOT employee by contacting the warranty provider by calling or placing it online.

3.1.5 Customer Support/Software Support

Vendor shall provide support that meets or exceeds the following features:

- 3.1.5.1** Customer and Software Support utilizing a primary support phone number, ticket portal, primary support email address
- 3.1.5.2** Include (24/7) telephone call support, chat support and email support, both with a maximum vendor response time of (1) hour.
- 3.1.5.3** Include remote troubleshooting where a technician can remotely connect to the software to diagnose and fix the issue without needing to be on-site.
- 3.1.5.4** Provides a work around solution before a bug or glitch has been addressed.
- 3.1.5.5** Shall include access to a securely protected customer portal or an equivalent that provides account management, integrated chat, file sharing and security, ticket tracking system, or better.
- 3.1.5.6** The vendor must be available "On Call" basis in case of emergencies after normal business hours. Vendor must provide emergency services

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in the event of a system failure or any emergency. The Agency is a 24 hour per day/7 day a week operation; as a result, the system is always operational. The Vendor will be authorized to bill for emergency services based on the hourly rate in Exhibit A Pricing Page. Any work performed on an emergency basis must be approved and coordinated by Agency personnel.

3.1.5.7 Vendor must be capable of providing an onsite resource within twenty four (24) hours of request for onsite assistance. This is necessary in emergency situations due to the critical nature of our Agency.

4 CONTRACT AWARD:

- 4.1 Contract Award:** The Contract is intended to provide Agencies with a purchase price on all Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Pages.
- 4.2 Pricing Pages:** Vendor should complete the Pricing Pages (Exhibit A) Vendor should take estimated Quantity and multiply by unit priced to get grand total.

The Pricing Pages contain a list of the Contract Items and estimated purchase volume. The estimated purchase volume for each item represents the approximate volume of anticipated purchases only. No future use of the Contract or any individual item is guaranteed or implied.

Vendor should electronically enter the information into the Pricing Pages through wvOASIS, if available, or as an electronic document. In most cases, the Vendor can request an electronic copy of the Pricing Pages for bid purposes by sending an email request to the following address: John.W.Estep@wv.gov.

5 ORDERING AND PAYMENT:

- 5.1 Ordering:** Vendor shall accept orders through wvOASIS, regular mail, facsimile, e-mail, or any other written form of communication. Vendor may, but is not required to, accept on-line orders through a secure internet ordering portal/website. If Vendor has the ability to accept on-line orders, it should include in its response a brief description of how Agencies may utilize the on-line ordering system. Vendor shall ensure that its on-line ordering system is properly secured prior to processing Agency orders on-line.
- 5.2 Payment:** Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

6 DELIVERY AND RETURN:

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6.1 Delivery Time: A completed pilot model for inspection must be provided within (5) five working day(s) after receipt of the pilot model order, by the successful vendor. Vendor shall deliver standard orders within (15) fifteen calendar days after orders are received. Vendor may ship orders without completion but will not receive payment for devices until minimum quantity has been received.

6.2 Late Delivery: The Agency placing the order under this Contract must be notified in writing if orders will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the delayed order, and/or obtaining the items ordered from a third party.

Any Agency seeking to obtain items from a third party under this provision must first obtain approval of the Purchasing Division.

6.3 Delivery Payment/Risk of Loss: Standard order delivery shall be F.O.B. destination to the Agency's location. Vendor shall include the cost of standard order delivery charges in its bid pricing/discount and is not permitted to charge the Agency separately for such delivery. The Agency will pay delivery charges on all emergency orders provided that Vendor invoices those delivery costs as a separate charge with the original freight bill attached to the invoice.

6.4 Return of Unacceptable Items: If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.

6.5 Return Due to Agency Error: Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.

6.6 Condition of Unit(s) Upon Delivery: All units must arrive at the prescribed delivery point having been completely pre-serviced with oil, lubricants, and coolant. All prescribed precautions pertaining to first operations and break in of the unit are to be posted conspicuously on the unit for ready observance by the operator.

6.7 Delivery Point: Delivery point of the completed Device Unit should be delivered to:

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WVDOH Equipment Division,
Attention: JD Haller
RT. 33 and Brushy Fork Road,
Buckhannon, WV 26201

6.7.1 Delivery point of software should be delivered to:

WVDOH – Information Technology
Attention: Gabby Selbe, gabby.selbe@wv.gov ,
1900 Kanawha Blvd East, Building 5, Room 729
Charleston WV, 25305

7 VENDOR DEFAULT:

7.1 The following shall be considered a vendor default under this Contract.

- 7.1.5 Failure to provide Contract Items in accordance with the requirements contained herein.
- 7.1.6 Failure to comply with other specifications and requirements contained herein.
- 7.1.7 Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.
- 7.1.8 Failure to remedy deficient performance upon request.

7.2 The following remedies shall be available to Agency upon default.

- 7.2.5 Immediate cancellation of the Contract.
- 7.2.6 Immediate cancellation of one or more release orders issued under this Contract.
- 7.2.7 Any other remedies available in law or equity.

8 MISCELLANEOUS:

- 8.1 No Substitutions:** Vendor shall supply only Contract Items submitted in response to the Solicitation unless a contract modification is approved in accordance with the provisions contained in this Contract.

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- 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: Adam Roll
Telephone Number: 616.755.3500
Fax Number: N/A
Email Address: adam.roll@gomotive.com



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

State of West Virginia
Centralized Request for Quote
Info Technology

Proc Folder: 1797541

Doc Description: 81260040 Winter Fleet Management Tracking

Reason for Modification:

ADDENDUM NO_3
Attach REVISED Pricing Page
Vendor Questions and
Responses
Bid Opening Remains 12/11/2025

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2025-11-21	2025-12-11 13:30	CRFQ 0803 DOT2600000037	4

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: VS0000050652

Vendor Name : Motive Technologies, Inc.

Address : 1355 Market Street, 11th Floor

Street :

City : San Francisco

State : California

Country : USA

Zip : 94103

Principal Contact : Adam Roll

Vendor Contact Phone: 1-855-434-3564

Extension:

FOR INFORMATION CONTACT THE BUYER

John W Estep
304-558-2566
john.w.estep@wv.gov

Vendor Signature *DEREK MERNIGH*

462330361
FEIN#

Dec 10, 2025
DATE

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

ADDITIONAL INFORMATION**ADDENDUM NO_3**

Addendum No_3 issued to publish and distribute the attached information to the Vendor Community

REQUEST FOR QUOTATION:

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to *establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Per the Bid Requirements, specifications, terms and Conditions Attached to this solicitation.*

INVOICE TO**SHIP TO**

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

CHARLESTON WV
US

CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	0.00000	EA	10.00	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

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

INVOICE TO**SHIP TO**

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

CHARLESTON WV
US

CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Fleet Management System Hardware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
31160000			

Extended Description:

Fleet Management System Hardware

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Fleet Management System Firmware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43233005			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Fleet Management System User Interface	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232306			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

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

Comm Code	Manufacturer	Specification	Model #
43230000			

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

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-11-14

SOLICITATION NUMBER: CRFQ DOT2600000037

Addendum Number: 3

The purpose of this addendum is to modify the solicitation identified as CRFQ DOT2600000037 ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

- ☐ Modify bid opening date and time
- ☐ Modify specifications of product or service being sought
- ☒ Attachment of vendor questions and responses
- ☐ Attachment of pre-bid sign-in sheet
- ☐ Correction of error
- ☒ Other

Additional Documentation:

Vendor Questions and Responses

Attach Revised Exhibit A Pricing Page

Bid Opening moves to 12/11/2025 @ 1:30 PM

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

CRFQ 0803 DOT2600000037 Questions

Question 1: In efforts to provide your team with the most desired information, we would like to better understand the expectations surrounding this response. Would you like our response to specifically address mandatory items within the Specifications document provided, building a detailed technical response including sections 3-8, along with pricing, OR, would you prefer an overall acknowledgement of the requirements, with the primary focus on pricing.

Answer: This is an RFQ awarded to the lowest responsive bidder meeting specifications.

Question 2: Additionally, how will this opportunity be scored? Would your team be able or willing to provide a scoring matrix for vendors to review?

Answer: Lowest Cost.

Question 3: Is the agency considering awarding multiple proof of concepts from this opportunity?

Answer: No, this is an open-ended contract. Quantities are estimates. An order may be placed for a small number to be used as a pilot.

Question 4: Device Consideration: Are devices other than Geotab being considered for this solicitation?

Answer: Yes, but equipment must meet the required equivalent specifications, refer to: General 3.1.1. Alternative solutions must also be compatible with existing equipment which can be found in the background section.

Question 5: Extended Coverage: Is extended coverage a mandatory requirement?

Answer: If you are referring to a warranty, please refer to 3.1.4: Warranty and Service Policy.

Question 6: Fleet List: Could a full fleet list (including VIN, Year, and Make) be provided to ensure accurate pricing? This information is also critical for preparing our Installation and Deployment services for project rollout.

Answer: Please refer to the background section with the fleet equipment breakdown which is listed by equipment type and quantity.

Question 7: Pricing Format: The Exhibit A pricing file appears to be tailored only to Geotab and does not align with our standard format, making it difficult for us to submit accurate pricing. Would we be permitted to submit our pricing in our own format?

Answer: No, the vendor shall use Exhibit A. The vendor can use the "SKU" blank section to supply their own equivalent part numbers. We are looking for unit prices as this is an open-ended contract. All quantities are estimates.

Question 8: RFP Deadline Extension: Given that the answers to these questions will be provided the week prior to the RFP deadline, what is the possibility of an extension beyond the current due date of November 24th?

Answer: This is not an RFP. This is a Request for Quotation "RFQ". We will request Purchasing Division to extend the bid to December 11th, 2025.

Question 9: Response Format: Is the state expecting individual, point-by-point responses to everything listed in the Specification document/General Requirement section, or can vendors provide only a list of deviations from those requirements?

Answer: If the vendor is submitting an alternative solution, technical documents are required.

Question 10: Exhibit A – Pricing Page – Column E QTY & Solicitation Portal 'Respond to Lines' Can the client please confirm which quantity amount is accurate, the portal is showing 50 units for each of the Commodity Lines, however, in Exhibit A the pricing is showing a quantity of 1,000,000.00 for each line item. Can Exhibit A or the portal please be amended to provide the corrected quantity?

Answer: The quantities of (50) in the portal are for an estimated amount for evaluation purposes but the intent is to create this for an open-end contract which would allow for unlimited quantity. The quantity (1,000,000) on Exhibit A pricing page is for the same purpose as above. We have requested purchasing division to remove the quantity as the intention is to have an open-end contract.

Question 11: Specification Document: Section 3.1 Contract Items and Mandatory Requirements: Can the client please confirm for the Specifications listed in Section 3.1, that the bidders are to provide a red-lined copy/acknowledgement of each item within the specifications as "compliant" and upload to the attachment section of the portal for this submission or does the client expect bidders' to provided a detailed, substantiated technical response to each line item in Section 3 for the purposes of this RFQ?

Answer: Vendors that intend to propose an equivalent solution should include technical documentation to demonstrate that the equivalent solution meets all the mandatory technical requirements. There is a column on the pricing page Exhibit A for the vendor to include manufacturer part numbers for equivalent solutions.

Question 12: Current RFQ Bid Opening Date: Tuesday, November 25th

This is the week of Thanksgiving Holiday. Can the state provide a two-week extension for the RFQ Bid Opening Date to accommodate for the Holiday?

Answer: We will request that the Purchasing Division extend the bid out to December 11th, 2025.

Question 13: There are line items in the provided pricing document — including, but not limited

to, the following which are not operationally relevant to WVDOT's stated scope of work:

- *Custom proprietary adapter for Volvo vehicles in Latin America and Europe*
 - *(HRN-CE04A4, HRN-CM24Y1)*
 - *Custom proprietary harness for Fiat and Chrysler vehicles in Latin America*
 - *(HRN-BF11A1)*
 - *Citizen Insights Monthly Fee (Population up to 50k) (MKT-FEE-CITIZENS1)*
 - **a public-facing analytics subscription intended for municipalities or small cities to share fleet data with residents, not a telematics function relevant to a state DOT.**
- These examples — among others within the pricing form — include foreign-market components and marketing or citizen-engagement tools that would have no foreseeable use for the WVDOT.**
- **How should respondents handle completing this pricing form?**
 - **If these items are not expected to be procured or evaluated, would**
 - **WVDOT allow respondents to submit equivalent pricing formats?**

Answer: No, the vendor shall use Exhibit A. The vendor can use the "SKU" blank section to supply their own equivalent part numbers. We are looking for unit prices as this is an open-ended contract. All quantities are estimates.

Question 14: If this project is to start as a pilot, will multiple vendors be selected for a pilot engagement?

Answer: No.

Question 15: How important is it to the agency to partner with a United States based company for this project?

Answer: Per specifications 3.1.5.1 The vendor must be able to respond to (24/7) call support, chat support and email support both with a maximum vendor response time of (1) hour. Also, according to specification 3.1.5.6, The vendor must be available "On Call" basis in case of emergencies after normal business hours. A new section is being added in 3.1.2.10 "Data Storage Services" and states that the data must be stored in a US based data center.

Question 16: What is the format of this response? Is WVDOT looking for specific answers to each of the requirements or is the response with pricing all the WVDOT is looking for? How should the approach and solution for this project be communicated?

Answer: Vendors that intend to propose an equivalent solution should include technical documentation to demonstrate that the equivalent solution meets all the mandatory technical requirements. There is a column on the pricing page Exhibit A for the vendor to include manufacturer part numbers for equivalent solutions. This can be submitted through the Oasis.

Question 17: Section 8. Addendum Acknowledgement of the INST to Vendors document states "Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an "Addendum Acknowledgement Form". Where can we access the Addendum Acknowledge Form?

Answer: The Addendum Acknowledgement Page is the last page of Addendum (1) issued on 11/7/2025.

Question 18: Could the state verify the document titled WVCloud-SaaSProcurementAddendum.pdf is Exhibit C?

Answer: Yes, WVCloud-SaaSProcurementAddendum.pdf is Exhibit C

Question 19: Regarding Section 40 of General Terms and Conditions and Section 8 of the SaaS Addendum. Does the State consider telematics data to be "sensitive or critical information" per W.Va. Code §15-2D-3?

Answer: No.

Question 20: Section 45 of General Terms and Conditions. Subject to this clause, will the State accept and review a vendor's end user agreement?

Answer: The vendor may submit their end user agreement for review.

Question 21: Section 11 of the SaaS Addendum. This obligation would apply to the cloud provider, not the solution provider (service provider). Please confirm this requirement would be satisfied by provision of comparable security documentation provided to the service provided by the cloud provider, such as a SOC2 report.

Answer: Regarding the vendor's inquiry about Section 11 of the SaaS Addendum, the vendor providing services to a state agency will be responsible for completing a Self-Assessment. This requirement applies even if the vendor utilizes a cloud provider for data storage or software, as the vendor maintains the direct account with the cloud provider. The cloud provided can provide a SOC2 and security reports to the vendor.

Question 22: Section 8.4 of the Specifications, states that the vendor should list its Contract manager and his or her contact information. Could the state confirm these details are not required at the time of proposal submission and can be provided at time of award with Exhibit C?

Answer: The vendor should assign the vendor representative that is responsible for bid submission and update the contract manager later.

Question 23: Regarding requirement 3.1.2.28.1.4 of the Specifications document. For the vendor to be able to acknowledge adherence to the West Virginia Office of Technology Policies and Procedures, could the State of West Virginia please specify which policies within the linked repository apply directly to an external Software-as-a-Service (SaaS) provider/vendor?

Answer: Please refer to CIO-19-001 and see Appendix C and Appendix D from the link that was provided in requirement 3.1.2.28.1.4.

Question 24: Beyond the existing issues with the macros and formulas, our core concern remains the methodology for determining the lowest overall total cost. Could you please clarify which specific products or line items on the pricing sheet will be factored into the final evaluation?

Answer: The pricing page has been revised where the quantity and the unit price will calculate into the extended price section of the pricing page. Once the vendor has completed filling out the products and line items, the final total will calculate into the total bid cost box. Year Two, Year Three and Year Four are optional years and are not required to be filled. Should the vendor elect to not add pricing for the renewal years, there will be no ability to renew other than using the year one pricing. The total cost will include the units purchased and the first initial year which is what the bid evaluation will be based on.

CRQM DOT26*21 WINTER FLEET MANAGEMENT

(Vendor must provide the individual cost breakdown for the components listed below and all related costs associated with the implementation.)

[illegible]

[illegible]

[illegible]

Installation of a hardwired Asset Tracker. Trip fees up to 50 mi km are included. Part# INS-Assetwired or equal.	EA	3,000	\$	-			
Installation of a Solar or Battery Powered Asset Tracker. Trip fees up to 50 mi km are included. Part # INS-Assetwireless or equal.	EA	3,000	\$	-			
Installation of one front facing camera solution. Does not include GO device installation. Trip fee up to 50 mi km are included. Part# INS-Camera or equal.	EA	3,000	\$	-			
Installation of a GO device with T-harness and up to two FOX cables (i.e. Part# FOX-NFCREADER, FOX-GOTALK) Trip fees up to 50 mi km are included. Part # INS-GOADV or equal.	EA	3,000	\$	-			
Installation of a GO device with the use of a miniature connection to the ignition, power and ground. Trip fees up to 50 mi km are included. Part # INS-GOHDWIRE or equal.	EA	3,000	\$	-			
Installation of a GO Rugged Device with or without a T-Harness. Part #INS-GORUGGED or equal.	EA	3,000	\$	-			
Installation of a GO device with or without a T-Harness. Part# INS-GOSTRD or equal.	EA	3,000	\$	-			
RO Device: The swap needs to occur in the same vehicle on the same day and applies for standard, advanced and hardwired installations. Trip fees up to 50 mi km are included. Part # INS-GOSWAP or equal.	EA	3,000	\$	-			
Vehicle not available at the time and place of the scheduled installation. Part# INS-NOSHOW or equal.	EA	3,000	\$	-			
Removal of a GO device. Applies for hardwired, advanced, and standard installed devices. Removed device and harness will be returned to the customer. Trip fees up to 50mi km are included. Part# INS-Removal or equal.	EA	3,000	\$	-			
Removal of a competitor device before GO device installation. Can be ordered only in addition to a Standard, Advanced, and/or Hardwired Install. Part# INS-REMOVALNONGO or equal.	EA	3,000	\$	-			
Service or repair of an existing GO device or GoTab accessory. Trip fees up to 50 mi km are included. Part# INS-Service or equal.	EA	3,000	\$	-			
Trip fee per 1 mi km for installations that require trips over 50 mi km. Only mileage kilometers in excess of 50 mi km one way shall be billable. Part# INS-Tripfee or equal.	EA	3,000	\$	-			
Installation of Public Works (Winter Ops) solution. Includes spreader and plow controller and one external accessory connection. Part # INS-WTROPS or equal.	EA	3,000	\$	-			
Additional Hardware One Time Cost							
Blue NFC Driver ID Tag. Part#GEO-NFCORBULU or Equal	EA	3,000	\$	-			
NFC Driver ID Sticker Tag with blue inner label Part # GEO-NFCSTKBLU or Equal	EA	3,000	\$	-			
Bag of (20) qty. Blue NFC Driver ID Tag. Part # GEO-NFCSTKBLU30 or Equal	EA	3,000	\$	-			
Serialized cable tie, also known as a zip tie (pack of 100) Part # GEO-ZIPSTAL100 or Equal	EA	3,000	\$	-			
Battery disconnect bypass harness for GO device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the harness and fuse kit. Part #IBN-BD10K1 or equal.	EA	3,000	\$	-			
Custom proprietary harness for enhanced engine data support on select Fiat and Chrysler vehicles in Latin America Part # IBN-BF11A1 or equal	EA	3,000	\$	-			
ORDB extension cable pack for GO devices - replaces the part# IBN-INSTALLPACKV2. Part# IBN-IS1654 or equal.	EA	3,000	\$	-			
Flat ORDB extension harness for GO devices. Part # IBN-IS1654F or equal	EA	3,000	\$	-			
ORDBII harness for GO devices - includes special vehicle connector to receive engine data from medium-duty vehicles. Part# IBN-BUY16Y5 or equal.	EA	3,000	\$	-			
Custom proprietary adapter for Volvo vehicles in Latin America and Europe. Requires Part# IBN-CM24Y1. Part# IBN-CE04A4 or equal.	EA	3,000	\$	-			
Custom harness kit for Volvo/Mack vehicles, 2010 or newer, in North America. Requires IBN-CM24Y1. The custom kit contains the harness and a fuse kit. Part # IBN-CE10K2 or equal	EA	3,000	\$	-			
4-Pin Custom Adapter for use with Volkswagen truck only. Part# IBN-C004T3 or equal	EA	3,000	\$	-			

Custom 12-pin adapter for use with IIRN-GS16K2 Universal Harness Kit Part# IIRN-CO12B1 or equal	EA	3,000	\$	-
Custom proprietary IIRN-FMS adapter. Requires IIRN-CM24Y1. Part# IIRN-CH10A2 or equal.	EA	3,000	\$	-
Custom 10-pin IIRN-FMS adapter for 2010+ vehicle models. Requires IIRN-CM24Y1. Part# IIRN-CH10A2 or equal.	EA	3,000	\$	-
Custom loan FMS adapter for 2017+ vehicle models. Requires IIRN-CM24Y1. Part# IIRN-CH10A2 or equal.	EA	3,000	\$	-
Custom harness kit for Mack Vehicles, 2016 or older, in North America. Requires IIRN-CM24Y1. The custom kit contains the harness and a flow kit. Part# IIRN-CK10K2 or equal.	EA	3,000	\$	-
Harness for custom GO device installations - includes Molex connectors for two OBD and one J1939 ports. Part# IIRN-CM24Y1 or equal.	EA	3,000	\$	-
PSM module connection for Mercedes Sprinters (907 Chassis) for global markets. Requires IIRN-CM24Y1. Part # IIRN-CP06A2 or equal.	EA	3,000	\$	-
16-pin connector harness for heavy-duty applications. Refer to the Vehicle Specific Installation document for more information. Part# IIRN-CS14S21 or equal.	EA	3,000	\$	-
16-Pin T-harness for heavy-duty applications. For use with vehicles with an RP1226 diagnostic connection. Part# IIRN-CS14T2 or equal.	EA	3,000	\$	-
Custom harness for Tesla Model 3 vehicles. Part# IIRN-CT20T1 or equal.	EA	3,000	\$	-
Custom Harness for Tesla Model 3 Vehicles. Part# IIRN-CT20T31 or equal.	EA	3,000	\$	-
Custom Harness for Tesla Model Y. Part# IIRN-CT20T1 or Equal.	EA	3,000	\$	-
Custom 3-wire harness kit. The custom kit contains the harness and a flow kit. Part# IIRN-CW3WK3 or equal.	EA	3,000	\$	-
Custom 8-Wire harness kit for vehicles with no supported connectors. Requires IIRN-CM24Y1. The custom kit contains the harness and a flow kit. Part# IIRN-CW8WK4 or equal.	EA	3,000	\$	-
14-pin harness for CAT vehicles. Part# IIRN-DC14S2 or equal.	EA	3,000	\$	-
6-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# IIRN-DS06S4 or equal.	EA	3,000	\$	-
6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications. Part # IIRN-DS06S2 or equal.	EA	3,000	\$	-
9-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# IIRN-DS09S4 or equal.	EA	3,000	\$	-
Diagnostic connector for Mercedes Vehicles - used on older generations medium-duty trucks and buses. Part # IIRN-EE14S1 or equal.	EA	3,000	\$	-
Diagnostic connector for European markets, primarily for the DAF Pam 3 up to 2006. Part # IIRN-EA16S1 or equal.	EA	3,000	\$	-
European interface harness for generic vehicles with FMS. Part# IIRN-ES12S1 or equal.	EA	3,000	\$	-
Universal Rugged Heavy-Duty T-Harness Kit (H97) Part# IIRN-GR09K1 or equal.	EA	3,000	\$	-
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 # IIRN-GS09K2 or equal.	EA	3,000	\$	-
Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance. Part# IIRN-GS10K2 or equal.	EA	3,000	\$	-
12-pin Keum-to-specific harness for GO RUGGED device. Part# IIRN-RU12T2 or equal.	EA	3,000	\$	-
Polaris interface harness for the GO RUGGED device. Part# IIRN-RD04S1 or equal.	EA	3,000	\$	-
CAT Specific Adapter, Part# IIRN-RMRC1 or equal.	EA	3,000	\$	-
Battery disconnect bypass harness for GO RUGGED device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the harness and flow kit. Part #IIRN-RS12S2 or equal.	EA	3,000	\$	-
Pulse harness for engines not sporting ignition RPM for the GO RUGGED device. Required for ground service equipment. Part# IIRN-RW04S4 or equal.	EA	3,000	\$	-

3-wire harness kit for GO Rugged. The kit contains the harness and fuse kit. Part# IIRN-RW03K4 or equal.	EA		3,000		\$	-			
Differential harness used for negative battery disconnect oil pressure switch negative output (ignition for the GO RUGGED device. Required for ground service equipment. Part# IIRN-RW04S4 or equal.	EA		3,000		\$	-			
Tri-Tin connector harness for vehicles without diagnostic reports (off-road vehicles only). Requires a GO RUGGED. Part# IIRN-RW07T1 or equal.	EA		3,000		\$	-			
8-Wire harness kit for GO Rugged. The kit contains the harness and a fuse kit. Part# IIRN-RW06K1 or equal.	EA		3,000		\$	-			
6-way KXX harness for GO RUGGED to provide digital auxiliary support. Part# IIRN-RX06S4 or equal.	EA		3,000		\$	-			
Evul EDI TUG engine interface harness for the GO RUGGED device. Required for ground service equipment. Part # IIRN-RZ04S4 or equal.	EA		3,000		\$	-			
Kubota gas engine interface harness for the GO RUGGED device. Required for ground service equipment. Part# IIRN-RZ04T4 or equal.	EA		3,000		\$	-			
6 ft extension cable to be used with KXX-RS232D. Part# IIRN-UT03S6 or equal.	EA		3,000		\$	-			
8 ft extension cable to be used with KXX-RS232D. Part# IIRN-UT03S7 or equal.	EA		3,000		\$	-			
10 ft extension cable to be used with KXX-RS232D. Part #IIRN-UT03S8 or equal.	EA		3,000		\$	-			
14 ft extension cable to be used with KXX-RS232D. Part# IIRN-UT03S9 or equal.	EA		3,000		\$	-			
European interface harness for Mercedes Sprinters with FSM. Part# IIRN-UT04V2 or equal.	EA		3,000		\$	-			
Input/Output expander to send an alert message to MyGleats. Part# KXX-Alert or equal.	EA		3,000		\$	-			
Input/output expander Add-On for GO devices to support analog auxiliary input. (BETA) Part# KXX-Analog or equal.	EA		3,000		\$	-			
KXX Add-On for GO devices for auxiliary support. Part# KXX-AUXM or equal.	EA		3,000		\$	-			
Input/output expander with Bluetooth low energy for GO devices - supports proximity beacons with a public MAC address and select sensor-enabled beacons. Part# KXX-T3 or equal.	EA		3,000		\$	-			
Input/output expander for an external buzzer or beeper. Part # KXX-Buzz or equal.	EA		3,000		\$	-			
Input/output expander for CAN integration (i.e. Mobileye, Valeo) Part# KXX-CAN or equal.	EA		3,000		\$	-			
Input/output expander for driver identification - includes tag reader only. Part # KXX-NFCREADER or equal.	EA		3,000		\$	-			
Input/output expander for GO Devices to control a relay. Part# KXX-OutputM or equal.	EA		3,000		\$	-			
Input/output expander for RS232 support - 3 pin D-sub Connector Part # KXX-RS232D or equal.	EA		3,000		\$	-			
Input/Output expander for RS232 Support - female connector Part # KXX-RS232F or equal.	EA		3,000		\$	-			
Input/output expander for RS232 Support - male connector. Part # KXX-RS232M or equal.	EA		3,000		\$	-			
Input/Output expander to allow two-way data transfer and charge external devices - uses female USB type-A connector. Part# KXX-USB or equal.	EA		3,000		\$	-			

	Shunt for GO7, or newer devices with shunt PIN. Part # SFR-ALDLSHUNT or equal	EA		3,000		\$	-			
	Bracket required for 2013 Ford F-150, Ford Fusion, and Ford Mondeo Vehicles. Part# SFR-DSFBKT or equal	EA		3,000		\$	-			
	Mounting bracket and material for GO devices - includes two cable (zip) ties, two screws, and double-sided tape for installation purposes. Part #SFR-INSTALBAG or equal	EA		3,000		\$	-			
	GO housing only. Used for marketing purposes. Part# SFR-MKTGOSHLL or equal	EA		3,000		\$	-			
	Mounting bracket and holder for FOX-NICREADER. Includes 2 screws and double-sided tape for the bracket for the installation purposes. Part # SFR-NICBACKET or equal	EA		3,000		\$	-			
	Driver ID relay kit. Requires a Gostab Authorized Installer or licensed automotive electrician or mechanic. Part# SFR-Relaykit or equal.	EA		3,000		\$	-			
	Cost of standard shipping per order. Part# shipping or equal.	EA		3,000		\$	-			
Citizen Insights Solution										
	Citizen Insights Monthly Fee (Population up to 50k) Part# MKT-FEE-CITIZENS1 or equal	Per Month		3,000		\$	-			
	Citizen Insights Monthly Fee (Population 50k - 100k) Part# MKT-FEE-CITIZENS2 or equal	Per Month		3,000		\$	-			
	Citizen Insights Monthly Fee (Population 100k - 500k) Part# MKT-FEE-CITIZENS3 or equal	Per Month		3,000		\$	-			
	Citizen Insights Monthly Fee (Population 500k - 1m) Part# MKT-FEE-CITIZENS4 or equal	Per Month		3,000		\$	-			
	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		\$	-			
	Positioning Universal Asset Tracker (no connector) Part# MKH-TT6600LMQGL or equal	Per Month		3,000		\$	-			
	Positioning Universal Asset Tracker (With Connector, CAN, RS232, BLE) Part# MKH-TT6600LMQGL or equal	Per Month		3,000		\$	-			
3.4 Professional Services		Unit of Measure	SKU	Estimated Qty for Eval Only	Hourly Rate					
	Professional Services Senior Programmer	per hour		100	\$	-	\$	-		
	Professional Services Analyst	per hour		100	\$	-	\$	-		
	Professional Services Training Services	per hour		100	\$	-	\$	-		
	Project Management	per hour		100	\$	-	\$	-		
	Overtime/Emergency	per hour		50	\$	-	\$	-		
Total Bid Cost							\$0.00	\$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.

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 checked="" 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.

Motive Technologies, Inc.

Company

DEREK MERNIGH

Authorized Signature

December 10, 2025

Date



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

State of West Virginia
Centralized Request for Quote
Info Technology

Proc Folder: 1797541

Doc Description: 81260040 Winter Fleet Management Tracking

Reason for Modification:

ADDENDUM NO_4
Vendor Questions and
Responses
Revised Pricing Page
Bid Opening Moves to 12/16/2025

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2025-12-11	2025-12-16 13:30	CRFQ 0803 DOT2600000037	5

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: VS0000050652

Vendor Name : Motive Technologies, Inc.

Address : 1355 Market Street, 11th Floor

Street :

City : San Francisco

State : California

Country : USA

Zip : 94103

Principal Contact : Adam Roll

Vendor Contact Phone: 1-855-434-3564

Extension:

FOR INFORMATION CONTACT THE BUYER

John W Estep
304-558-2566
john.w.estep@wv.gov

Vendor Signature X *DEREK MERMIGH*

462330361

FEIN#

December 12, 2025

DATE

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

ADDITIONAL INFORMATION**ADDENDUM NO_4**

Addendum No_4 issued to publish and distribute the attached information to the Vendor Community

REQUEST FOR QUOTATION:

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to *establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training.* Per the Bid Requirements, specifications, terms and Conditions Attached to this solicitation.

INVOICE TO

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

CHARLESTON WV
US

SHIP TO

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	0.00000	EA	10.00	

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

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

INVOICE TO

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

CHARLESTON WV
US

SHIP TO

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Fleet Management System Hardware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
31160000			

Extended Description:

Fleet Management System Hardware

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Fleet Management System Firmware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43233005			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Fleet Management System User Interface	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232306			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

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

Comm Code	Manufacturer	Specification	Model #
43230000			

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

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-11-14

SOLICITATION NUMBER: CRFQ DOT2600000037

Addendum Number: 4

The purpose of this addendum is to modify the solicitation identified as CRFP DOT2600000037 (“Solicitation”) to reflect the change(s) identified and described below.

Applicable Addendum Category:

- ☐ Modify bid opening date and time
- ☐ Modify specifications of product or service being sought
- ☒ Attachment of vendor questions and responses
- ☐ Attachment of pre-bid sign-in sheet
- ☐ Correction of error
- ☒ Other

Additional Documentation:

Vendor Questions and responses

Attached Revised Pricing Page

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

CRFQ 0803 DOT2600000037 Questions

Question 1: In efforts to provide your team with the most desired information, we would like to better understand the expectations surrounding this response. Would you like our response to specifically address mandatory items within the Specifications document provided, building a detailed technical response including sections 3-8, along with pricing, OR, would you prefer an overall acknowledgement of the requirements, with the primary focus on pricing.

Answer: This is an RFQ awarded to the lowest responsive bidder meeting specifications.

Question 2: Additionally, how will this opportunity be scored? Would your team be able or willing to provide a scoring matrix for vendors to review?

Answer: Lowest Cost.

Question 3: Is the agency considering awarding multiple proof of concepts from this opportunity?

Answer: No, this is an open-ended contract. Quantities are estimates. An order may be placed for a small number to be used as a pilot.

Question 4: Device Consideration: Are devices other than Geotab being considered for this solicitation?

Answer: Yes, but equipment must meet the required equivalent specifications, refer to: General 3.1.1. Alternative solutions must also be compatible with existing equipment which can be found in the background section.

Question 5: Extended Coverage: Is extended coverage a mandatory requirement?

Answer: If you are referring to a warranty, please refer to 3.1.4: Warranty and Service Policy.

Question 6: Fleet List: Could a full fleet list (including VIN, Year, and Make) be provided to ensure accurate pricing? This information is also critical for preparing our Installation and Deployment services for project rollout.

Answer: Please refer to the background section with the fleet equipment breakdown which is listed by equipment type and quantity.

Question 7: Pricing Format: The Exhibit A pricing file appears to be tailored only to Geotab and does not align with our standard format, making it difficult for us to submit accurate pricing. Would we be permitted to submit our pricing in our own format?

Answer: No, the vendor shall use Exhibit A. The vendor can use the "SKU" blank section to supply their own equivalent part numbers. We are looking for unit prices as this is an open-ended contract. All quantities are estimates.

Question 8: RFP Deadline Extension: Given that the answers to these questions will be provided the week prior to the RFP deadline, what is the possibility of an extension beyond the current due date of November 24th?

Answer: This is not an RFP. This is a Request for Quotation "RFQ". We will request Purchasing Division to extend the bid to December 11th, 2025.

Question 9: Response Format: Is the state expecting individual, point-by-point responses to everything listed in the Specification document/General Requirement section, or can vendors provide only a list of deviations from those requirements?

Answer: If the vendor is submitting an alternative solution, technical documents are required.

Question 10: Exhibit A – Pricing Page – Column E QTY & Solicitation Portal 'Respond to Lines' Can the client please confirm which quantity amount is accurate, the portal is showing 50 units for each of the Commodity Lines, however, in Exhibit A the pricing is showing a quantity of 1,000,000.00 for each line item. Can Exhibit A or the portal please be amended to provide the corrected quantity?

Answer: The quantities (50) in the portal are for an estimated amount for evaluation purposes but the intent is to create this for an open-end contract which would allow for unlimited quantity. The quantity (3,000) on Exhibit A pricing page is for the same purpose as above. We have requested purchasing division to remove the quantity as the intention is to have an open-end contract.

Question 11: Specification Document: Section 3.1 Contract Items and Mandatory Requirements: Can the client please confirm for the Specifications listed in Section 3.1, that the bidders are to provide a red-lined copy/acknowledgement of each item within the specifications as "compliant" and upload to the attachment section of the portal for this submission or does the client expect bidders' to provided a detailed, substantiated technical response to each line item in Section 3 for the purposes of this RFQ?

Answer: Vendors that intend to propose an equivalent solution should include technical documentation to demonstrate that the equivalent solution meets all the mandatory technical requirements. There is a column on the pricing page Exhibit A for the vendor to include manufacturer part numbers for equivalent solutions.

Question 12: Current RFQ Bid Opening Date: Tuesday, November 25th

This is the week of Thanksgiving Holiday. Can the state provide a two-week extension for the RFQ Bid Opening Date to accommodate for the Holiday?

Answer: We will request that the Purchasing Division extend the bid out to December 11th, 2025.

Question 13: There are line items in the provided pricing document — including, but not limited

to, the following which are not operationally relevant to WVDOT's stated scope of work:

- *Custom proprietary adapter for Volvo vehicles in Latin America and Europe*
 - *(HRN-CE04A4, HRN-CM24Y1)*
 - *Custom proprietary harness for Fiat and Chrysler vehicles in Latin America*
 - *(HRN-BF11A1)*
 - *Citizen Insights Monthly Fee (Population up to 50k) (MKT-FEE-CITIZENS1)*
 - **a public-facing analytics subscription intended for municipalities or small cities to share fleet data with residents, not a telematics function relevant to a state DOT.**
- These examples — among others within the pricing form — include foreign-market components and marketing or citizen-engagement tools that would have no foreseeable use for the WVDOT.**
- **How should respondents handle completing this pricing form?**
 - **If these items are not expected to be procured or evaluated, would**
 - **WVDOT allow respondents to submit equivalent pricing formats?**

Answer: No, the vendor shall use Exhibit A. The vendor can use the "SKU" blank section to supply their own equivalent part numbers. We are looking for unit prices as this is an open-ended contract. All quantities are estimates.

Question 14: If this project is to start as a pilot, will multiple vendors be selected for a pilot engagement?

Answer: No.

Question 15: How important is it to the agency to partner with a United States based company for this project?

Answer: Per specifications 3.1.5.1 The vendor must be able to respond to (24/7) call support, chat support and email support both with a maximum vendor response time of (1) hour. Also, according to specification 3.1.5.6, The vendor must be available "On Call" basis in case of emergencies after normal business hours. A new section is being added in 3.1.2.10 "Data Storage Services" and states that the data must be stored in a US based data center.

Question 16: What is the format of this response? Is WVDOT looking for specific answers to each of the requirements or is the response with pricing all the WVDOT is looking for? How should the approach and solution for this project be communicated?

Answer: Vendors that intend to propose an equivalent solution should include technical documentation to demonstrate that the equivalent solution meets all the mandatory technical requirements. There is a column on the pricing page Exhibit A for the vendor to include manufacturer part numbers for equivalent solutions. This can be submitted through the Oasis.

Question 17: Section 8. Addendum Acknowledgement of the INST to Vendors document states "Vendor should acknowledge receipt of all addenda issued with this Solicitation by completing an "Addendum Acknowledgement Form". Where can we access the Addendum Acknowledge Form?

Answer: The Addendum Acknowledgement Page is the last page of Addendum (1) issued on 11/7/2025.

Question 18: Could the state verify the document titled WVCloud-SaaSProcurementAddendum.pdf is Exhibit C?

Answer: Yes, WVCloud-SaaSProcurementAddendum.pdf is Exhibit C

Question 19: Regarding Section 40 of General Terms and Conditions and Section 8 of the SaaS Addendum. Does the State consider telematics data to be "sensitive or critical information" per W.Va. Code §15-2D-3?

Answer: No.

Question 20: Section 45 of General Terms and Conditions. Subject to this clause, will the State accept and review a vendor's end user agreement?

Answer: The vendor may submit their end user agreement for review.

Question 21: Section 11 of the SaaS Addendum. This obligation would apply to the cloud provider, not the solution provider (service provider). Please confirm this requirement would be satisfied by provision of comparable security documentation provided to the service provided by the cloud provider, such as a SOC2 report.

Answer: Regarding the vendor's inquiry about Section 11 of the SaaS Addendum, the vendor providing services to a state agency will be responsible for completing a Self-Assessment. This requirement applies even if the vendor utilizes a cloud provider for data storage or software, as the vendor maintains the direct account with the cloud provider. The cloud provided can provide a SOC2 and security reports to the vendor.

Question 22: Section 8.4 of the Specifications, states that the vendor should list its Contract manager and his or her contact information. Could the state confirm these details are not required at the time of proposal submission and can be provided at time of award with Exhibit C?

Answer: The vendor should assign the vendor representative that is responsible for bid submission and update the contract manager later.

Question 23: Regarding requirement 3.1.2.28.1.4 of the Specifications document. For the vendor to be able to acknowledge adherence to the West Virginia Office of Technology Policies and Procedures, could the State of West Virginia please specify which policies within the linked repository apply directly to an external Software-as-a-Service (SaaS) provider/vendor?

Answer: Please refer to CIO-19-001 and see Appendix C and Appendix D from the link that was provided in requirement 3.1.2.28.1.4.

Question 24: Beyond the existing issues with the macros and formulas, our core concern remains the methodology for determining the lowest overall total cost. Could you please clarify which specific products or line items on the pricing sheet will be factored into the final evaluation?

Answer: The pricing page has been revised where the quantity and the unit price will calculate into the extended price section of the pricing page. Once the vendor has completed filling out the products and line items, the final total will calculate into the total bid cost box. Year Two, Year Three and Year Four are optional years and are not required to be filled. Should the vendor elect to not add pricing for the renewal years, there will be no ability to renew other than using the year one pricing. The total cost will include the units purchased and the first initial year which is what the bid evaluation will be based on.

Question 24: I opened the pricing spreadsheet to see if there was a built-in formula for Column G – Extended Price.

I do not believe there is a formula.

Can you confirm that the formula for Extended Price will be: QTY * Unit Price?

For this Response – Are we using 1,000,000 for the QTY.

Answer: The updated pricing page that has been uploaded into wvOasis has been revised to include (3000) units. Units are estimated as it may be more or less quantity depending on the needs of the Agency. If the formula is not calculating for the extended pricing, it is (QTY * Unit Price) that will equate the Extended Price.

Question 25: Our team is working on the Winter Fleet Management RFP, and we had a question regarding the pricing spreadsheet. Some items are listed as per month and some are labeled as per each. In columns H through K, are you looking for the annual totals?

The items listed per month are shown in those columns as the monthly rather than annual amount, but the items listed as each are showing up as annual, so we want to ensure that we are answering consistently with other vendors.

Answer: Please refer to the Unit of Measure as Per month on Exhibit A Pricing Page for Line 162 – 171 and the Years 2, Year 3 and Year 4 are optional as they are renewals.

Question 26: Can you confirm that the formula for Extended Price will be: Qty * Unit Price?

Answer: Please refer to Question 24's answer.

Question 27: Are we using 1,000,000 for the QTY?

Please refer to Question 24's answer.

Exhibit A - Pricing Page

CRM DOT#211 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, Proplan plan, universal harness, standard installation (as defined below), and training or equal, Part# Proplan Plan or equal.	EA		3,000	\$	-			
Includes (1) of the following:									
	Geotab GO9 telematics device, Part# GO9-LTE/ATTA or equal	EA		3,000	\$	-			
	Geotab GO9 Telematics Device, Part# GO9-LTE/VZWA or equal	EA		3,000	\$	-			
	Geotab GO Rugged 9 telematics device, Part# GR9-LTE/ATTA or equal	EA		3,000	\$	-			
	OBDII extension cable pack for GO devices, Part# HBN-BS1054 or equal	EA		3,000	\$	-			
	Custom 3-Wire harness kit: the custom kit contains the harness and a fuse kit, Part# HBN-CW03KW or equal	EA		3,000	\$	-			
	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HBN-DS06SL or equal	EA		3,000	\$	-			
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part# HBN-DS06T2 or equal	EA		3,000	\$	-			
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part# HBN-GR09KL or equal	EA		3,000	\$	-			
	connector kit includes a 6-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# HBN-GS09K2 or equal.	EA		3,000	\$	-			
	Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HBN-GS10K2 or equal.	EA		3,000	\$	-			
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HBN-RS12S2 or equal.	EA		3,000	\$	-			
	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit, Part# HBN-RW03KG or equal.	EA		3,000	\$	-			
Includes (1) of the following:									
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi. km are included, Part# INS-GO/HWIRE or equal.	EA		3,000	\$	-			
	Installation of a GO device with or without a T-harness Part # INS-GOSTED or equal.	EA		3,000	\$	-			
GO Device Bundles without Installation	Geotab GO9 or GR9 telematics, Proplan plan, universal harness, standard installation (as defined below), and training, Part # Proplan plan or equal, *Self installed*	EA		3,000	\$	-			

Includes (1) of the following:									
	Geotab GO9 Telematics device, Part# GO9-LTEATTA or equal	EA		3,000		\$	-		
	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal	EA		3,000		\$	-		
	Geotab GO Rugged 9 Telematics device Part# GR9-LTEATTA or equal	EA		3,000		\$	-		
	OBDII extension cable pack for GO devices Part #HRN-BS1854 or equal	EA		3,000		\$	-		
	Custom 3-Wire harness kit, the custom kit contains the harness and a fuse kit, Part # HRN-CW33KW or equal	EA		3,000		\$	-		
	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS054 or equal	EA		3,000		\$	-		
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part#HRN-DS012 or equal	EA		3,000		\$	-		
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part#HRN-GR05K1 or equal	EA		3,000		\$	-		
	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-GR09K2 or equal.	EA		3,000		\$	-		
	Universal OBDII T-Harness Kit - Multi connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS10K2 or equal.	EA		3,000		\$	-		
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS1252 or equal.	EA		3,000		\$	-		
	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit, Part# HRN-RW03K1 or equal.	EA		3,000		\$	-		
Includes (1) of the following:									
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 20 mi/km are included, Part# INS-GOHDWIRE or equal.	EA		3,000		\$	-		
	Installation of a GO device with or without a T-harness Part # INS-GOSTED or equal.	EA		3,000		\$	-		
OEM embedded Solutions									
	Part # Ford Premium Plan or equal	EA		3,000		\$	-		
	Part # GM Premium Plan or equal	EA		3,000		\$	-		
Extended Coverage									
	Monthly service plan for IXX Isidium satellite add-on. Must be combined with the GO Bundle, Part #Satellite Plan or equal.	EA		3,000		\$	-		
	IXX Add-On for Isidium Satellite Support (includes Isidium modem and antenna) Part# IXX-SATREV2 or equal	EA		3,000		\$	-		

Public Works (Winter Ops)									
	Monthly service plan for public works add-on. Must be combined with GO device bundle, Part# Public Works Plan or equal.	EA		3,000		\$	-		
	IOX-WKS integrates with the GO9 device as a part of the Geotab Public Works Solution for government fleets part# IOX-WKS or equal.	EA		3,000		\$	-		
	Cable - CS440 Integration, Part# IBN-CS440 or equal.	EA		3,000		\$	-		
	Cable - CS550 Integration, Part# IBN-CS550 or equal.	EA		3,000		\$	-		
	Cable - DB-9 Null Modem Integration, Part# IBN-DB9NM or equal.	EA		3,000		\$	-		
	Cable - DB-9 Serial Integration (15FT), Part # IBN-DB9SHF or equal.	EA		3,000		\$	-		
	Cable - Force America Integration, Part # IBN-FAI or equal.	EA		3,000		\$	-		
	Cable - Flex 4 Integration, Part # IBN-FLEX4 or equal.	EA		3,000		\$	-		
	Cable - Glotta Integration, Part # IBN-GLINT or equal.	EA		3,000		\$	-		
	Cable - Schmidt Integration, Part # IBN-SCHINT or equal.	EA		3,000		\$	-		
Camera Add-On Solution									
	Monthly service plan for Starlight add-on. Must be combined with GO device bundle. Part # Starlight plan or equal.	EA		3,000		\$	-		
	Starlight - AI-12 Dual Camera w/128GB SD Card, w-Sim & tamper proof case, Part #MGH-SRI AI12128SH1 and Part #MGH-SBPTPTCS or equal.	EA		3,000		\$	-		
	Starlight adaptor plug for use with IBN-TNUTL. Required for compatibility with Starlight AI-12 Camera Part # IBN-CH-PWES5001IP or equal.	EA		3,000		\$	-		
	Starlight CHHD Power Adapter, Part # IBN-SGCHHD or equal.	EA		3,000		\$	-		
	A.T.Harness to connect a GO Device with a custom telematics device, Part # IBN-TNUTL or equal.	EA		3,000		\$	-		
Geotab Keyless for Car Sharing Fleets									
	Motorpool operations plan, including telematics-based vehicle access, reservations, training, support, and warranty plan. Must be paired with monthly ProPlan plan. Part# Motorpool Plan or equal.	EA		3,000		\$	-		
	Tag and via Keyless plan, including telematics-based vehicle access, training, support, and warranty. Must be paired with monthly ProPlan plan. Part # Keyless Plan or equal.	EA		3,000		\$	-		
	IOX Add-On for Keyless functionality, with integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRTINSHHI or equal.	EA		3,000		\$	-		
	IOX Add-On for Keyless functionality, without integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRTINSHHI or equal.	EA		3,000		\$	-		
	Geotab Keyless NFC fob (with adhesive backing) to be used with Part# IOX-NFCREADER or equal.	EA		3,000		\$	-		
	Starter in-hub harness for Geotab Keyless. For use with a part# IOX-Keyless version B1 for Mated key installations requiring starter in-hub functionality. NOT for use with non-Mated systems of IOX-Keyless, part# IBN-CX10SI	EA		3,000		\$	-		
	QR Tag for IOX-Keyless key shipment to Geotab, Part# SPR-QRTAG or equal.	EA		3,000		\$	-		

Installation Services									
Installation of a hardwired Asset Tracker. Trip fees up to 50 mi/km are included, part# INS-Assetwired or equal.	EA			3,000	\$	-			
Installation of a Solar or Battery Powered Asset Tracker. Trip fees up to 50 mi/km are included, Part # INS-Assetwireless or equal.	EA			3,000	\$	-			
Installation of one front facing camera solution. Does not include GO device installation. Trip fee up to 50 mi/km are included. Part# INS-Camera or equal.	EA			3,000	\$	-			
Installation of a GO device with T-Harness and up to two FOX cables (i.e. Part# INS-AVCREADER, INS-GOTALK) Trip fees up to 50 mi/km are included. Part # INS-GOADV or equal.	EA			3,000	\$	-			
Disconnection of a GO device with the use of a measured connection to the ignition, power and ground. Trip fees up to 50 mi/km are included. Part # INS-GOHWIRE or equal.	EA			3,000	\$	-			
Installation of a GO Rugged Device with or without a T-Harness, part #INS-GORUGGED or equal.	EA			3,000	\$	-			
Installation of a GO device with or without a T-Harness, part# INS-GOSTRD or equal.	EA			3,000	\$	-			
RO Device. The swap needs to occur in the same vehicle on the same day and applies for standard, advanced and hardwired installations. Trip fees up to 50 mi/km are included. Part # INS-GOWAF or equal.	EA			3,000	\$	-			
Vehicle not available at the time and place of the scheduled installation, part# INS-NOSHOW or equal.	EA			3,000	\$	-			
Removal of a GO device. Applies for hardwired, advanced, and standard installed devices. Removed device and harness will be returned to the customer. Trip fees up to 50mi/km are included. Part# INS-Removal or equal.	EA			3,000	\$	-			
Removal of a competitor device before GO device installation. Can be ordered only in addition to a Standard, Advanced, and/or Hardwired Install. Part# INS-REMOVALNONGO or equal.	EA			3,000	\$	-			
Service or repair of an existing GO device or Gectab accessory. Trip fees up to 50 mi/km are included. Part# INS-Service or equal.	EA			3,000	\$	-			
Trip fee per 1 mi/km for installations that require trips over 50 mi/km. Only mileage kilometers in excess of 50 mi/km one way shall be billable. Part# INS-Tripfee or equal.	EA			3,000	\$	-			
Installation of Public Works (Winter Ops) solution. Includes spreader and plow controller and one external accessory connection. Part # INS-WTROPS or equal.	EA			3,000	\$	-			

[illegible]

Diagnostic connector for European markets, primarily for the DAF Euro 3 up to 2008. Part # IDN-EA1651 or equal.	EA		1,000	\$	-		
European interface harness for generic vehicles with TMS. Part # IDN-ES1251 or equal.	EA		1,000	\$	-		
Universal Rugged Heavy-Duty T-Harness Kit (IT97) Part # IDN-GR09K1 or equal.	EA		1,000	\$	-		
Universal Heavy-Duty T-Harness Kit - Multi-connector kit includes 4-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 # IDN-GS09K2 or equal.	EA		1,000	\$	-		
Universal OBDII T-Harness Kit - Multi-connector kit includes a T-Harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance. Part # IDN-GS16K2 or equal.	EA		1,000	\$	-		
12-pin Kenmore-specific harness for GO RUGGED device. Part # IDN-RC1212 or equal.	EA		1,000	\$	-		
Phone interface harness for the GO RUGGED device. Part # IDN-RD0451 or equal.	EA		1,000	\$	-		
CAT Specific Adapter, Part # IDN-RM0CA1 or equal.	EA		1,000	\$	-		
Battery disconnect bypass harness for the GO RUGGED device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the harness and fuse kit. Part # IDN-RS1452 or equal.	EA		1,000	\$	-		
Pulse harness for engines not reporting ignition RPM for the GO RUGGED device. Required for ground service equipment. Part # IDN-RW03K1 or equal.	EA		1,000	\$	-		
3-wire harness kit for GO Rugged. The kit contains the harness and fuse kit. Part # IDN-RW03K4 or equal.	EA		1,000	\$	-		
Differential harness used for negative battery disconnect oil pressure switch negative output (ignition for the GO RUGGED device. Required for ground service equipment. Part # IDN-RW04K1 or equal.	EA		1,000	\$	-		
16-Pin connector harness for vehicles without diagnostic reports (off-road vehicles only). Requires a GO RUGGED. Part # IDN-RW07T1 or equal.	EA		1,000	\$	-		
6-Wire harness kit for GO Rugged. The kit contains the harness and a fuse kit. Part # IDN-RW05K1 or equal.	EA		1,000	\$	-		
4-way I/OX harness for GO RUGGED to provide digital auxiliary support. Part # IDN-RD05S1 or equal.	EA		1,000	\$	-		
Food EDI TUCO engine interface harness for the GO RUGGED device. Required for ground service equipment. Part # IDN-RD04S1 or equal.	EA		1,000	\$	-		
Kubota gas engine interface harness for the GO RUGGED device. Required for ground service equipment. Part # IDN-RZM14 or equal.	EA		1,000	\$	-		
6 ft extension cable to be used with I/OX-RS232D. Part # IDN-LTD0350 or equal.	EA		1,000	\$	-		
8 ft extension cable to be used with I/OX-RS232D. Part # IDN-LTD0357 or equal.	EA		1,000	\$	-		
10 ft extension cable to be used with I/OX-RS232D. Part # IDN-LTD0358 or equal.	EA		1,000	\$	-		
14 ft extension cable to be used with I/OX-RS232D. Part # IDN-LTD0359 or equal.	EA		1,000	\$	-		
European interface harness for Mercedes Sprinters with PSN Part # IDN-LT211Y2 or equal.	EA		1,000	\$	-		
Input Output expander to send an alert message to MyTach. Part # I/OX-Alert or equal.	EA		1,000	\$	-		
Input output expander Add-On for GO devices to support analog auxiliary input. (DTEA) Part # I/OX-Analog or equal.	EA		1,000	\$	-		
I/OX Add-On for GO devices for auxiliary support. Part # I/OX-AUX0M or equal.	EA		1,000	\$	-		
Input output expander with Bluetooth low energy for GO devices - supports proximity beacons with a public MAC address and select sensor-enabled beacons. Part # I/OX-BT or equal.	EA		1,000	\$	-		
Input output expander for an external buzzer or beeper. Part # I/OX-Buzz or equal.	EA		1,000	\$	-		
Input output expander for CAN integration (i.e. Modbus, Valco) Part # I/OX-CAN or equal.	EA		1,000	\$	-		
Input output expander for driver identification - includes tag reader only. Part # I/OX-NFCREADER or equal.	EA		1,000	\$	-		
Input output expander for GO Devices to control a relay. Part # I/OX-OutputM or equal.	EA		1,000	\$	-		
Input output expander for RS232 support - 3 pin D9/84 Connector Part # I/OX-RS232D or equal.	EA		1,000	\$	-		
Input Output expander for RS232 Support - female connector. Part # I/OX-RS232F or equal.	EA		1,000	\$	-		
Input output expander for RS232 Support - male connector. Part # I/OX-RS232M or equal.	EA		1,000	\$	-		
Input Output expander to allow two-way data transfer and charge external devices - uses female USB type-A connector. Part # I/OX-USB or equal.	EA		1,000	\$	-		
Shunt for QO7, or newer devices with short PIN. Part # SPR-ALDI-SHUNT or equal.	EA		1,000	\$	-		
Bracket required for the 2015 Ford F-150, Ford Fusion, and Ford Mondeo Vehicles. Part # SPR-BST30CT or equal.	EA		1,000	\$	-		
Mounting bracket and material for GO devices - includes two cable (rip) ties, two screws, and double-sided tape for installation purposes. Part # SPR-INSTAT17-PAC1 or equal.	EA		1,000	\$	-		

	QD housing only, used for marketing purposes.	EA	3,000	\$	+	
	Marketing travel and books for 10X-NETWORK, Inc. for the year 2019.	EA	3,000	\$	+	
	Part of 10X-NETWORK, Inc. for the year 2019.	EA	3,000	\$	+	
	Driver ID only, requires a Credit. Authorized holder or licensed.	EA	3,000	\$	+	
	Administrative education or materials, Part 10X-NETWORK, Inc.	EA	3,000	\$	+	
	Cost of standard shipping per order, Part 10X-NETWORK, Inc.	EA	3,000	\$	+	

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.

The addition of alterations to the pricing page or addition of commodities other than those listed on the pricing page online or as an attachment will result in the disqualification of bid submittal.

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.

Motive Technologies, Inc.

Company

DEREK MERNIGH

Authorized Signature

December 12, 2025

Date

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

GENERAL TERMS AND CONDITIONS:

1. CONTRACTUAL AGREEMENT: Issuance of an Award Document signed by the Purchasing Division Director, or his designee, and approved as to form by the Attorney General's office constitutes acceptance by the State of this Contract made by and between the State of West Virginia and the Vendor. Vendor's signature on its bid, or on the Contract if the Contract is not the result of a bid solicitation, signifies Vendor's agreement to be bound by and accept the terms and conditions contained in this Contract.

2. DEFINITIONS: As used in this Solicitation/Contract, the following terms shall have the meanings attributed to them below. Additional definitions may be found in the specifications included with this Solicitation/Contract.

2.1. "Agency" or "Agencies" means the agency, board, commission, or other entity of the State of West Virginia that is identified on the first page of the Solicitation or any other public entity seeking to procure goods or services under this Contract.

2.2. "Bid" or "Proposal" means the vendors submitted response to this solicitation.

2.3. "Contract" means the binding agreement that is entered into between the State and the Vendor to provide the goods or services requested in the Solicitation.

2.4. "Director" means the Director of the West Virginia Department of Administration, Purchasing Division.

2.5. "Purchasing Division" means the West Virginia Department of Administration, Purchasing Division.

2.6. "Award Document" means the document signed by the Agency and the Purchasing Division, and approved as to form by the Attorney General, that identifies the Vendor as the contract holder.

2.7. "Solicitation" means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division.

2.8. "State" means the State of West Virginia and/or any of its agencies, commissions, boards, etc. as context requires.

2.9. "Vendor" or "Vendors" means any entity submitting a bid in response to the Solicitation, the entity that has been selected as the lowest responsible bidder, or the entity that has been awarded the Contract as context requires.

3. CONTRACT TERM; RENEWAL; EXTENSION: The term of this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below:

☒ **Term Contract**

Initial Contract Term: The Initial Contract Term will be for a period of (1) one year. The Initial Contract Term becomes effective on the effective start date listed on the first page of this Contract, identified as the State of West Virginia contract cover page containing the signatures of the Purchasing Division, Attorney General, and Encumbrance clerk (or another page identified as _____), and the Initial Contract Term ends on the effective end date also shown on the first page of this Contract.

Renewal Term: This Contract may be renewed upon the mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any request for renewal should be delivered to the Agency and then submitted to the Purchasing Division thirty (30) days prior to the expiration date of the initial contract term or appropriate renewal term. A Contract renewal shall be in accordance with the terms and conditions of the original contract. Unless otherwise specified below, renewal of this Contract is limited to (3) One year renewals successive one (1) year periods or multiple renewal periods of less than one year, provided that the multiple renewal periods do not exceed the total number of months available in all renewal years combined. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

☐ **Alternate Renewal Term** – This contract may be renewed for _____ successive _____ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's office (Attorney General approval is as to form only)

Delivery Order Limitations: In the event that this contract permits delivery orders, a delivery order may only be issued during the time this Contract is in effect. Any delivery order issued within one year of the expiration of this Contract shall be effective for one year from the date the delivery order is issued. No delivery order may be extended beyond one year after this Contract has expired.

☐ **Fixed Period Contract:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and must be completed within _____ days.

☐ **Fixed Period Contract with Renewals:** This Contract becomes effective upon Vendor's receipt of the notice to proceed and part of the Contract more fully described in the attached specifications must be completed within _____ days. Upon completion of the work covered by the preceding sentence, the vendor agrees that:

☐ the contract will continue for _____ years;

☐ *the contract may be renewed for _____ successive _____ year periods or shorter periods provided that they do not exceed the total number of months contained in all available renewals. Automatic renewal of this Contract is prohibited. Renewals must be approved by the Vendor, Agency, Purchasing Division and Attorney General's Office (Attorney General approval is as to form only).*

☐ **One-Time Purchase:** The term of this Contract shall run from the issuance of the Award Document until all of the goods contracted for have been delivered, but in no event will this Contract extend for more than one fiscal year.

☐ **Construction/Project Oversight:** This Contract becomes effective on the effective start date listed on the first page of this Contract, identified as the State of West Virginia contract cover page containing the signatures of the Purchasing Division, Attorney General, and Encumbrance clerk (or another page identified as _____), and continues until the project for which the vendor is providing oversight is complete.

☐ **Other:** Contract Term specified in _____

4. AUTHORITY TO PROCEED: Vendor is authorized to begin performance of this contract on the date of encumbrance listed on the front page of the Award Document unless either the box for "Fixed Period Contract" or "Fixed Period Contract with Renewals" has been checked in Section 3 above. If either "Fixed Period Contract" or "Fixed Period Contract with Renewals" has been checked, Vendor must not begin work until it receives a separate notice to proceed from the State. The notice to proceed will then be incorporated into the Contract via change order to memorialize the official date that work commenced.

5. QUANTITIES: The quantities required under this Contract shall be determined in accordance with the category that has been identified as applicable to this Contract below.

☒ **Open End Contract:** Quantities listed in this Solicitation/Award Document are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered for delivery during the term of the Contract, whether more or less than the quantities shown.

☐ **Service:** The scope of the service to be provided will be more clearly defined in the specifications included herewith.

☐ **Combined Service and Goods:** The scope of the service and deliverable goods to be provided will be more clearly defined in the specifications included herewith.

☐ **One-Time Purchase:** This Contract is for the purchase of a set quantity of goods that are identified in the specifications included herewith. Once those items have been delivered, no additional goods may be procured under this Contract without an appropriate change order approved by the Vendor, Agency, Purchasing Division, and Attorney General's office.

☐ **Construction:** This Contract is for construction activity more fully defined in the specifications.

6. EMERGENCY PURCHASES: The Purchasing Division Director may authorize the Agency to purchase goods or services in the open market that Vendor would otherwise provide under this Contract if those goods or services are for immediate or expedited delivery in an emergency. Emergencies shall include, but are not limited to, delays in transportation or an unanticipated increase in the volume of work. An emergency purchase in the open market, approved by the Purchasing Division Director, shall not constitute of breach of this Contract and shall not entitle the Vendor to any form of compensation or damages. This provision does not excuse the State *from fulfilling its obligations under a One-Time Purchase contract.*

7. REQUIRED DOCUMENTS: All of the items checked in this section must be provided to the Purchasing Division by the Vendor as specified:

☐ **LICENSE(S) / CERTIFICATIONS / PERMITS:** In addition to anything required under the Section of the General Terms and Conditions entitled Licensing, the apparent successful Vendor shall furnish proof of the following licenses, certifications, and/or permits upon request and in a form acceptable to the State. The request may be prior to or after contract award at the State's sole discretion.

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The apparent successful Vendor shall also furnish proof of any additional licenses or certifications contained in the specifications regardless of whether or not that requirement is listed above.

8. INSURANCE: The apparent successful Vendor shall furnish proof of the insurance identified by a checkmark below prior to Contract award. The insurance coverages identified below must be maintained throughout the life of this contract. Thirty (30) days prior to the expiration of the insurance policies, Vendor shall provide the Agency with proof that the insurance mandated herein has been continued. Vendor must also provide Agency with immediate notice of any changes in its insurance policies, including but not limited to, policy cancelation, policy reduction, or change in insurers. The apparent successful Vendor shall also furnish proof of any additional insurance requirements contained in the specifications prior to Contract award regardless of whether that insurance requirement is listed in this section.

Vendor must maintain:

☒ **Commercial General Liability Insurance** in at least an amount of: \$1,000,000.00 per occurrence.

☒ **Automobile Liability Insurance** in at least an amount of: \$1,000,000.00 per occurrence.

☐ **Professional/Malpractice/Errors and Omission Insurance** in at least an amount of: _____ per occurrence. Notwithstanding the forgoing, Vendor's are not required to list the State as an additional insured for this type of policy.

☐ **Commercial Crime and Third Party Fidelity Insurance** in an amount of: _____ per occurrence.

☐ **Cyber Liability Insurance** in an amount of: _____ per occurrence.

☐ **Builders Risk Insurance** in an amount equal to 100% of the amount of the Contract.

☐ **Pollution Insurance** in an amount of: _____ per occurrence.

☐ **Aircraft Liability** in an amount of: _____ per occurrence.

☐

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☐

9. WORKERS' COMPENSATION INSURANCE: Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance when required, and shall furnish proof of workers' compensation insurance upon request.

10. VENUE: All legal actions for damages brought by Vendor against the State shall be brought in the West Virginia Claims Commission. Other causes of action must be brought in the West Virginia court authorized by statute to exercise jurisdiction over it.

11. LIQUIDATED DAMAGES: This clause shall in no way be considered exclusive and shall not limit the State or Agency's right to pursue any other available remedy. Vendor shall pay liquidated damages in the amount specified below or as described in the specifications:

☐ _____ for _____.

☐ Liquidated Damages Contained in the Specifications.

☒ Liquidated Damages Are Not Included in this Contract.

12. ACCEPTANCE: Vendor's signature on its bid, or on the certification and signature page, constitutes an offer to the State that cannot be unilaterally withdrawn, signifies that the product or service proposed by vendor meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise indicated, and signifies acceptance of the terms and conditions contained in the Solicitation unless otherwise indicated.

13. PRICING: The pricing set forth herein is firm for the life of the Contract, unless specified elsewhere within this Solicitation/Contract by the State. A Vendor's inclusion of price adjustment provisions in its bid, without an express authorization from the State in the Solicitation to do so, may result in bid disqualification. Notwithstanding the foregoing, Vendor must extend any publicly advertised sale price to the State and invoice at the lower of the contract price or the publicly advertised sale price.

14. PAYMENT IN ARREARS: Payments for goods/services will be made in arrears only upon receipt of a proper invoice, detailing the goods/services provided or receipt of the goods/services, whichever is later. Notwithstanding the foregoing, payments for software maintenance, licenses, or subscriptions may be paid annually in advance.

15. PAYMENT METHODS: Vendor must accept payment by electronic funds transfer and P-Card. (The State of West Virginia's Purchasing Card program, administered under contract by a banking institution, processes payment for goods and services through state designated credit cards.)

16. TAXES: The Vendor shall pay any applicable sales, use, personal property or any other taxes arising out of this Contract and the transactions contemplated thereby. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.

17. ADDITIONAL FEES: Vendor is not permitted to charge additional fees or assess additional charges that were not either expressly provided for in the solicitation published by the State of West Virginia, included in the Contract, or included in the unit price or lump sum bid amount that Vendor is required by the solicitation to provide. Including such fees or charges as notes to the solicitation may result in rejection of vendor's bid. Requesting such fees or charges be paid after the contract has been awarded may result in cancellation of the contract.

18. FUNDING: This Contract shall continue for the term stated herein, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise made available, this Contract becomes void and of no effect beginning on July 1 of the fiscal year for which funding has not been appropriated or otherwise made available. If that occurs, the State may notify the Vendor that an alternative source of funding has been obtained and thereby avoid the automatic termination. Non-appropriation or non-funding shall not be considered an event of default.

19. CANCELLATION: The Purchasing Division Director reserves the right to cancel this Contract immediately upon written notice to the vendor if the materials or workmanship supplied do not conform to the specifications contained in the Contract. The Purchasing Division Director may also cancel any purchase or Contract upon 30 days written notice to the Vendor in accordance with West Virginia Code of State Rules § 148-1-5.2.b.

20. TIME: Time is of the essence regarding all matters of time and performance in this Contract.

21. APPLICABLE LAW: This Contract is governed by and interpreted under West Virginia law without giving effect to its choice of law principles. Any information provided in specification manuals, or any other source, verbal or written, which contradicts or violates the West Virginia Constitution, West Virginia Code, or West Virginia Code of State Rules is void and of no effect.

22. COMPLIANCE WITH LAWS: Vendor shall comply with all applicable federal, state, and local laws, regulations and ordinances. By submitting a bid, Vendor acknowledges that it has reviewed, understands, and will comply with all applicable laws, regulations, and ordinances.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to comply with all applicable laws, regulations, and ordinances. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

23. ARBITRATION: Any references made to arbitration contained in this Contract, Vendor's bid, or in any American Institute of Architects documents pertaining to this Contract are hereby deleted, void, and of no effect.

24. MODIFICATIONS: This writing is the parties' final expression of intent. Notwithstanding anything contained in this Contract to the contrary no modification of this Contract shall be binding without mutual written consent of the Agency, and the Vendor, with approval of the Purchasing Division and the Attorney General's office (Attorney General approval is as to form only). Any change to existing contracts that adds work or changes contract cost, and were not included in the original contract, must be approved by the Purchasing Division and the Attorney General's Office (as to form) prior to the implementation of the change or commencement of work affected by the change.

25. WAIVER: The failure of either party to insist upon a strict performance of any of the terms or provision of this Contract, or to exercise any option, right, or remedy herein contained, shall not be construed as a waiver or a relinquishment for the future of such term, provision, option, right, or remedy, but the same shall continue in full force and effect. Any waiver must be expressly stated in writing and signed by the waiving party.

26. SUBSEQUENT FORMS: The terms and conditions contained in this Contract shall supersede any and all subsequent terms and conditions which may appear on any form documents submitted by Vendor to the Agency or Purchasing Division such as price lists, order forms, invoices, sales agreements, or maintenance agreements, and includes internet websites or other electronic documents. Acceptance or use of Vendor's forms does not constitute acceptance of the terms and conditions contained thereon.

27. ASSIGNMENT: Neither this Contract nor any monies due, or to become due hereunder, may be assigned by the Vendor without the express written consent of the Agency, the Purchasing Division, the Attorney General's office (as to form only), and any other government agency or office that may be required to approve such assignments.

28. WARRANTY: The Vendor expressly warrants that the goods and/or services covered by this Contract will: (a) conform to the specifications, drawings, samples, or other description furnished or specified by the Agency; (b) be merchantable and fit for the purpose intended; and (c) be free from defect in material and workmanship.

29. STATE EMPLOYEES: State employees are not permitted to utilize this Contract for personal use and the Vendor is prohibited from permitting or facilitating the same.

30. PRIVACY, SECURITY, AND CONFIDENTIALITY: The Vendor agrees that it will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the Agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the Agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in www.state.wv.us/admin/purchase/privacy.

31. YOUR SUBMISSION IS A PUBLIC DOCUMENT: Vendor's entire response to the Solicitation and the resulting Contract are public documents. As public documents, they will be disclosed to the public following the bid/proposal opening or award of the contract, as required by the competitive bidding laws of West Virginia Code §§ 5A-3-1 et seq., 5-22-1 et seq., and 5G-1-1 et seq. and the Freedom of Information Act West Virginia Code §§ 29B-1-1 et seq.

DO NOT SUBMIT MATERIAL YOU CONSIDER TO BE CONFIDENTIAL, A TRADE SECRET, OR OTHERWISE NOT SUBJECT TO PUBLIC DISCLOSURE.

Submission of any bid, proposal, or other document to the Purchasing Division constitutes your explicit consent to the subsequent public disclosure of the bid, proposal, or document. The Purchasing Division will disclose any document labeled "confidential," "proprietary," "trade secret," "private," or labeled with any other claim against public disclosure of the documents, to include any "trade secrets" as defined by West Virginia Code § 47-22-1 et seq. All submissions are subject to public disclosure without notice.

32. LICENSING: In accordance with West Virginia Code of State Rules § 148-1-6.1.e, Vendor must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Upon request, the Vendor must provide all necessary releases to obtain information to enable the Purchasing Division Director or the Agency to verify that the Vendor is licensed and in good standing with the above entities.

SUBCONTRACTOR COMPLIANCE: Vendor shall notify all subcontractors providing commodities or services related to this Contract that as subcontractors, they too are required to be licensed, in good standing, and up-to-date on all state and local obligations as described in this section. Obligations related to political subdivisions may include, but are not limited to, business licensing, business and occupation taxes, inspection compliance, permitting, etc. Notification under this provision must occur prior to the performance of any work under the contract by the subcontractor.

33. ANTITRUST: In submitting a bid to, signing a contract with, or accepting a Award Document from any agency of the State of West Virginia, the Vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to Vendor.

34. VENDOR NON-CONFLICT: Neither Vendor nor its representatives are permitted to have any interest, nor shall they acquire any interest, direct or indirect, which would compromise the performance of its services hereunder. Any such interests shall be promptly presented in detail to the Agency.

35. VENDOR RELATIONSHIP: The relationship of the Vendor to the State shall be that of an independent contractor and no principal-agent relationship or employer-employee relationship is contemplated or created by this Contract. The Vendor as an independent contractor is solely liable for the acts and omissions of its employees and agents. Vendor shall be responsible for selecting, supervising, and compensating any and all individuals employed pursuant to the terms of this Solicitation and resulting contract. Neither the Vendor, nor any employees or subcontractors of the Vendor, shall be deemed to be employees of the State for any purpose whatsoever. Vendor shall be exclusively responsible for payment of employees and contractors for all wages and salaries, taxes, withholding payments, penalties, fees, fringe benefits, professional liability insurance premiums, contributions to insurance and pension, or other deferred compensation plans, including but not limited to, Workers' Compensation and Social Security obligations, licensing fees, etc. and the filing of all necessary documents, forms, and returns pertinent to all of the foregoing.

Vendor shall hold harmless the State, and shall provide the State and Agency with a defense against any and all claims including, but not limited to, the foregoing payments, withholdings, contributions, taxes, Social Security taxes, and employer income tax returns.

36. INDEMNIFICATION: The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any claims or losses resulting to any person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.

37. NO DEBT CERTIFICATION: In accordance with West Virginia Code §§ 5A-3-10a and 5-22-1(i), the State is prohibited from awarding a contract to any bidder that owes a debt to the State or a political subdivision of the State. By submitting a bid, or entering into a contract with the State, Vendor is affirming that (1) for construction contracts, the Vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, neither the Vendor nor any related party owe a debt as defined above, and neither the Vendor nor any related party are in employer default as defined in the statute cited above unless the debt or employer default is permitted under the statute.

38. CONFLICT OF INTEREST: Vendor, its officers or members or employees, shall not presently have or acquire an interest, direct or indirect, which would conflict with or compromise the performance of its obligations hereunder. Vendor shall periodically inquire of its officers, members and employees to ensure that a conflict of interest does not arise. Any conflict of interest discovered shall be promptly presented in detail to the Agency.

39. REPORTS: Vendor shall provide the Agency and/or the Purchasing Division with the following reports identified by a checked box below:

☐ Such reports as the Agency and/or the Purchasing Division may request. Requested reports may include, but are not limited to, quantities purchased, agencies utilizing the contract, total contract expenditures by agency, etc.

☐ Quarterly reports detailing the total quantity of purchases in units and dollars, along with a listing of purchases by agency. Quarterly reports should be delivered to the Purchasing Division via email at purchasing.division@wv.gov.

40. BACKGROUND CHECK: In accordance with W. Va. Code § 15-2D-3, the State reserves the right to prohibit a service provider's employees from accessing sensitive or critical information or to be present at the Capitol complex based upon results addressed from a criminal background check. Service providers should contact the West Virginia Division of Protective Services by phone at (304) 558-9911 for more information.

41. PREFERENCE FOR USE OF DOMESTIC STEEL PRODUCTS: Except when authorized by the Director of the Purchasing Division pursuant to W. Va. Code § 5A-3-56, no contractor may use or supply steel products for a State Contract Project other than those steel products made in the United States. A contractor who uses steel products in violation of this section may be subject to civil penalties pursuant to W. Va. Code § 5A-3-56. As used in this section:

- a. "State Contract Project" means any erection or construction of, or any addition to, alteration of or other improvement to any building or structure, including, but not limited to, roads or highways, or the installation of any heating or cooling or ventilating plants or other equipment, or the supply of and materials for such projects, pursuant to a contract with the State of West Virginia for which bids were solicited on or after June 6, 2001.
- b. "Steel Products" means products rolled, formed, shaped, drawn, extruded, forged, cast, fabricated or otherwise similarly processed, or processed by a combination of two or more or such operations, from steel made by the open hearth, basic oxygen, electric furnace, Bessemer or other steel making process.
- c. The Purchasing Division Director may, in writing, authorize the use of foreign steel products if:
 1. The cost for each contract item used does not exceed one tenth of one percent (.1%) of the total contract cost or two thousand five hundred dollars (\$2,500.00), whichever is greater. For the purposes of this section, the cost is the value of the steel product as delivered to the project; or
 2. The Director of the Purchasing Division determines that specified steel materials are not produced in the United States in sufficient quantity or otherwise are not reasonably available to meet contract requirements.

42. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL: In Accordance with W. Va. Code § 5-19-1 et seq., and W. Va. CSR § 148-10-1 et seq., for every contract or subcontract, subject to the limitations contained herein, for the construction, reconstruction, alteration, repair, improvement or maintenance of public works or for the purchase of any item of machinery or equipment to be used at sites of public works, only domestic aluminum, glass or steel products shall be supplied unless the spending officer determines, in writing, after the receipt of offers or bids, (1) that the cost of domestic aluminum, glass or steel products is unreasonable or inconsistent with the public interest of the State of West Virginia, (2) that domestic aluminum, glass or steel products are not produced in sufficient quantities to meet the contract requirements, or (3) the available domestic aluminum, glass, or steel do not meet the contract specifications. This provision only applies to public works contracts awarded in an amount more than fifty thousand dollars (\$50,000) or public works contracts that require more than ten thousand pounds of steel products.

The cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than twenty percent (20%) of the bid or offered price for foreign made aluminum, glass, or steel products. If the domestic aluminum, glass or steel products to be supplied or produced in a "substantial labor surplus area", as defined by the United States Department of Labor, the cost of domestic aluminum, glass, or steel products may be unreasonable if the cost is more than thirty percent (30%) of the bid or offered price for foreign made aluminum, glass, or steel products. This preference shall be applied to an item of machinery or equipment, as indicated above, when the item is a single unit of equipment or machinery manufactured primarily of aluminum, glass or steel, is part of a public works contract and has the sole purpose or of being a permanent part of a single public works project. This provision does not apply to equipment or machinery purchased by a spending unit for use by that spending unit and not as part of a single public works project.

All bids and offers including domestic aluminum, glass or steel products that exceed bid or offer prices including foreign aluminum, glass or steel products after application of the preferences provided in this provision may be reduced to a price equal to or lower than the lowest bid or offer price for foreign aluminum, glass or steel products plus the applicable preference. If the reduced bid or offer prices are made in writing and supersede the prior bid or offer prices, all bids or offers, including the reduced bid or offer prices, will be reevaluated in accordance with this rule.

43. INTERESTED PARTY SUPPLEMENTAL DISCLOSURE: W. Va. Code § 6D-1-2 requires that for contracts with an actual or estimated value of at least \$1 million, the Vendor must submit to the Agency a disclosure of interested parties prior to beginning work under this Contract. Additionally, the Vendor must submit a supplemental disclosure of interested parties reflecting any new or differing interested parties to the contract, which were not included in the original pre-work interested party disclosure, within 30 days following the completion or termination of the contract. A copy of that form is included with this solicitation or can be obtained from the WV Ethics Commission. This requirement does not apply to publicly traded companies listed on a national or international stock exchange. A more detailed definition of interested parties can be obtained from the form referenced above.

44. PROHIBITION AGAINST USED OR REFURBISHED: Unless expressly permitted in the solicitation published by the State, Vendor must provide new, unused commodities, and is prohibited from supplying used or refurbished commodities, in fulfilling its responsibilities under this Contract.

45. VOID CONTRACT CLAUSES: This Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law.

46. ISRAEL BOYCOTT: Bidder understands and agrees that, pursuant to W. Va. Code § 5A-3-63, it is prohibited from engaging in a boycott of Israel during the term of this contract.

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) Adam Roll

(Address) 1355 Market Street, 11th Floor San Francisco, CA 94103

(Phone Number) / (Fax Number) 616-755-3500

(email address) adam.roll@gomotive.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.

Motive Technologies, Inc.

(Company)

Derek Mernagh

(Signature of Authorized Representative)

Derek Mernagh, Chief Accounting Officer December 10, 2025

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

1-855-434-3564 N/A

(Phone Number) (Fax Number)

derek.mernagh@gomotive.com

(Email Address)



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

State of West Virginia
Centralized Request for Quote
Info Technology

Proc Folder: 1797541			Reason for Modification: ADDENDUM NO_3 Attach REVISED Pricing Page Vendor Questions and Responses Bid Opening Remains 12/11/2025
Doc Description: 81260040 Winter Fleet Management Tracking			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-11-21	2025-12-11 13:30	CRFQ 0803 DOT2600000037	4

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: VS0000050652
Vendor Name : Motive Technologies, Inc.
Address : 1355 Market Street, 11th Floor
Street :
City : San Francisco
State : California **Country :** USA **Zip :** 94103
Principal Contact : Adam Roll
Vendor Contact Phone: 1-855-434-3564 **Extension:**

FOR INFORMATION CONTACT THE BUYER

John W Estep
304-558-2566
john.w.estep@wv.gov

Vendor Signature xDEREK MERNAGH

FEIN# 462330361

DATE Dec 10, 2025

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

ADDITIONAL INFORMATION
ADDENDUM NO_3
Addendum No_3 issued to publish and distribute the attached information to the Vendor Community
REQUEST FOR QUOTATION:
The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Per the Bid Requirements, specifications, terms and Conditions Attached to this solicitation.

INVOICE TO	SHIP TO
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720
CHARLESTON WV US	CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	0.00000	EA	10.00	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

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

INVOICE TO	SHIP TO
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720
CHARLESTON WV US	CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Fleet Management System Hardware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
31160000			

Extended Description:
Fleet Management System Hardware

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Fleet Management System Firmware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43233005			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Fleet Management System User Interface	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232306			

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

INVOICE TO

SHIP TO

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

CHARLESTON WV
US

CHARLESTON WV
US

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

Comm Code	Manufacturer	Specification	Model #
43230000			

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

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-11-14

DocuSign Envelope ID: 16313B7C-A831-4AA4-B335-15C6FD79A2AA		Document Phase	Document Description	Page 5
DOT2600000037	Final		81260040 Winter Fleet Management Tracking	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



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

State of West Virginia
Centralized Request for Quote
Info Technology

Proc Folder: 1797541

Doc Description: 81260040 Winter Fleet Management Tracking

Reason for Modification:

ADDENDUM NO_4
Vendor Questions and
Responses
Revised Pricing Page
Bid Opening Moves to 12/16/2025

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2025-12-11	2025-12-16 13:30	CRFQ 0803 DOT2600000037	5

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: VS0000050652

Vendor Name : Motive Technologies, Inc.

Address : 1355 Market Street, 11th Floor

Street :

City : San Francisco

State : California

Country : USA

Zip : 94103

Principal Contact : Adam Roll

Vendor Contact Phone: 1-855-434-3564

Extension:

FOR INFORMATION CONTACT THE BUYER

John W Estep
304-558-2566
john.w.estep@wv.gov

Vendor Signature X *Derek Mernagh*

462330361
FEIN#

December 12, 2025
DATE

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

ADDITIONAL INFORMATION
ADDENDUM NO_4
Addendum No_4 issued to publish and distribute the attached information to the Vendor Community
REQUEST FOR QUOTATION:
The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Per the Bid Requirements, specifications, terms and Conditions Attached to this solicitation.

INVOICE TO	SHIP TO
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720
CHARLESTON WV US	CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	0.00000	EA	10.00	

Comm Code	Manufacturer	Specification	Model #
43230000			

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

INVOICE TO	SHIP TO
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720
CHARLESTON WV US	CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Fleet Management System Hardware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
31160000			

Extended Description:
Fleet Management System Hardware

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Fleet Management System Firmware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43233005			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Fleet Management System User Interface	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232306			

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

INVOICE TO

SHIP TO

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

CHARLESTON WV
US

CHARLESTON WV
US

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

Comm Code	Manufacturer	Specification	Model #
43230000			

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

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-11-14

DocuSign Envelope ID: 7138C099-C477-4ABA-8236-1864E793A73D			
	Document Phase	Document Description	Page 5
DOT2600000037	Final	81260040 Winter Fleet Management Tracking	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



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

State of West Virginia
Centralized Request for Quote
Info Technology

Proc Folder: 1797541			Reason for Modification:
Doc Description: 81260040 Winter Fleet Management Tracking			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-11-03	2025-11-25 13:30	CRFQ 0803 DOT2600000037	1

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: VS0000050652
Vendor Name : Motive Technologies, Inc.
Address : 1355 Market Street, 11th Floor
Street :
City : San Francisco
State : California **Country :** USA **Zip :** 94103
Principal Contact : Adam Roll
Vendor Contact Phone: 1-855-434-3564 **Extension:**

FOR INFORMATION CONTACT THE BUYER

John W Estep
304-558-2566
john.w.estep@wv.gov

Vendor Signature X *Derek Mernigh* **FEIN#** 462330361 **DATE** December 10, 2025

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

ADDITIONAL INFORMATION
REQUEST FOR QUOTATION:
The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Per the Bid Requirements, specifications, terms and Conditions Attached to this solicitation.

INVOICE TO	SHIP TO
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720
CHARLESTON WV US	CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	50.00000	EA	10.00	500.00

Comm Code	Manufacturer	Specification	Model #
43230000			

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

INVOICE TO	SHIP TO
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720
CHARLESTON WV US	CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Fleet Management System Hardware	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
31160000			

Extended Description:
Fleet Management System Hardware

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Fleet Management System Firmware	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43233005			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Fleet Management System User Interface	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232306			

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

INVOICE TO

SHIP TO

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

CHARLESTON WV
US

CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Fleet Management System Bread Crumbing & Asset Route Tracing	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

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

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-11-14

DocuSign Envelope ID: C7242F4C-6861-4D10-9D60-A510968CC67A		Document Phase	Document Description	Page 5
DOT2600000037	Final		81260040 Winter Fleet Management Tracking	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



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

State of West Virginia
Centralized Request for Quote
Info Technology

Proc Folder: 1797541			Reason for Modification: Addendum No_1 Correct Error - Revised T&C
Doc Description: 81260040 Winter Fleet Management Tracking			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-11-07	2025-11-25 13:30	CRFQ 0803 DOT2600000037	2

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: VS0000050652
Vendor Name : Motive Technologies, Inc.
Address : 1355 Market Street, 11th Floor
Street :
City : San Francisco
State : California **Country :** USA **Zip :** 94103
Principal Contact : Adam Roll
Vendor Contact Phone: 1-855-434-3564 **Extension:**

FOR INFORMATION CONTACT THE BUYER

John W Estep
304-558-2566
john.w.estep@wv.gov

Vendor
Signature X *DEREK MERNAGH*

462330361
FEIN#

December 10, 2025
DATE

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

ADDITIONAL INFORMATION
ADDENDUM NO_1
Addendum No_1 issued to publish and distribute the attached information to the Vendor Community
REQUEST FOR QUOTATION:
The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Per the Bid Requirements, specifications, terms and Conditions Attached to this solicitation.

INVOICE TO	SHIP TO
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720
CHARLESTON WV US	CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	50.00000	EA	\$10.00	

Comm Code	Manufacturer	Specification	Model #
43230000			

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

INVOICE TO	SHIP TO
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720
CHARLESTON WV US	CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Fleet Management System Hardware	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
31160000			

Extended Description:
Fleet Management System Hardware

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Fleet Management System Firmware	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43233005			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Fleet Management System User Interface	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232306			

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

INVOICE TO

SHIP TO

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E,
BLD. 5 RM-720

CHARLESTON WV
US

CHARLESTON WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Fleet Management System Bread Crumbing & Asset Route Tracing	50.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

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

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-11-14

DocuSign Envelope ID: C7242F4C-6861-4D10-9D60-A510968CC67A		Document Phase	Document Description	Page 5
DOT2600000037	Final		81260040 Winter Fleet Management Tracking	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



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

State of West Virginia
Centralized Request for Quote
Info Technology

Proc Folder: 1797541			Reason for Modification: Addendum No_2 Add Revised Specifications Add Revised Pricing Page Add Vendor Questions and Respon..... See Page 2 for complete info
Doc Description: 81260040 Winter Fleet Management Tracking			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-11-18	2025-12-11 13:30	CRFQ 0803 DOT2600000037	3

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: VS0000050652
Vendor Name : Motive Technologies, Inc.
Address : 1355 Market Street, 11th Floor
Street :
City : San Francisco
State : California **Country :** USA **Zip :** 94103
Principal Contact : Adam Roll
Vendor Contact Phone: 1-855-434-3564 **Extension:**

FOR INFORMATION CONTACT THE BUYER

John W Estep
304-558-2566
john.w.estep@wv.gov

Vendor Signature *Derek MERMUGH*

462330361
FEIN#

December 10, 2025
DATE

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

Reason for Modification:

Addendum No_2
Add Revised Specifications
Add Revised Pricing Page
Add Vendor Questions and Responses
Bid Opening Moves to 12/11/2025

ADDITIONAL INFORMATION

ADDENDUM NO_2

Addendum No_2 issued to publish and distribute the attached information to the Vendor Community

REQUEST FOR QUOTATION:

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Transportation (WVDOT) to establish an open-end contract for purchase of GeoTab or equivalent web-based telematics GPS asset management tracking system software, licenses, software technical support, system implementation, reporting, professional services, installation and training. Per the Bid Requirements, specifications, terms and Conditions Attached to this solicitation.

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720		DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON	WV	CHARLESTON	WV
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	0.00000	EA	\$10.00	

Comm Code	Manufacturer	Specification	Model #
43230000			

Extended Description:

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Fleet Management System Hardware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
31160000			

Extended Description:
Fleet Management System Hardware

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Fleet Management System Firmware	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43233005			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Fleet Management System User Interface	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43232306			

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

INVOICE TO				SHIP TO			
DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720				DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720			
CHARLESTON		WV		CHARLESTON		WV	
US				US			

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

Comm Code	Manufacturer	Specification	Model #
43230000			

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

SCHEDULE OF EVENTS		
<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Tech Questions due by 10:00am	2025-11-14

DocuSign Envelope ID: C7242F4C-6861-4D10-9D60-A510968CC67A		Document Phase	Document Description	Page 5
DOT2600000037	Final		81260040 Winter Fleet Management Tracking	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

Exhibit A - Pricing Page**CRQM DOT26*21 WINTER FLEET MANAGEMENT**

Cost information below as detailed in the specifications.

(Vendor must provide the individual cost breakdown for the components listed below and all related costs associated with the implementation.)

3.2 Basic Fleet Management (or equal)	Plan or Feature Description
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.
Includes (1) of the following:	
	Geotab GO9 telematics device,Part# GO9-LTEATTA or equal
	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal
	Geotab GO Rugged 9 telematics devicePart# GR9-LTEATTA or equal
	OBDII extension cable pack for GO devicesPart #HRN-BS16S4 or equal
	Custom 3-Wire harness kit. the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal

	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part#HRN-DS06T2 or equal
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part#HRn-GR09K1 or equal
	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.
	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.
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.
	3-wire harness kit for GO Rugged. The kit contains the the harness and a fuse kit, Part# HRN-RW03K4 or equal.

Includes (1) of the following:	
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included, Part# INS-GOHDWIRE or equal.
	Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.
GO Device Bundles without Installation	Geotab GO9 or GR9 telematics, Proplus plan, universal harness, standard installation (as defined below), and training, Part # Proplus plan or equal. *Self installed*
Includes (1) of the following:	

	Geotab GO9 telematics device, Part# GO9-LTEATTA or equal
	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal
	Geotab GO Rugged 9 telematics device Part# GR9-LTEATTA or equal
	OBDII extension cable pack for GO devices Part #HRN-BS16S4 or equal
	Custom 3-Wire harness kit. the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal

	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part#HRN-DS06T2 or equal
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part#HRn-GR09K1 or equal
	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.
	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.

	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.
	3-wire harness kit for GO Rugged. The kit contains the the harness and a fuse kit, Part# HRN-RW03K4 or equal.
Includes (1) of the following:	
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included, Part# INS-GOHDWIRE or equal.
	Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.
OEM embedded Solutions	
	Part # Ford Premium Plan or equal
	Part # GM Premium Plan or equal
Extended Coverage	
	Monthly service plan for IOX Iridium satellite add-on. Must be combined with the GO-Bundle. Part #Satellite Plan or equal.

	IOX Add-On for Iridum Satellite Support (Includes Iridium modem and antenna) Part# IOX-SATIRDV2 or equal
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Public Works (Winter Ops)	
	Monthly service plan for public works add-on. Must be combined with GO device bundle, Part# Public Works Plan or equal.
	IOX-WKS integrates with the GO9 device as a part of the Geotab Public Works Solution for government fleets part# IOX-WRKS or equal.
	Cable - CS440 Integration, Part# HRN-CS440 or equal.
	Cable - CS550 Integration, Part# HRN-CS550 or equal.
	Cable - DB-9 Null Modem Integration, Part# HRN-DB9NM or equal.
	Cable - DB-9 Serial Integration (15FT), Part # HRN-DB9SI1F or equal
	Cable - Force America Integration, Part # HRN-FAI or equal
	Cable - Flex 4 Integration, Part # HRN-FLEX4or equal
	Cable - Giletta Integration, Part # HRN-GILINT or equal.
	Cable - Schmidt Integration, Part # HRN-SCHINT or equal.

Camera Add-On Solution	
	Monthly service plan for Surfsight add-on. Must be combined with GO device bundle. Part # Surfsight plan or equal
	Surfsight - AI-12 Dual Camera w/128GB SD Card, w/Sim & tamper proof case, Part #MKH-SRFAI12128SIB1 and Part # MKH-SRFPERTPCS or equal
	Surfsight adaptor plugs for use with HRN-TNULL. Required for compatibility with Surfsight AI-12 Camera Part # HRN-CBLPWRS50011P or equal
	Surfsight OBDII Power Adapter, Part # HRN-SGCBODD or equal.
	A T-Harness to connect a GO Device with a custom telematics device, Part # HRN-TNULL or equal
Geotab Keyless for Car Sharing Fleets	
	Motorpool operations plan, including telematics-based vehicle access, reservations, training, support, and warranty plan. Must be paired with monthly ProPlus plan. Part# Motorpool Plan or equal.
	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
	IOX Add-On for Keyless functionality, with integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STR TINHIB or equal.

	IOX Add-On for Keyless functionality, without integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRINHIB or equal.
	Geotab Keyless NFC fob (with adhesive backing) to be used with Part# IOX-NFCREADER or equal.
	Starter inhib harness for Geotab Keyless. For use with a part# IOX-Keyless version B1 for bladed key installations requiring starter inhib functionality. NOT for use with non-labeled versions of IOX-Keyless, part# HRN-CX10S4
	QR Tag for IOX-Keyless key shipment to Geotab, Part# SPR-QRTAG or equal
Installation Services	
	Installation of a hardwired Asset tracker. Trip fees up to 50 mi/km are included, part# INS-Assetwired or equal.
	Installation of a Solar or Batter Powered Asset Tracker. Trip fees up to 50 mi/km are included. Part # INS-Assetwireless or equal.
	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.
	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
	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.

	Installation of a GO Rugged Device with or without a T-Harness, part #INS-GORUGGED or equal.
	Installation of a GO device with or without a T-Harness, part# INS-GOSTRD or equal.
	RO Device. The swap needs to occur in the same vehicle on the same day and applies for standard, advanced and hardwired installations. Trip fees up to 50 mi/km are included. Part # INS-GOSWAP or equal
	Vehicle not available at the time and place of the scheduled installation, part# INS-NOSHOW or equal.
	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.
	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
	Service or repair of an exisiting GO device or Geotab accessory. Trip fees up to 50 mi/km are included. Part# INS-Service or equal
	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.
	Installation of Public Works (Winter Ops) solution. Includes spreader and plow controller and one external accessory connection. Part # INS-WTROPS or equal.

Additional Hardware One Time Cost	
	Blue NFC Driver ID Tag Part#GEO-NFCFOBBLU or Equal
	NFC Driver ID Sticker Tag with blue inner label Part # GEO-NFCSTKBLU or Equal
	Bag of (20) qty. Blue NFC Driver ID Tag Part # GEO-NFCSTKBLU30 or Equal
	Serialized cable tie, also known as a zip tie (pack of 100) Part # GEO-ZIPSEAL100 or Equal
	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.
	Custom proprietary harness for enhanced engine data support on select Fiat and Chrysler vehicles in Latin America Part # HRN-BF11A1 or equal
	OBDII extension cable pack for GO devices - replaces the part# HRN-INSTALLPACKV2, Part# HRN-BS16S4 or equal.
	Flat OBDII extension harness for GO devices, Part # HRN-BS16S4F Or equal
	OBDIII harness for GO devices - includes special vehicle connector to receive engine data from medium-duty vehicles, part# HRN-BUY16Y5 or equal.
	Custom proprietary adapter for Volvo vehicles in Latin America and Europe. Requires Part# HRN-CM24Y1. Part# HRN-CE04A4 or equal.

	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
	4-Pin Custom Adapter for use with Volkswagen truck only, Part# HRN-CG04T3 or equal
	Custom 13-pin adapter for use with HRN-GS16K2 Universal Harness Kit Part# HRN-CG13S1 or equal
	Custom proprietary HINO FMS adapter. Requires HRN-CM24Y1. Part#HRN-CH06A2 or equal.
	Custom 10-pin HINO FMS adapter for 2019+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CH10A2 or equal.
	Customer Isuzu FMS adapter for 2017+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CI04A2 or equal
	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.
	Harness for custom GO device installations - includes Molex connectors for two OBD and one J1939 points. Part# HRN-CM24Y1 or equal.
	PSM module connection for Mercedes Sprinters (907 Chassis) for global markets. Requires HRN-CM24Y1. Part # HRN-CP04A2 or equal.
	14-pin connector harness for heavy-duty applications. Refer to the Vehicle Specific Installation document for more information. Part# HRN-CS14S21 or equal.
	14-Pin T-harness for heavy-duty applications. For use with vehicles with an RP1226 diagnostic connection. Part# HRN-CS14T2 or equal.

	Custom harness for Tesla Model 3 vehicles. Part# HRN-CT20T1 or equal.
	Custom Harness for Tesla Model 3 Vehicles. Part# HRN-CT20T11 or equal.
	Custom Harness for Tesla Model Y. Part# HRN-CT26T1 or Equal.
	Custom 3-wire harness kit. The custom kit contains the harness and a fuse kit. Part# HRN-CW03K3 or equal.
	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.
	14-pin harness for CAT vehicles, part# HRN-DC14S2 or equal.
	6-pin staright harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS06S4 or equal.
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications. Part # HRN-DS06ST2 or equal
	9-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS09S4 or equal.
	Diagnostic connector for Mercedes Vehicles - used on older generations medium-duty trucks and buses. Part # HRN-EE14S1 or equal.
	Diagnostic connector for European markets, primarily for the DAF Euro 3 up to 2006. Part # HRN-EA16S1 or equal

	European interface harness for generic vehicles with FMS, part# HRN-ES12S1 or equal.
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part# HRN-GR09K1 or equal.
	Unviersal Heavy-Duty T-Harness kit - Multi-connector kit includes 9-pin T-Harness and 4 different mounting adapters for use in most Heavy Duty International Vehicles. Eliminates the need to know the vehicle information in advance. Part # HRN-GS09K2 or equal
	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
	12-pin Komatsu-specific harness for GO RUGGED device. Part# HRN-RC12T2 or equal
	Polaris interface harness for the GO RUGGED device. Part# HRN-RD04S1 or equal
	CAT Specific Adapter, Part# HRN-RMRCA1 or equal
	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.
	Pulse harness for engines not reporting ignition/RPM for the GO RUGGED device. Required for ground service equipment. Part# HRN-RW04S4 or equal
	3-wire harness kit for GO Rugged. The kit contains the harness and fuse kit. Part# HRN-RW03K4 or equal.

	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
	Tri-Pin connector harness for vehicles without diagnostic reports (off-road vehicles only). Requires a GO RUGGED. Part# HRN-RW07T1 or equal.
	8-Wire harness kit for GO Rugged. The kit contains the harness and a fuse kit. Part# HRN-RW08K1 or equal.
	6-way IOX harness for GO RUGGED to provide digital auxiliary support. Part# HRN-RX06S4 or equal
	Ford EDI TUG engine interface harness for the GO RUGGED device. Required for ground service equipment. Part # HRN-RZ04S4 or equal.
	Kubota gas engine interface harness for the GO RUGGED device. Required for ground service equipment. Part# HRN-RZ04T4 or equal.
	6 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S6 or equal.
	8 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S7 or equal.
	10 ft extension cable to be used with IOX-RS232D. Part #HRN-UD03S8 or equal.
	14 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S9 or equal
	European interface harness for Mercedes Sprinters with PSM. Part# HRN-UP21Y2 or equal

	Input/Output expander to send an alert message to MyGeotab. Part# IOX-Alert or equal.
	Input/output expander Add-On for GO devices to support analog auxiliary input. [BETA] Part# IOX-Analog or equal.
	IOX Add-On for GO devices for auxiallary support. Part# IOX-AUXM or equal.
	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.
	Input/output expander for an external buzzer or beeper. Part # IOX-Buzz or equal.
	Input/output expander for CAN integrations (i.e. Mobileye, Valor) Part# IOX-CAN or equal
	Input/output expander for driver identification - includes tag reader only. Part # IOX-NFCREADER or equal.
	Input/output expander for GO Devices to control a relay. Part# IOX-OutputM or equal
	Input/output expander for RS232 support - 3 pin Delphi Connector Part # IOX-RS232D or equal
	Input/Output expander for RS232 Support - female connector Part # IOX-RS232F or equal.
	Input/output expander for RS232 Support - male connector. Part # IOX-RS232M or equal.

	Input/Output expander to allow two-way data transfer and charge external devices - uses female USB type-A connector. Part# IOX-USB or equal
	Shunt for GO7, or newer devices with short PIN. Part # SPR-ALDLSHUNT or equal
	Bracket required for 2015 Ford F-150, Ford Fusion, and Ford Mondeo Vehicles. Part# SPR=BSFBKT or equal
	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
	GO housing only. Used for marketing purposes. Part# SPR-MKTGOSHELL or equal.
	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.
	Driver ID relay kit. Requires a Geotab Authorized Installer or licensed automotive electrician or mechanic. Part# SPR-Relaykit or equal.
	Cost of standard shipping per order. Part# shipping or equal.

Citizen Insight Solution	
	Citizen Insights Monthly Fee (Population up to 50k) Part# MKT-FEE-CITIZENS1 or equal
	Citizen Insights Monthly Fee (Population 50k - 100k) Part# MKT-FEE-CITIZENS2 or equal
	Citizen Insights Monthly Fee (Population 100k - 500k) Part# MKT-FEE-CITIZENS3 or equal
	Citizen Insights Monthly Fee (Population 500k - 1m) Part# MKT-FEE-CITIZENS4 or equal
	Citizen Insights Monthly Fee (Population >1m) Part# MKT-FEE-CITIZENS5 or equal
Asset Tracking Solution	
	Monthly service plan for Positioning Universal Asset Tracker Part#Asset Tracker Plan or equal
	Positioning Universal Asset Tracker (no connector) Part# MKH-TT6600LM0QGL or equal
	Positioning Universal Asset Tracker (With Connector, CAN, RS232, BLE) Part# MKH-TT603LM0QGL or equal

3.4 Professional Services	
	Professional Services Senior Programmer
	Professional Services Analysis
	Professional Services Training Services
	Project Management
	Overtime/Emergency

****The quantities listed in this pricing page are estimates provided. They do not represent a commitment or guarantee by the vendor to pu**

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

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Unit of Measure	SKU	QTY	Unit Price	Extended Price
EA	Motive Vehicle C	3,000	\$ 120.00	\$ 360,000.00
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost

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EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
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EA		3,000		N/A - included in Basic Fleet Management row 9 cost
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EA		3,000		N/A - included in Basic Fleet Management row 9 cost

EA		3,000		N/A - included in Basic Fleet Management row 9 cost
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EA		3,000		N/A included in Row 62 bundled price
EA	Motive Dual-Fac	3,000	\$ 210.00	\$ 630,000.00
EA		3,000		N/A - included in Row 62 bundled price
EA		3,000		N/A - included in Row 62 bundled price
EA		3,000		N/A - included in Row 62 bundled price
EA		3,000		\$ -
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EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
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EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		*Our products have a 5 year warranty
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost

EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
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EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		\$ -
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		\$ -

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EA		3,000		\$ -
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
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EA		3,000		N/A - included in Basic Fleet Management row 9 cost
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EA		3,000		\$ -
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost

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EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		\$ -
EA		3,000		N/A - included in Basic Fleet Management row 9 cost
EA		3,000		\$ -
EA		3,000		N/A - included in Basic Fleet Management row 9 cost

Per Month	Citizen Portal (U	3,000	\$ 0.42	\$ 1,250.00
Per Month	Citizen Portal (C	3,000	\$ 0.42	\$ 1,250.00
Per Month	Citizen Portal (C	3,000	\$ 0.42	\$ 1,250.00
Per Month	Citizen Portal (C	3,000	\$ 0.42	\$ 1,250.00
Per Month	Citizen Portal (C	3,000	\$ 0.42	\$ 1,250.00
Per Month	Asset Gateway (U	3,000	\$ 6.00	\$ 18,000.00
Per Month	Asset Gateway (U	3,000	\$ 6.00	\$ 18,000.00
Per Month	Asset Gateway (U	3,000	\$ 6.00	\$ 18,000.00

Unit of Measure	SKU	Estimated Qty for Eval. Only	Hourly Rate	
per hour		100	\$ -	N/A - included in Bundled Pricing
per hour		100	\$ -	N/A - included in Bundled Pricing
per hour		100	\$ -	N/A - included in Bundled Pricing
per hour		100	\$ -	N/A - included in Bundled Pricing
per hour		50	\$ -	N/A - included in Bundled Pricing
			Total Bid Cost	\$1,050,249.98

urchase any specific quantity of goods. Actual quantities ordered may vary, higher or lower, based on the agency’s needs.

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\$ 417.00	\$ 417.00	\$ 417.00
\$ 417.00	\$ 417.00	\$ 417.00
\$ 417.00	\$ 417.00	\$ 417.00
\$ 417.00	\$ 417.00	\$ 417.00
\$ 417.00	\$ 417.00	\$ 417.00
\$ 18,000.00	\$ 18,000.00	\$ 18,000.00
\$ 18,000.00	\$ 18,000.00	\$ 18,000.00
\$ 18,000.00	\$ 18,000.00	\$ 18,000.00

\$1,046,085.00	\$1,046,085.00	\$1,046,085.00

