



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header @ 4

List View

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

Procurement Folder: 1797541

Procurement Type: Central Master Agreement

Vendor ID: 000000117975

Legal Name: VERIZON WIRELESS

Alias/DBA: CELLCO PARTNERSHIP

Total Bid: \$0.00

Response Date: 12/11/2025

Response Time: 11:46

Responded By User ID: anthonymsantillan

First Name: Anthony

Last Name: Santillan

Email: anthony.santillan@verizonc

Phone: 6195076993

SO Doc Code: CRFQ

SO Dept: 0803

SO Doc ID: DOT2600000037

Published Date: 12/11/25

Close Date: 12/16/25

Close Time: 13:30

Status: Closed

Solicitation Description: 81260040 Winter Fleet Management Tracking

Total of Header Attachments: 4

Total of All Attachments: 4



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

State of West Virginia  
Solicitation Response

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

Solicitation Closes	Solicitation Response	Version
2025-12-16 13:30	SR 0803 ESR12092500000003479	1

VENDOR  
000000117975  
VERIZON WIRELESS

Solicitation Number: CRFQ 0803 DOT2600000037  
Total Bid: 0  
Response Date: 2025-12-11  
Response Time: 11:46:06  
Comments:

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

Vendor Signature X FEIN# DATE

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Fleet Management System Software	0.00000	EA	12.500000	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

**Commodity Line Comments:** Unit price includes hardware, installation, training, support services, online fleet management portal.

**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	12.500000	0.00

Comm Code	Manufacturer	Specification	Model #
31160000			

**Commodity Line Comments:** Unit price includes hardware, installation, training, support services, online fleet management portal.

**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	12.500000	0.00

Comm Code	Manufacturer	Specification	Model #
43233005			

**Commodity Line Comments:** Unit price includes hardware, installation, training, support services, online fleet management portal.

**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	12.500000	0.00

Comm Code	Manufacturer	Specification	Model #
43232306			

**Commodity Line Comments:** Unit price includes hardware, installation, training, support services, online fleet management portal.

**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	12.500000	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

**Commodity Line Comments:** Unit price includes hardware, installation, training, support services, online fleet management portal.

**Extended Description:**

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





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:

Vendor Name :

Address :

Street :

City :

State :

Country :

Zip :

Principal Contact :

Vendor Contact Phone:

Extension:

**FOR INFORMATION CONTACT THE BUYER**

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

Vendor  
Signature X

FEIN#

DATE

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

**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		CHARLESTON		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Fleet Management System Software	0.00000	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		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
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<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 24<sup>th</sup>?

*Answer: This is not an RFP. This is a Request for Quotation "RFQ". We will request Purchasing Division to extend the bid to December 11<sup>th</sup>, 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 25<sup>th</sup>

**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 11<sup>th</sup>, 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 provider 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.*

[illegible]





Installation of a hardwired Asset tracker. Trip fees up to 50 mi km are included, part# INS-Asctwired 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-Asctwireless 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 minimum 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	\$	-			
<b>Additional Hardware One Time Cost</b>							
Blue NFC Driver ID Tag. Part#GEO-NFCIDBLU 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-ZIP5IAL100 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	\$	-			
ORDIII extension cable pack for GO devices - replaces the part# IBN-INSTALLPAKV2. Part# IBN-IS1654 or equal.	EA	3,000	\$	-			
Flat ORDIII extension harness for GO devices. Part # IBN-IS1654F or equal	EA	3,000	\$	-			
ORDIII 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-CG04T3 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 HINO FMS adapter. Requires IIRN-CM24Y1. Part# IIRN-CH10A2 or equal.	EA	3,000	\$ -		
Custom 10-pin HINO FMS adapter for 2010+ vehicle models. Requires IIRN-CM24Y1. Part# IIRN-CH10A2 or equal.	EA	3,000	\$ -		
Custom Isuzu 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 # SPR-ALDLSHUNT or equal	EA	3,000		\$	-			
	Bracket required for 2015 Ford F-150, Ford Fusion, and Ford Mondeo Vehicles. Part# SPR-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 #SPR-INSTALBAG or equal	EA	3,000		\$	-			
	GO housing only. Used for marketing purposes. Part# SPR-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 # SPR-NICBACKET or equal	EA	3,000		\$	-			
	Driver ID relay kit. Requires a Gostab Authorized Installer or licensed automotive electrician or mechanic. Part# SPR-Relaykit or equal.	EA	3,000		\$	-			
	Cost of standard shipping per order. Part# shipping or equal.	EA	3,000		\$	-			
<b>Citizen Insight Solution</b>									
	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		\$	-			
<b>Asset Tracking Solution</b>									
	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		\$	-			
<b>3.4 Professional Services</b>		<b>Unit of Measure</b>	<b>SKU</b>	<b>Estimated Qty for Eval Only</b>	<b>Hourly Rate</b>				
	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	\$	-	\$	-	
<b>Total Bid Cost</b>						<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

\*\*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.

VERIZON CONNECT FLEET USA LLC

\_\_\_\_\_  
Company



\_\_\_\_\_  
Authorized Signature

DECEMBER 09, 2025

\_\_\_\_\_  
Date

## 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.)

[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 IOX cables (i.e. Part# IOX-NFCREADER, IOX-GOTALK) Trip fees up to 50 mi/km are included. Part # INSGOADV or equal.	EA		3,000	\$	-		
	Installation of a GO device with the use of a narrowband 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 Geotab 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	\$	-		
<b>Additional Hardware One Time Cost</b>								
	Blue NFC Driver ID Tag Part#GEO-NFCFOBBLU 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-ZIPSEAL100 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 #HRN-BDI0K1 or equal.	EA		3,000	\$	-		
	Custom proprietary harness for enhanced engine data support on select Fiat and Chrysler vehicles in Latin America Part # HRN-BF11A1 or equal	EA		3,000	\$	-		
	OBDII extension cable pack for GO devices - replaces the part# HRN-INSTALLPACKV2, Part# HRN-BS16S4 or equal.	EA		3,000	\$	-		
	Flat OBDII extension harness for GO devices, Part # HRN-BS16S4F Or equal	EA		3,000	\$	-		
	OBDIII harness for GO devices - includes special vehicle connector to receive engine data from medium-duty vehicles, part# HRN-BUY16Y5 or equal.	EA		3,000	\$	-		
	Custom proprietary adapter for Volvo vehicles in Latin America and Europe. Requires Part# HRN-CM24Y1. Part# HRN-CE04A4 or equal.	EA		3,000	\$	-		
	Custom harness kit for Volvo/Mack vehicles, 2019 or newer, in North America. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part # HRN-CE10K2 or equal	EA		3,000	\$	-		
	4-Pin Custom Adapter for use with Volkswagen truck only, Part# HRN-CG04T3 or equal	EA		3,000	\$	-		

Custom 13-pin adapter for use with HRN-GS16K2 Universal Harness Kit Part# HRN-CG13S1 or equal	EA		3,000	\$	-		
Custom proprietary HINO FMS adapter. Requires HRN-CM24Y1. Part#HRN-CH06A2 or equal.	EA		3,000	\$	-		
Custom 10-pin HINO FMS adapter for 2019+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CH10A2 or equal.	EA		3,000	\$	-		
Customer Isuzu FMS adapter for 2017+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CB04A2 or equal	EA		3,000	\$	-		
Custom harness kit for Mack Vehicles, 2018 or older, in North America. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part# HRN-CK10K2 or equal.	EA		3,000	\$	-		
Harness for custom GO device installations - includes Molex connectors for two OBD and one J1939 points. Part# HRN-CM24Y1 or equal.	EA		3,000	\$	-		
PSM module connection for Mercedes Sprinters (907 Chassis) for global markets. Requires HRN-CM24Y1. Part # HRN-CP04A2 or equal.	EA		3,000	\$	-		
14-pin connector harness for heavy-duty applications. Refer to the Vehicle Specific Installation document for more information. Part# HRN-CS14S21 or equal	EA		3,000	\$	-		
14-Pin T-harness for heavy-duty applications. For use with vehicles with an RP1226 diagnostic connection. Part# HRN-CS14T2 or equal.	EA		3,000	\$	-		
Custom harness for Tesla Model 3 vehicles. Part# HRN-CT20T1 or equal.	EA		3,000	\$	-		
Custom Harness for Tesla Model 3 Vehicles. Part# HRN-CT20T11 or equal.	EA		3,000	\$	-		
Custom Harness for Tesla Model Y. Part# HRN-CT26T1 or Equal.	EA		3,000	\$	-		
Custom 3-wire harness kit. The custom kit contains the harness and a fuse kit. Part# HRN-CW03K3 or equal.	EA		3,000	\$	-		
Custom 8-Wire harness kit for vehicles with no supported connectors. Requires HRN-CM24Y1. The custom kit contain the harness and a fuse kit. Part# HRN-CW08K4 or equal.	EA		3,000	\$	-		
14-pin harness for CAT vehicles, part# HRN-DC14S2 or equal.	EA		3,000	\$	-		
6-pin starlight harness for heavy-duty Deutsch connector installations in North America. Part# HRN-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 # HRN-DS06S2 or equal	EA		3,000	\$	-		
9-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS09S4 or equal.	EA		3,000	\$	-		
Diagnostic connector for Mercedes Vehicles - used on older generations medium-duty trucks and buses. Part # HRN-EE14S1 or equal.	EA		3,000	\$	-		
Diagnostic connector for European markets, primarily for the DAF Euro 3 up to 2006. Part # HRN-EA16S1 or equal	EA		3,000	\$	-		
European interface harness for generic vehicles with FMS, part# HRN-ES12S1 or equal.	EA		3,000	\$	-		
Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part# HRN-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 # HRN-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# HRN-GS16K2 or equal	EA		3,000	\$	-		
12-pin Komatsu-specific harness for GO RUGGED device. Part# HRN-RC12T2 or equal	EA		3,000	\$	-		
Polaris interface harness for the GO RUGGED device. Part# HRN-RD04S1 or equal	EA		3,000	\$	-		
CAT Specific Adapter, Part# HRN-RMCA1 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 contain the harness and fuse kit. Part #HRN-RS12S2 or equal.	EA		3,000	\$	-		
Pulse harness for engines not reporting ignition/RPM for the GO RUGGED device. Required for ground service equipment. Part# HRN-RW04S4 or equal	EA		3,000	\$	-		

2-wire harness kit for GO Rugged. The kit contains the harness and fuse kit. Part# HRN-RW03K4 or equal.	EA	3,000	\$ -		
Differential harness used for negative battery disconnect/oil pressure switch/inegative output ignition for the GO RUGGED device. Required for ground service equipment. Part# HRN-RW04S4 or equal	EA	3,000	\$ -		
Tri-Pin connector harness for vehicles without diagnostic reports (off-road vehicles only). Requires a GO RUGGED. Part# HRN-RW07T1 or equal.	EA	3,000	\$ -		
8-Wire harness kit for GO Rugged. The kit contains the harness and a fuse kit. Part# HRN-RW08K1 or equal.	EA	3,000	\$ -		
6-way IOX harness for GO RUGGED to provide digital auxiliary support. Part# HRN-RX06S4 or equal	EA	3,000	\$ -		
Ford EDI TUG engine interface harness for the GO RUGGED device. Required for ground service equipment. Part # HRN-RZ04S4 or equal.	EA	3,000	\$ -		
Kubota gas engine interface harness for the GO RUGGED device. Required for ground service equipment. Part# HRN-RZ04T4 or equal.	EA	3,000	\$ -		
6 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S6 or equal.	EA	3,000	\$ -		
8 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S7 or equal.	EA	3,000	\$ -		
10 ft extension cable to be used with IOX-RS232D. Part #HRN-UD03S8 or equal.	EA	3,000	\$ -		
14 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S9 or equal	EA	3,000	\$ -		
European interface harness for Mercedes Sprinters with PSM. Part# HRN-UP21Y2 or equal	EA	3,000	\$ -		
Input/Output expander to send an alert message to MyGeotab. Part# IOX-Alert or equal.	EA	3,000	\$ -		
Input/output expander Add-On for GO devices to support analog auxiliary input. [BETA] Part# IOX-Analog or equal.	EA	3,000	\$ -		
IOX Add-On for GO devices for auxiallary support. Part# IOX-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# IOX-BT or equal.	EA	3,000	\$ -		
Input/output expander for an external buzzer or beeper. Part # IOX-Buzz or equal.	EA	3,000	\$ -		
Input/output expander for CAN integrations (i.e. Mobileye, Valor) Part# IOX-CAN or equal	EA	3,000	\$ -		
Input/output expander for driver identification - includes tag reader only. Part # IOX-NFCREADER or equal.	EA	3,000	\$ -		
Input/output expander for GO Devices to control a relay. Part# IOX-OutputM or equal	EA	3,000	\$ -		
Input/output expander for RS232 support - 3 pin Delphi Connector Part # IOX-RS232D or equal	EA	3,000	\$ -		
Input/Output expander for RS232 Support - female connector Part # IOX-RS232F or equal.	EA	3,000	\$ -		
Input/output expander for RS232 Support - male connector. Part # IOX-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# IOX-USB or equal	EA	3,000	\$ -		



	Shunt for GO7, or newer devices with short PIN. Part # SPR-ALDLSHUNT or equal	EA		3,000		\$	-			
	Bracket required for 2015 Ford F-150, Ford Fusion, and Ford Mondeo Vehicles. Part# SPR-BSEBKT 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 #SPR-INSTALLBAG or equal	EA		3,000		\$	-			
	GO housing only. Used for marketing purposes. Part# SPR-MKTGOSHELL or equal.	EA		3,000		\$	-			
	Mounting bracket and holder for IOX-NFCREADER. Includes 2 screws and double-sided tape for the bracket for the installation purposes. Part # SPR-NFCBRACKET or equal.	EA		3,000		\$	-			
	Driver ID relay kit. Requires a Geotab Authorized Installer or licensed automotive electrician or mechanic. Part# SPR-Relaykit or equal.	EA		3,000		\$	-			
	Cost of standard shipping per order. Part# shipping or equal.	EA		3,000		\$	-			
<b>Citizen Insight Solution</b>										
	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		\$	-			
<b>Asset Tracking Solution</b>										
	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-TT660LM0QGL or equal	Per Month		3,000		\$	-			
	Positioning Universal Asset Tracker (With Connector, CAN, RS232, BLE) Part# MKH-TT603LM0QGL or equal	Per Month		3,000		\$	-			
<b>3.4 Professional Services</b>		<b>Unit of Measure</b>	<b>SKU</b>	<b>Estimated Qty for Eval. Only</b>	<b>Hourly Rate</b>					
	Professional Services Senior Programmer	per hour		100	\$	-	\$	-		
	Professional Services Analysts	per hour		100	\$	-	\$	-		
	Professional Services Training Services	per hour		100	\$	-	\$	-		
	Project Management	per hour		100	\$	-	\$	-		
	Overtime/Emancency	per hour		50	\$	-	\$	-		
<b>Total Bid Cost</b>						<b>\$37,500.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

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

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





















## **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 a 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.

☐☐☐☐

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 evidence of insurance as 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. Vendor shall provide the Agency with certificates of insurance within thirty (30) days of the renewal of required insurance as proof that the insurance mandated herein has been continued. Upon receipt of notice from its insurer(s), Vendor shall provide Agency with thirty (30) days' prior written notice of cancellation of any required coverage.

Vendor must maintain:

☒ **Commercial General Liability Insurance** with limits of: \$ 1,000,000.00 per occurrence for bodily injury and property damage.

☒ **Automobile Liability Insurance** in an amount of: \$1,000,000.00 combined single limit each accident.

☐ **Professional/Malpractice/Errors and Omission Insurance** in at least an amount of: \_\_\_\_\_ per occurrence. Notwithstanding the foregoing, 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.

☐☐☐☐

**9. WORKERS' COMPENSATION INSURANCE:** Vendor shall comply with laws relating to workers compensation, shall maintain workers' compensation insurance in compliance with the statutory requirements of the state(s) of operation, 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.

**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. The State of West Virginia shall provide a tax exemption certificate or similar documentation to the Vendor on request.



**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:** Cancellation for default will be as set forth in the Sourcewell 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:** Except to the extent specified in the Sourcwell Contract, 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; provided, however, that the Vendor may assign this Contract to an Affiliate pursuant to an internal reorganization. For purposes of this section, "Affiliate" is defined as an entity that controls, is controlled by, is under common control with, or has the same ultimate parent as the Vendor.

**28. WARRANTY:** The Vendor expressly warrants that the goods and/or services covered by this Contract will conform to the specifications, drawings, samples, or other description furnished or specified by the Agency .

**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](http://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 §§ SA-3-1 et seq., 5-22-1 et seq., and SG-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 causes of action arising out of 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](mailto: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:** Reserved.

**42. PREFERENCE FOR USE OF DOMESTIC ALUMINUM, GLASS, AND STEEL:**  
Reserved.

**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 § SA-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 § SA-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) \_\_\_\_\_

(Address) \_\_\_\_\_

(Phone Number)/ (Fax Number) \_\_\_\_\_

(email address) \_\_\_\_\_

**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.

\_\_\_\_\_  
(Company)

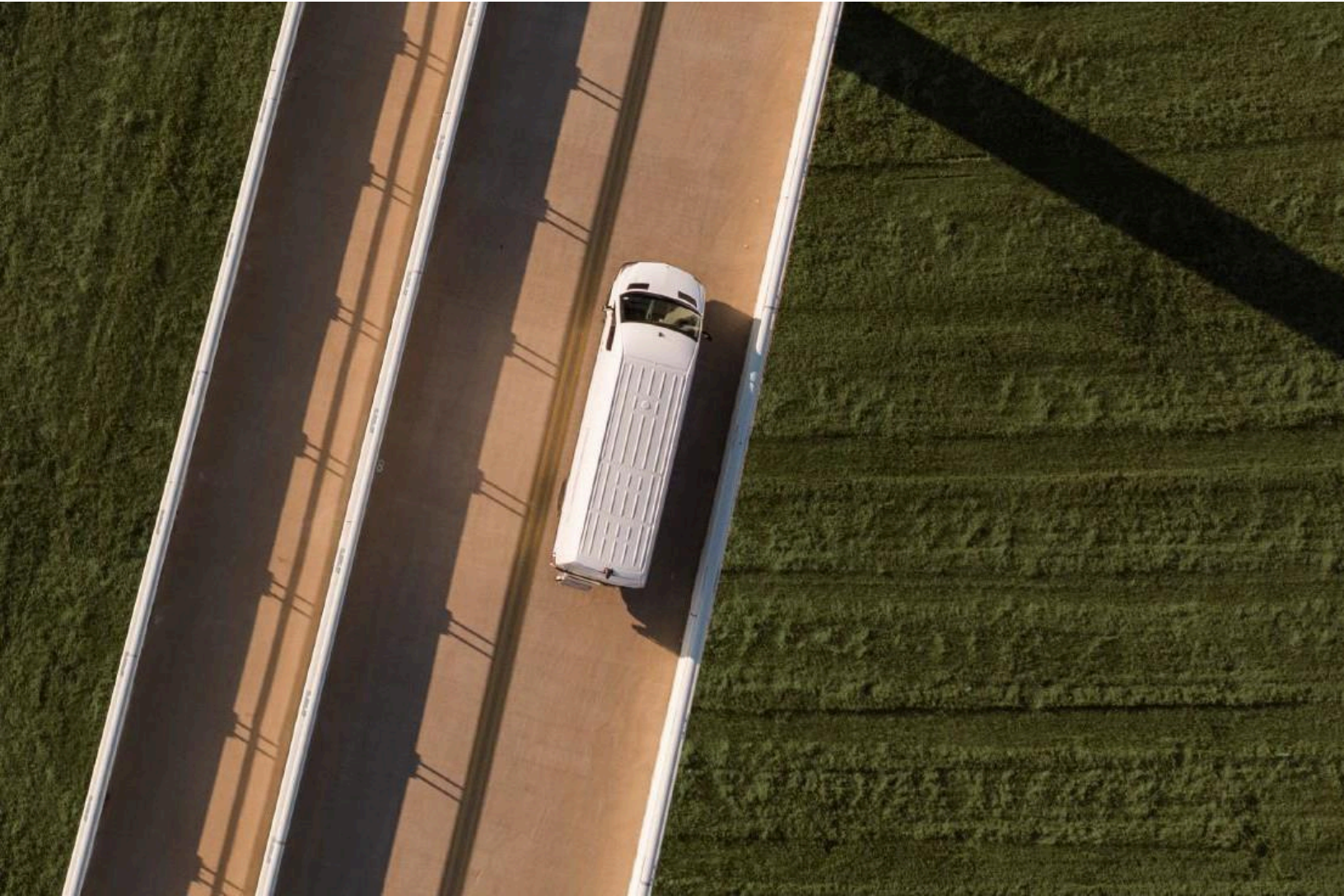
\_\_\_\_\_  
(Signature of Authorized Representative)

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

\_\_\_\_\_  
(Phone Number) (Fax Number)

\_\_\_\_\_  
(Email Address)





## A Response to **WVDOT**



## RFQ for Winter Fleet Management Tracking

December 11, 2025

**Submitted to:**

WVDOT  
Department of Administration  
2019 Washington Street East  
Charleston, WV 25305

**Submitted by:**

Verizon Connect Fleet USA LLC  
5055 North Point Pkwy  
Alpharetta, GA 30022

**Presented by:**

Sarah Crisp  
Sr. Client Partner  
[sarah.crisp@verizonconnect.com](mailto:sarah.crisp@verizonconnect.com)  
423-333-8179

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## Letter of Interest

December 11, 2025

WVDOT  
Department of Administration  
2019 Washington Street East  
Charleston, WV 25305

Subject: WVDOT– Winter Fleet Management Tracking

Dear Department of Administration:

At Verizon Connect, we recognize that effective fleet management encompasses more than just vehicles; it involves people, performance, and progress. We are pleased to submit our response to your request for a Winter Fleet Management Tracking, reinforcing our dedication as your trusted partner in fleet management and workforce technology.

We understand your business needs and the critical requirement for reliable, scalable, and secure solutions that adapt to your changing requirements. Our proposed solution, Verizon Connect Reveal for Government, is specifically designed to meet these evolving needs by:

- Providing robust reporting and features that ensure your fleet meets stringent government and industry compliance standards, reducing administrative burden and risk of penalties.
- Providing operational efficiency and cost reduction through valuable operational insights.
- Providing the data security and accessibility protocols required for sensitive government information.

Reveal empowers your team to act with confidence and clarity.

Our platform provides actionable data readily accessible, transforming your fleet into a source of strategic insight. From customizable dashboards to detailed reports, we enable your team to make smarter, faster decisions daily.

However, technology alone is insufficient. Verizon Connect distinguishes itself through the unparalleled reliability of the Verizon network and our extensive experience in supporting mission-critical operations. Our solutions are relied upon by thousands of federal, state, and local agencies, and our commitment to security, uptime, and support has established us as a leader in the field.

Backed by Verizon's financial strength and innovative spirit, we offer more than just tools for today; we provide a future-proof partnership designed to grow with your organization.



Thank you for the continued opportunity to serve WVDOT. We are enthusiastic about the future and committed to helping your team achieve efficiency, safety, and success.

Sincerely,

A handwritten signature in black ink, appearing to read "Ilyas Karzai".

Ilyas Karzai  
Sales Director

## Executive Summary

As a telematics provider to many government entities and non-profit fleets, Verizon Connect helps bring about better outcomes for your organization and your communities. Our customers include cities, municipalities, universities, K-12 schools, government agencies, law enforcement, and fire and safety agencies. Our solution supports numerous vehicles and equipment, including passenger cars, light-duty trucks, heavy trucks, buses, yellow iron, trailers, police vehicles, fire trucks and more.



**The most trusted telematics provider for government fleets<sup>1</sup>**

**Verizon Connect has the largest number of state and municipal government customers of all commercial fleet management providers.<sup>1</sup>**

We are an approved vendor for government contracts with software that is backed by the Verizon network.

WVDOT will be supported by Verizon's most awarded network for Network Quality by [J.D. Power](#). Verizon Connect is a U.S.-based company that leads the industry in innovation (according to [ABI Research](#)), devoting nearly one third of our employees to software development and engineering. Our tracking device hardware is Verizon-designed and manufactured.

### Verizon Connect Reveal for Government Solution

Our solution for WVDOT, Reveal for Government, provides a secure, user-friendly solution for 24/7 real-time vehicle tracking and monitoring, reporting and alerting. WVDOT will have access to extensive reporting features for needed insight to improve vehicle utilization, optimize fuel usage, timely identify vehicle health issues and address driver behavior. Hardware is hardwired and securely installed with regular over-the-air updates. Our innovative technology leads the market and provides the latest features to help you make smarter, data-driven decisions to better manage your fleet.

#### Customer-focused solutions

Verizon Connect has 20+ years of telematics experience, and our easy-to-use platform is continually being improved to meet our customers' needs.

#### Backed by the Verizon network

Our software leverages Verizon's fast, reliable network, a Gartner-recognized leader in managed IoT connectivity, ensuring accurate, timely fleet data..

#### A leading global provider.

Our size enables us to offer strong support, R&D, and security, ensuring a sustainable long-term plan and product roadmap for our customers.

### Secure platform

We use industry-recognized security practices to provide a reliable and secure platform. We operate a multi-master architecture using geographically-dispersed Amazon Web Services data centers for redundancy and extremely high uptime and availability. With regular updates to software and hardware, we maintain





physical, technical, and administrative safeguards to protect our internal systems, networks and applications. Our dedicated information security team promotes enforcement of information security policies and provides training and awareness to all employees.

### **Innovation**

Verizon Connect dedicates 600+ employees worldwide to software development and engineering to continue to deliver innovative and cutting-edge solutions. Our platform is designed to be flexible and adaptable to the unique needs of WVDOT operations, delivering measurable and sustainable operations improvements while minimizing costs

## The Verizon Connect Mission

**Our mission is comprised of three pillars—the backbone of your partnership with us.**

We provide fleet managers and support staff with an easy-to-use platform that gives you the data you need to make decisions. Whether that's long-term planning for a large city, an emergency dispatch for a police fleet or finding a vehicle on a live map for a Public Works division, our platform quickly delivers the metrics you need to move your fleet forward



### Safety

At Verizon Connect, we believe safety extends beyond mere compliance; it's about fostering a culture of accountability and attentiveness. We are dedicated to helping you safeguard your drivers, vehicles, and the communities you serve

**The Result: Fewer accidents, reduced liability, and a safety-first reputation your customers and employees can trust..**



### Productivity

Keeping your fleet moving efficiently is critical to success. Verizon Connect provides the tools to maximize performance, reduce waste, and streamline day-to-day operations.

**The Result: Lower operating costs, faster job completion, and a fleet that's optimized for growth.**



### Efficiency

Efficiency forms the cornerstone of how we enable fleets to reach their full potential. We empower organizations to achieve more with every mile, driver, and asset by transforming data into actionable insights.

**The Result: Improve financial stewardship with taxpayer dollars, reduce carbon footprint, and maintain credibility**



### An end-to-end experience

When it comes to technology, there are many moving parts. You want cutting-edge hardware, a user-friendly interface, a reliable network, flexible contract terms and streamlined onboarding. We give it all to our customers.

- **Software** - Cloud-based with no software installation needed with 99.7% system uptime reliability
- **Hardware** - Next-generation technology built by us that is easy to install
- **Onboarding** - Over-the-air activation, mobile app support with on-demand and live training sessions
- **Ongoing support** - A dedicated Customer Service Manager with U.S.-based training and support options.

## Reveal and Safety for Government

Verizon Connect's best-in-class solutions include helping our customers successfully integrate our products into their safety culture through change execution and program performance. Our mission is to help reduce fatal or serious roadway crashes.

Safe driving is critical. One way to encourage safe driving is by rewarding your drivers when they make smart choices while out on the road.

Remember that continuous improvement and ongoing reinforcement of safety practices are key to maintaining a safe fleet and protecting

### Know what to track

Reveal does more than just collect data—it provides insight into your fleet to help you implement safety-related best practices. Having this level of transparency sets you on your way to creating a safety program specific to the needs of your company.

### Get up to speed

Reveal can help you track driver behavior. Get these [5 quick tips](#) to get your driver safety incentive program up and running.

### Announce it

Take the time to get your drivers excited about the program.

### Start rewarding

Here are some award ideas to recognize your employees

**Safe Driver of the Month/Quarter/Year:** recognizes drivers who have maintained a safe driving record over a certain period of time, such as a month, quarter, or year.

**Accident-Free Driving Award:** recognizes drivers who have maintained an accident-free driving record for a specific period, such as a year or two.

**Most Improved Driver Award:** recognizes drivers who have made significant improvements in their driving skills, behavior, or safety record.

### Consistency is key

Setting up a safety incentive program is easy but does require consistency. Remember that there are always ways to be safer on the road, and keeping your drivers safe requires everyone's accountability and attentiveness.





## An Outcome Based Solution

Government organizations like yours place big investments in fleets. With tight budgets to contend with and public perception to manage, you can't afford to have unplanned or unintended costs from vehicle issues or negative public opinion around how your fleet operates.

### Help control costs and improve reputation

Government fleets can't have vehicles out of service for long durations. Proactively keeping track of routine maintenance while being able to immediately respond to unexpected issues is key to staying on the road and lowering fleet operational expenses.

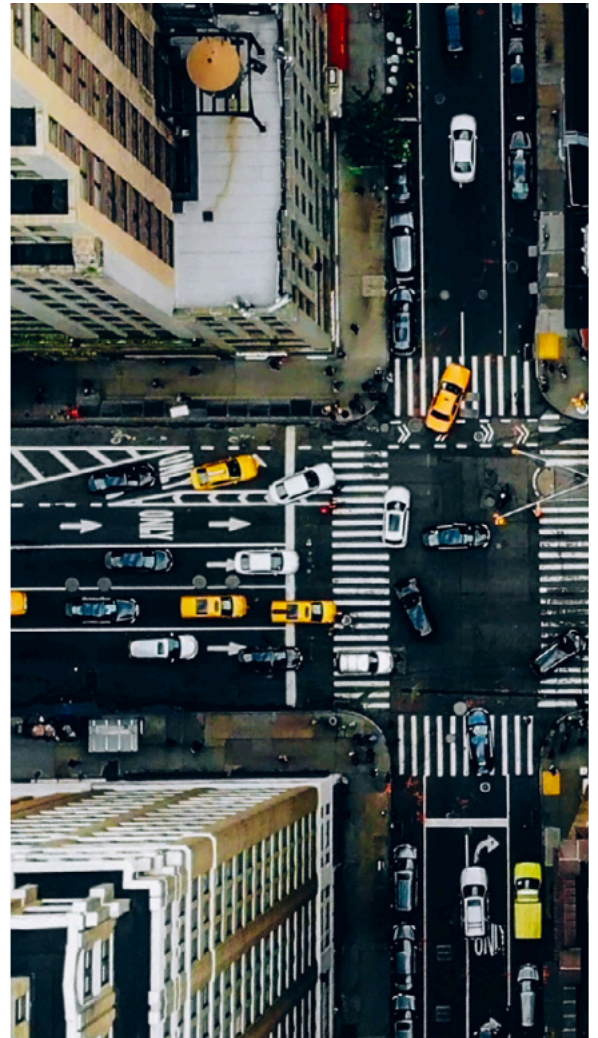
Reveal's customizable fleet management technology enables you to get a holistic view of the state of your vehicles and drivers to better control expenses around maintenance and fuel usage.

**Reveal can help ensure your fleet is prompt, efficient, and safe all the while helping uphold your public reputation.**

- Demonstrate public accountability via fact-based data to help substantiate validity of complaints
- Provide documentation of vehicle speed based on date and time, as well as location
- Use utilization data to demonstrate responsible use of public dollars
- Demonstrate proof of presence and activity via vehicle activity reporting
- Maintain an accurate record of fleet activity, including routes, time on site, ETAs and proof of visit (e.g., increased patrols)
- Access vehicle history breadcrumb reports that show vehicle activity with a map view that shows the entire fleet in one screen

### The bottom line

Government organizations are under tight scrutiny, especially from the public, to run a cost-effective and safe fleet. Fleet management technology can be used to help streamline expenses and positively impact stakeholder and constituent sentiment



## Reduce Fuel Costs with Reveal

Fuel is one of the largest fleet operating expenses. To help control costs, efficient fuel use is essential. Reveal can provide visibility into four key areas that impact fuel utilization:



### **Address excessive speeding**

Identify where speeding is a problem in your company by utilizing Reveal to detect and record vehicle speeds and compare them against posted speed limits



### **Identify and manage excessive idling**

Reveal provides data that helps fleet managers set rules to mitigate idle. Taking a proactive role in managing idling times will go a long way to help increase savings at the pump.



### **Better maintenance helps lower fuel costs**

Reveal can easily set up preventive maintenance schedules. Fleet technology uses near real-time maintenance alerts to automate the process and provides route planning tools to help cover vehicles that are out for repair.



### **Reduce fuel slippage**

Reveal can help monitor each vehicle in your fleet's fuel usage, fuel economy and mileage can help detect any abnormalities when compared against vehicle averages. In addition to tracking fuel usage, fuel card integration can help with cost reconciliation.



# Protect Your Drivers

Verizon Connect is committed to help create a safer tomorrow by empowering fleets with technology that helps them connect, coach and champion safe driving behavior.

## Gain visibility

It's difficult to address issues that could jeopardize the safety of your drivers if you don't know what they are. Reveal can provide visibility into unsafe driving behaviors like distracted driving, seatbelt use, speeding, tailgating and harsh driving events.

HOS WARNING WALTER	ROADSAFE	SPEEDING OVER 68 MPH	SPEEDING	EXCESSIVE SPEEDING TEST INSIGHT
0	0	0	44	0
0	0	7	0	4
1	0	15	0	2
0	0	13	0	0
0	0	12	0	0

## Help drivers help themselves

Once you understand your areas for improvement, you can use those insights to educate and coach drivers on safe driving practices they can use to protect themselves from harm.

Our latest AI-powered dashcam solution tags the most important video clips to view and give you the capability to track performance over time. Context-rich coaching helps drivers understand the dangers at play and can motivate them to continuously improve and achieve peak driving performance.

## Give drivers well-maintained vehicles

A healthy vehicle can be the difference between a safe ride and a harmful one, which is why keeping vehicles well maintained is critical for the safety of your drivers.

Reveal fleet management software incorporates powerful preventative maintenance capabilities that allow for real-time vehicle health monitoring and quick responses to potential problems. Preventative maintenance can provide fleet managers with actionable insights to be proactive and prevent issues before they arise.



## Reveal fleet technology outcomes

Using Reveal's technology to help keep drivers safe pays off. Our GPS fleet tracking and in-cab video users report decreases in harsh driving and speeding, fewer vehicle accidents, reduced accident costs and improved driver safety.



# Reduce Loss From Theft and Unauthorized Use

Equipment theft and unauthorized use have significant direct and indirect costs for government entities such as lost productivity, rental costs, higher insurance premiums, and reputation damage.

## Get total visibility

- Live Map: Quickly view the location, status, and usage of vehicles, powered and non-powered assets.
- Replay Feature: Review historical vehicle, asset, or driver data on a map for any 24-hour period within your contract data plan.
- Spotlight Mobile App: Provides crucial vehicle, driver, and asset information, enabling quick, decisive action from anywhere, boosting safety and efficiency.

## Create no-go zones

- Geofences create virtual boundaries for vehicles.
- These boundaries can define restricted areas or approved territories, from single points to entire routes.
- Near real-time alerts are sent via SMS, email, or mobile app if vehicles enter prohibited areas or leave authorized territories.
- This helps identify suspicious activity or deviations.

## Easily track non-powered assets

- The Verizon Connect Equipment Asset Tracker—Battery (EAT/B) has a discreet form factor for easy and covert installation.
- This design prevents the devices from being easily identified by individuals attempting to steal equipment.
- The EAT and EAT-B offer exceptional battery life for consistent equipment tracking: The EAT operates for up to six years, while the EAT-B can last for up to 13 years (both based on two pings daily). This extended operational life ensures continuous tracking visibility for customer equipment.

## Take back control.

The only way to stay in control is to know where your vehicles and drivers are, where they've been and where they are going—and have the means to take intervening action if necessary.








# Verizon Connect Reveal Core Features



*Our software, hardware, support and partners bring together powerful fleet data on a platform backed by the Verizon network.*

## Core offering:



-  **Platform**  
An easy-to-use, award-winning solution
-  **Hardware**  
Built-in and aftermarket options
-  **Mobile apps**  
A suite of tools for managers and drivers
-  **Professional services**  
Installation, implementation and ongoing support
-  **Partner integrations**  
Easy integrations with third-party software

## A total fleet platform

**Improve awareness, increase efficiency, monitor safety and streamline processes with Verizon Connect.**

Manage your vehicles, assets, people and work on a complete end-to-end mobile resource management solution to help move your business forward.

## Fleet management solutions:

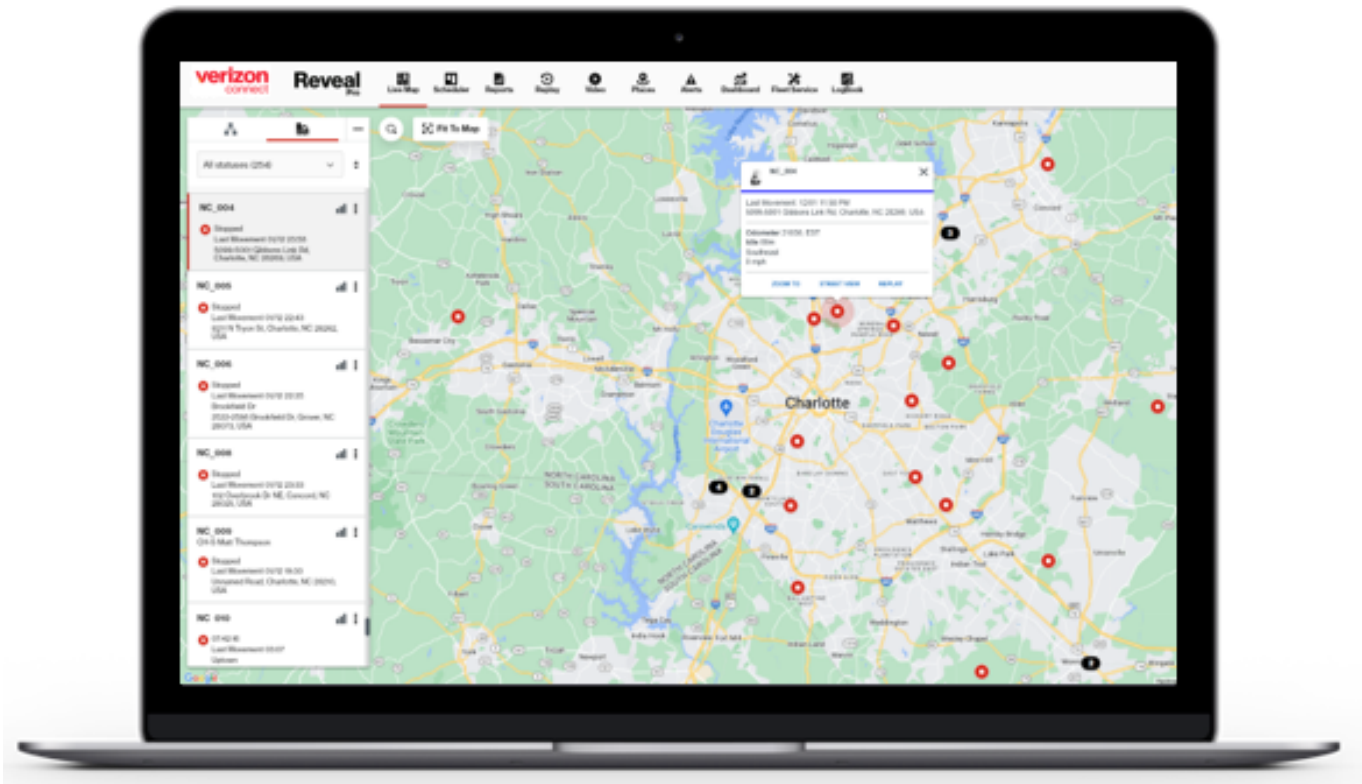
-  **Vehicle and asset visibility**
  - Live map tracking
  - Reports, dashboards and alerts
  - Fuel and EV battery management
  - Vehicle health and maintenance
  - Route replay and geofences
-  **Compliance and safety**
  - Driver safety scorecards
  - Dashcam footage
  - ELD solutions
  - DVIR solutions



## Live Map | Get the complete picture

The live map, powered by Google, is your key to unlocking efficiency and profitability:

- **Pinpoint your team's location:** Optimize routes and reduce fuel costs by deploying the closest available technician to the next job.
- **See vehicles and assets together in one location:** Gain a complete operational overview to maximize asset utilization and prevent costly downtime.
- **Dispatch efficiently:** Improve response times and increase customer satisfaction by getting the right person to the right place, every time.
- **Respond quickly to emergencies:** Minimize damage and liability by deploying immediate assistance to critical incidents.
- **Solve problems with ease:** Proactively address potential issues before they impact your bottom line, ensuring smooth operations.
- Easily navigate from the map to other frequently-used features of the system, like geofences and route replays: Streamline your workflow and make data-driven decisions to boost productivity and drive revenue



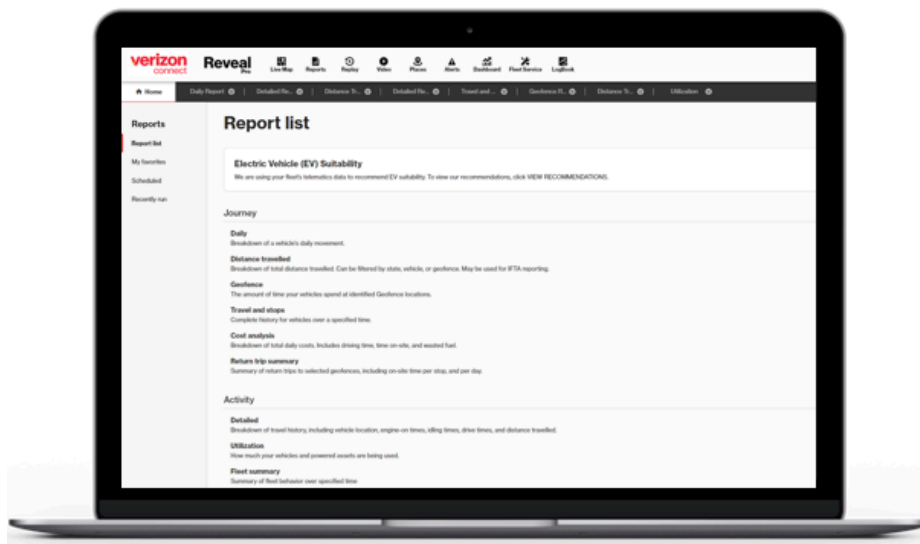
# Reports | Make complex data simple

## Unlock Your Fleet's Full Potential with Reveal

Reveal offers a comprehensive suite of reports designed to give you the data and insights you need to improve efficiency, reduce costs, and boost your bottom line.

Our platform goes beyond basic tracking, providing you with detailed information to make smarter decisions every day.

- **Journey Report:** Get a clear view of your drivers' routes, including distances traveled, idling time, and unauthorized stops. You can even see a breakdown of daily costs, helping you identify opportunities for savings.
- **Activity Report:** Track every vehicle's movement, stops, and equipment usage to ensure your team is productive and on schedule.
- **Utilization Report:** Fine-tune your operations with highly detailed data on critical usage components, helping you make the most of your assets.
- **Admin Report:** Simplify payroll and timecard management with easy-to-access data.
- **Safety Report:** Promote safer driving habits by monitoring driver behavior such as hard braking and cornering. This can help you reduce accidents and lower insurance costs.
- **Compliance Report:** Stay on top of regulations with reports on driver logs, hours-of-service (HOS) violations, and vehicle inspection reports.
- **Fuel Report:** Take control of your fuel expenses by monitoring consumption and purchases. You can also view green data to support your sustainability goals.
- **Vehicle and Asset Health Report:** Proactively manage your fleet's health with service plan summaries, maintenance history, and emissions system health. You'll also get alerts on asset tracker battery levels and a history of where your assets couldn't be tracked



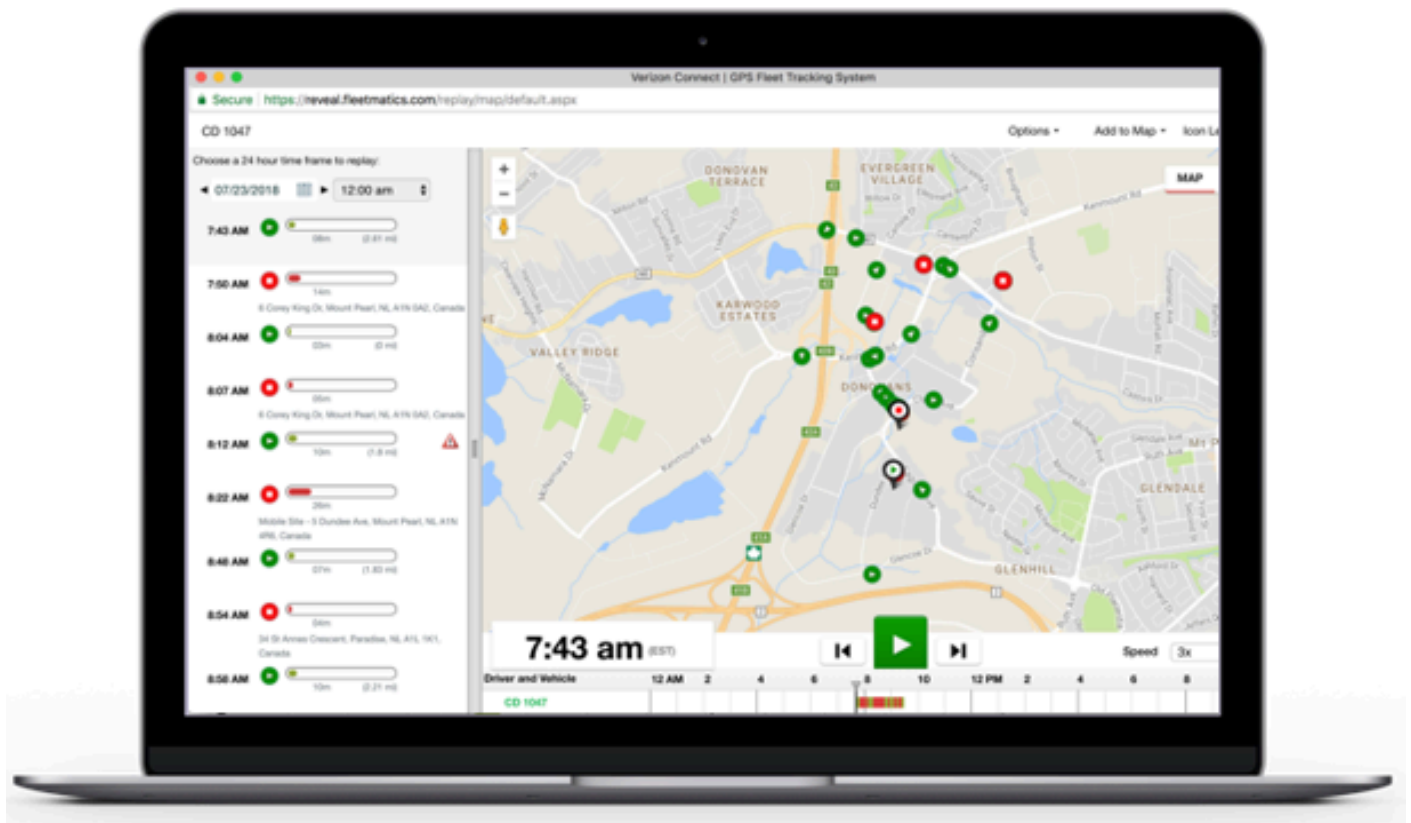


## Replay | Follow everything from point A to point B

### Gain Unprecedented Visibility into Your Fleet.

Stop guessing and start knowing. Our solution provides instant insight into your driver's exact route for the day, so you can:

- Verify efficient routes to and from jobs.
- Review multiple days of travel for any driver.
- See exactly how long a vehicle was idling, moving, or stopped.
- Get accurate data on clock-in/out and driving time for easy payroll.



# Places | See where your vehicles go

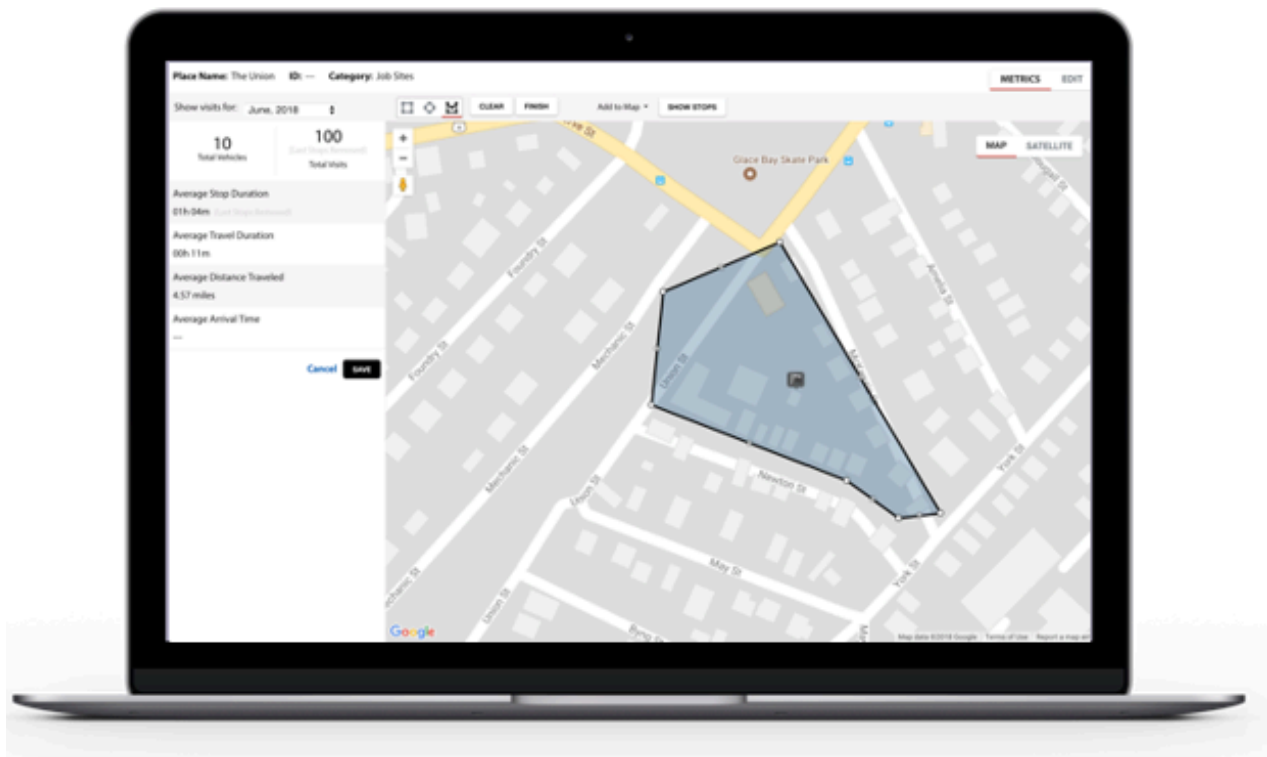
## The Smarter Way to Manage Your Fleet: Automated Geofences

Tired of manually creating geofences for every important location? Our patented technology takes the guesswork out of fleet management by automatically suggesting key locations to mark. We analyze your drivers' and vehicles' activity, identifying frequently visited spots and suggesting them as geofences.

This isn't just about saving time; it's about making your operation safer and more efficient. With this tool, you can:

- **Boost Productivity:** Automatically create geofences for critical locations like employee homes, depots, suppliers, and client sites. This gives you a clear picture of your team's on-site time and helps you streamline operations.
- **Enhance Safety:** Get a clear picture of driver activity at specific locations, ensuring they are where they need to be.
- **Improve Accountability:** See precise entry and exit times from any geofenced location. You can quickly confirm if a vehicle was at a specific place at a specific time, helping you resolve disputes and manage your team more effectively.

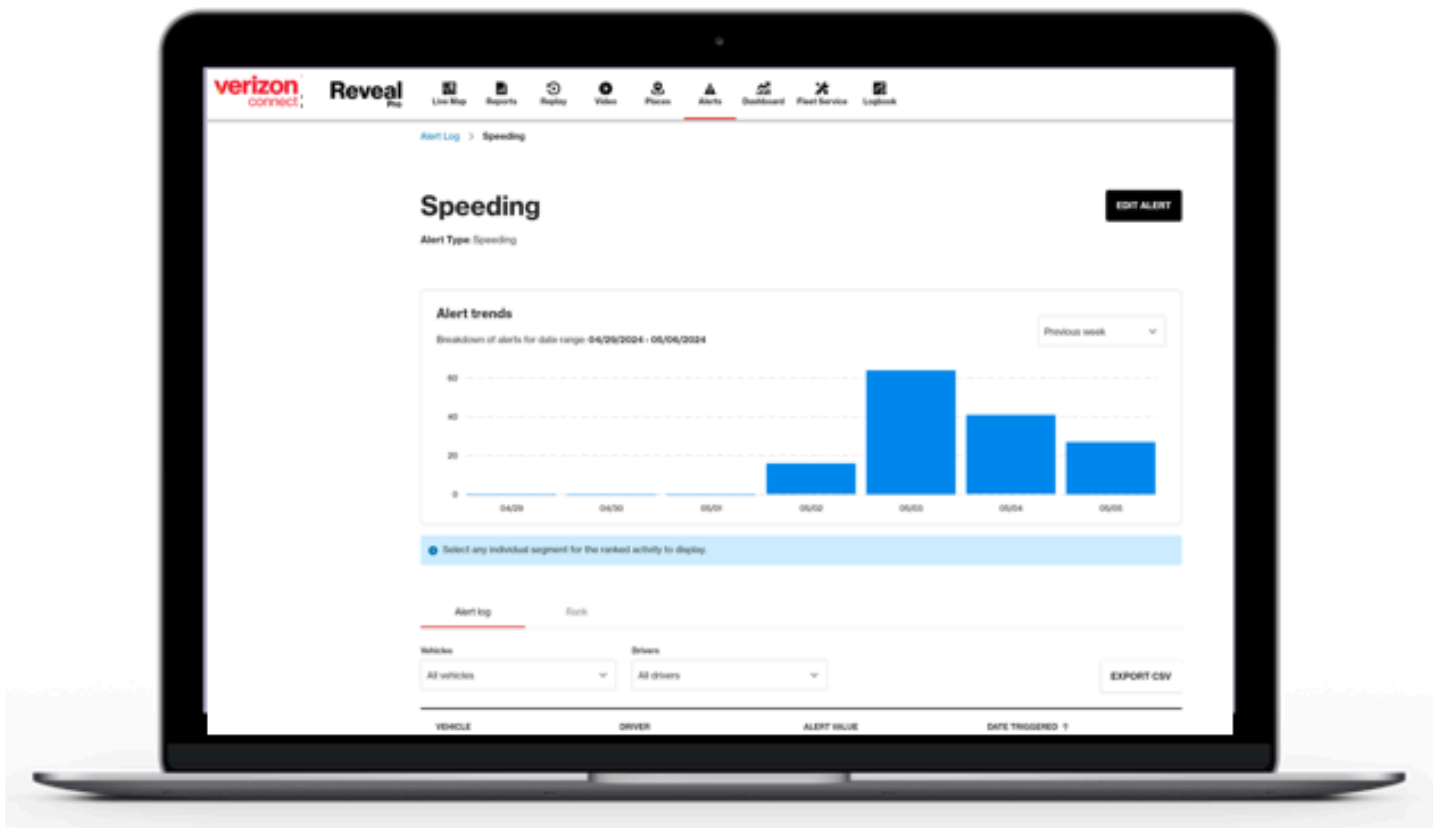
Stop the manual work and start using data to your advantage. Our automated geofence technology helps you focus on what matters most—running a successful and efficient business.



## Alerts | Know what happens, when it happens

Immediate access to critical information empowers you to make rapid, impactful decisions, directly influencing your bottom line.

- **Proactive Risk Mitigation:** Monitor driver and vehicle behavior in real-time, allowing for immediate intervention. This means fewer accidents, reduced insurance costs, and improved safety ratings.
- **Cost Savings & Compliance:** Instantly notify drivers of policy violations like harsh driving, excessive idling, or speeding. This translates to significant fuel savings, reduced wear and tear on vehicles, and compliance with company policies, avoiding costly fines.
- **Optimized Operations:** Customize alerts to ensure the right people receive the right information at the right time, without inbox overload. This streamlines communication and ensures prompt action, leading to increased operational efficiency and customer satisfaction.
- **Enhanced Asset Management:** Set up comprehensive alerts for vehicle activity, EV low battery, geofences, ignition, inactivity, late starts, long stops, and sensor activations. This provides complete visibility into your fleet, preventing downtime, optimizing routes, and extending vehicle lifespan.



## Dashboard | Visualize the possibilities

Unlock real-world fleet insights with simple, impactful data visualizations.

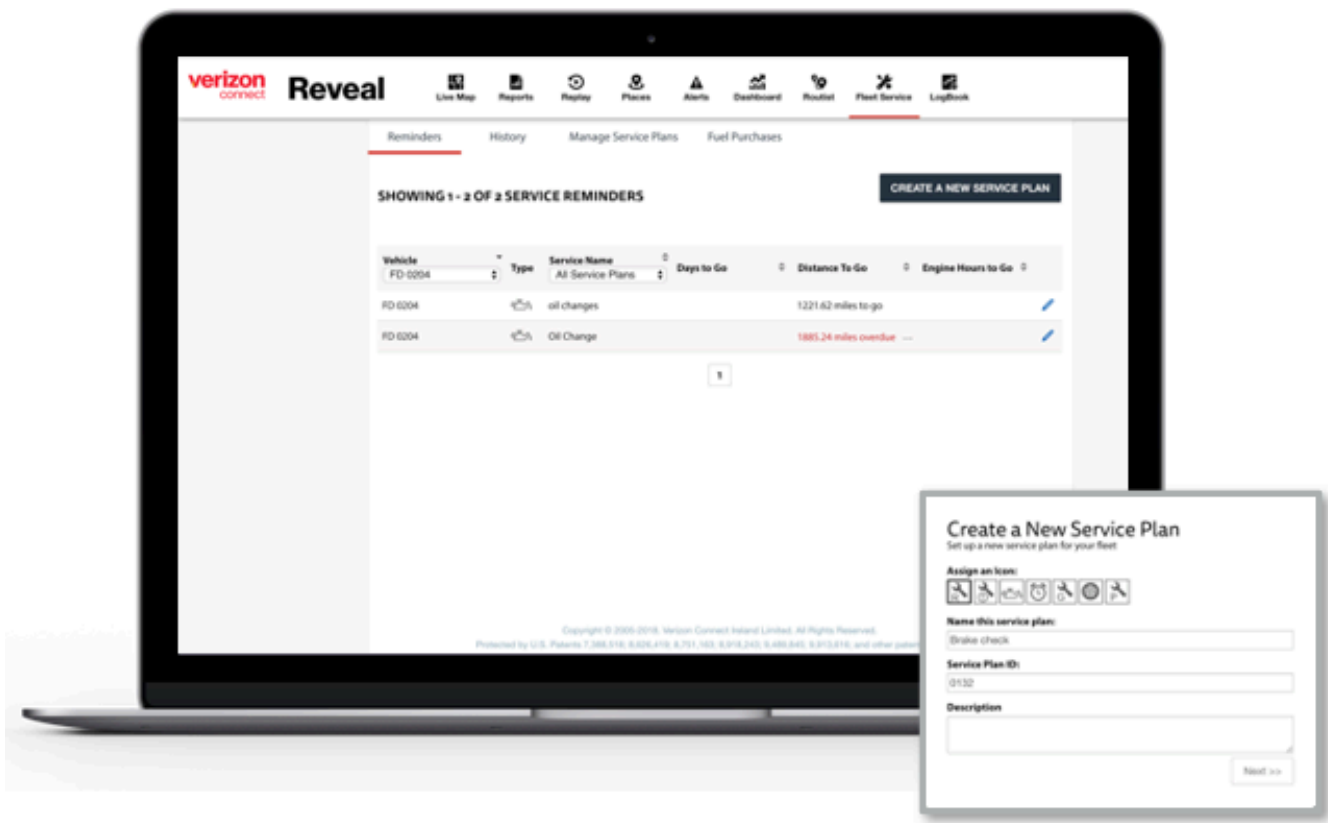
- **Gain immediate clarity:** Quickly grasp fleet performance with at-a-glance overviews.
- **Empower data-driven decisions:** Utilize intuitive visualizations to translate complex fleet data into actionable insights.
- **Tailor to your business needs:** Customize your dashboard to focus on the metrics that matter most to your bottom line.
- **Drive deeper understanding:** Explore the underlying details of your charts to identify key trends and opportunities for improvement



## Fleet Service | Take care of your vehicles

Achieve real business outcomes with proactive maintenance management:

- **Maximize Vehicle Uptime and Revenue Generation:**
  - **Automated Reminders:** Schedule maintenance based on real-time data (time of use, engine hours, distance) to prevent costly breakdowns and ensure vehicles are always ready for deployment, directly contributing to more jobs completed and higher revenue.
- **Optimize Maintenance Spending and Improve Cost Savings:**
  - **Detailed Cost Tracking:** Gain complete visibility into all maintenance expenses, from routine oil changes to critical repairs. This allows for better budget allocation, identification of cost-saving opportunities, and improved overall profitability.
- **Boost Productivity and Reduce Operational Headaches:**
  - **Targeted Notifications:** Ensure critical personnel (mechanics, technicians, third-party administrators) receive timely reminders, enabling them to act proactively and reduce the time vehicles spend in the shop, minimizing operational disruptions.
- **Ensure Compliance and Mitigate Risks:**
  - **Emissions Monitoring:** Proactively address emission system issues to avoid being out of compliance, maintain regulatory compliance, and ensure the long-term health of your fleet, reducing unexpected downtime and associated penalties.



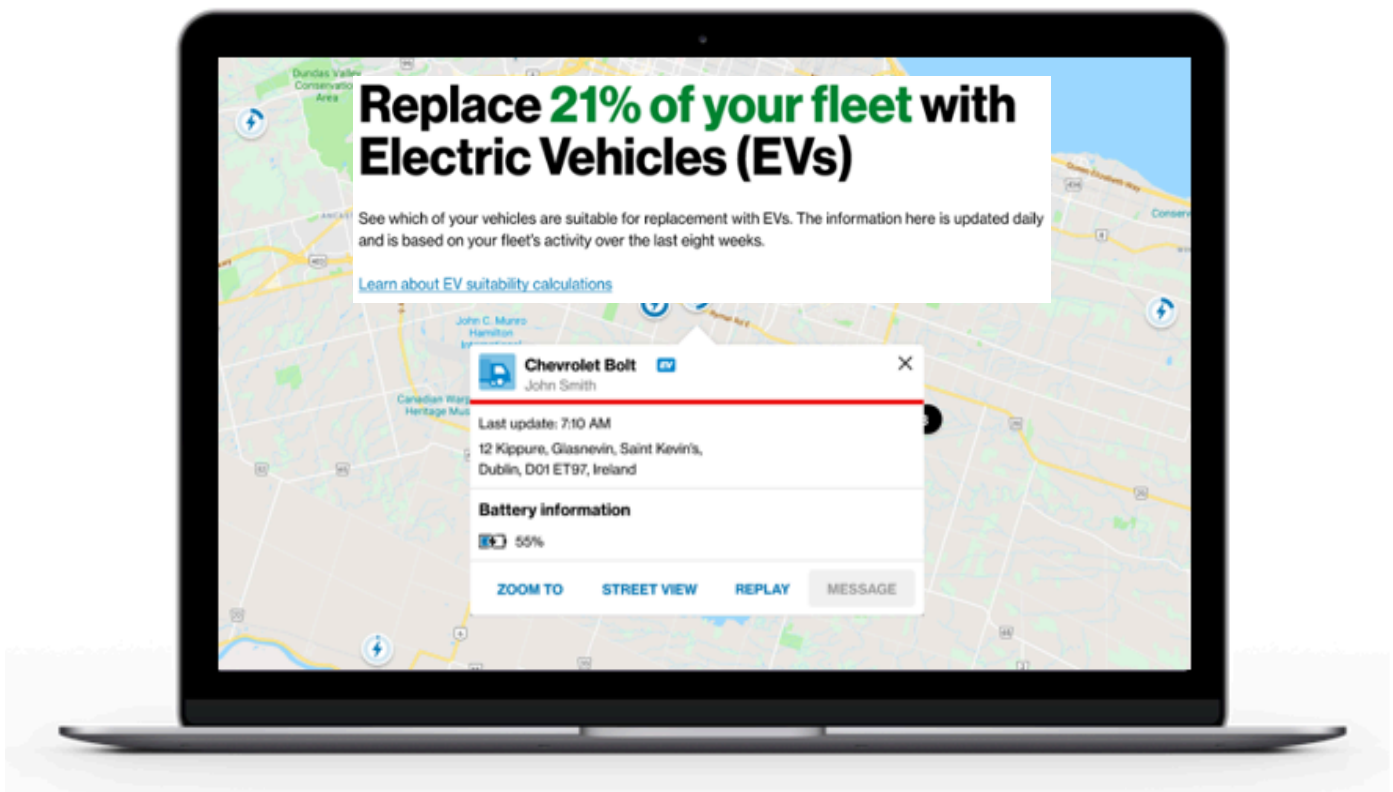
## EVs | Track and manage your electric vehicle

**Boost efficiency and lower costs by optimizing your EV fleet with actionable insights.**

- Gain a holistic view of your entire fleet, including EVs and plug-in hybrids, with detailed data for smarter decision-making.
- Monitor your EV fleet in near real-time on a live map, providing immediate visibility into charging status, battery levels, and location, so you can proactively manage your assets.
- Automate low-battery alerts and leverage comprehensive reports to maximize EV utilization and achieve your sustainability goals, directly impacting your bottom line.

### EV Suitability Tool

- Our EV Suitability Tool helps you confidently transition your fleet to electric vehicles, delivering tangible cost savings and environmental benefits. Using your existing ICE vehicle data, the tool identifies ideal EV replacement candidates, projecting expected fuel cost savings and CO2 reductions. This award-winning tool empowers you to meet future EV milestones and regulations, ensuring a smoother, more sustainable transition.





## Mobile apps | Manage your fleet when you're on the go

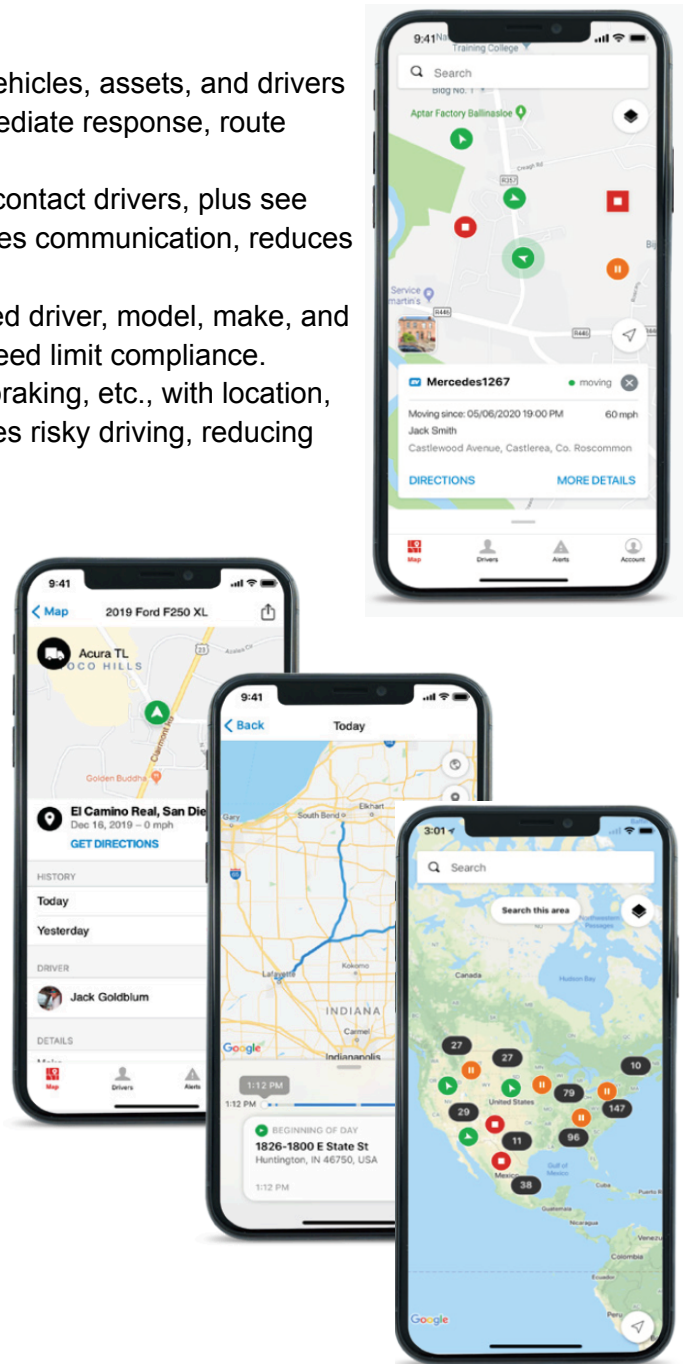
Verizon Connect's native mobile app suite provides immediate, on-the-go access to crucial fleet insights, directly from iOS and Android smartphones and tablets. This eliminates the need for your team to be tethered to a desktop or physically in the office, enabling faster decision-making and improved operational efficiency.

### Verizon Connect Spotlight

- **Map:** Similar to the desktop's Live Map, view all vehicles, assets, and drivers with their status (Moving, Idling, Stopped) for immediate response, route optimization, and improved delivery times.
- **Drivers:** Search, view details, access alerts, and contact drivers, plus see assigned vehicles and contact info. This streamlines communication, reduces downtime, and boosts driver efficiency.
- **Vehicle details:** Click a vehicle to see the assigned driver, model, make, and current speed, enabling better dispatching and speed limit compliance.
- **Alerts:** View triggered alerts for speeding, harsh braking, etc., with location, driver, and vehicle. This proactive insight addresses risky driving, reducing accidents, insurance costs, and improving safety.

### Driver App

Reveal's Driver app simplifies fleet operations and vehicle management. It allows clients to easily assign vehicles and promote safety through daily driver safety scores. Features include one-click navigation, real-time vehicle assignment, instant confirmation, and driver scorecards for performance tracking.



# Verizon Connect Reveal Add-Ons and Integrations



## Built-in OEM hardware | Get up and running right away

Verizon Connect partners with industry-leading vehicle manufacturers to deliver immediate, impactful results for your business.

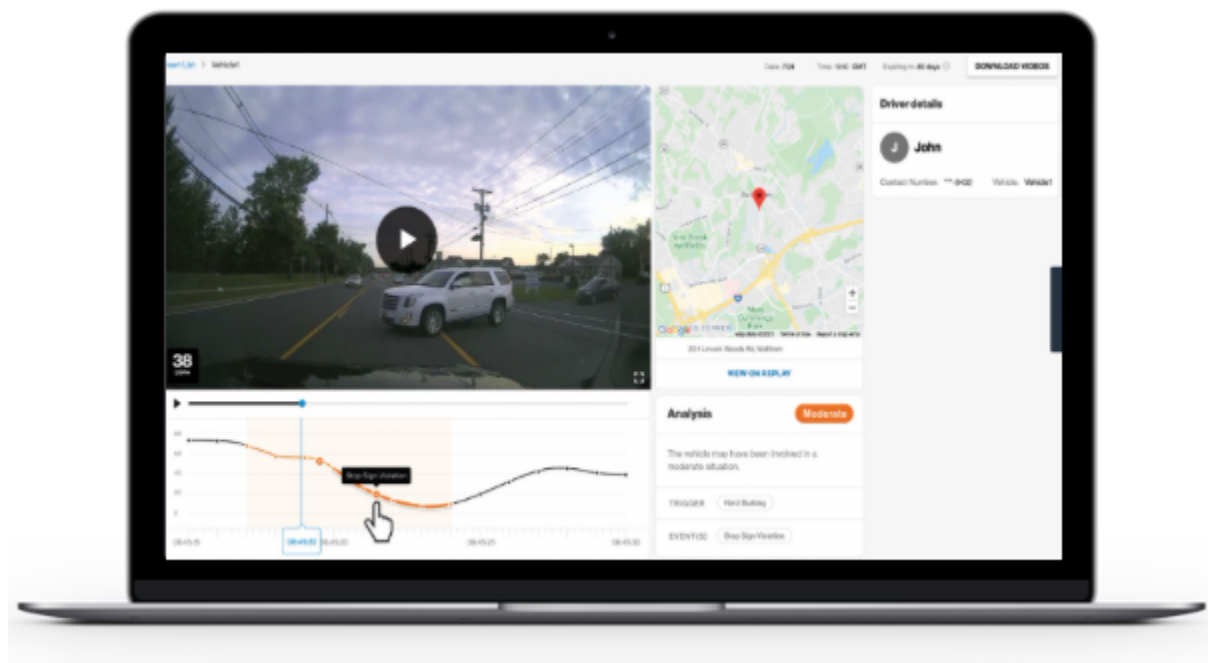
- **Accelerate ROI from Day One:** Online activation and factory warranty coverage mean your new vehicles are immediately integrated into your fleet, delivering value without delay.
- **Optimize EV Fleet Performance:** Gain critical insights into charging activity to maximize the efficiency and cost-effectiveness of your electric vehicles.
- **Drive Down Costs and Improve Safety:** Rapidly analyze trends in driver behavior, fuel consumption, and maintenance costs to identify opportunities for significant savings and enhanced fleet safety.



## Integrated Video | Promote safety in real time

AI-powered dashcams significantly reduce accidents, leading to tangible cost savings and improved safety.

- **Proactive Accident Prevention:** Real-time in-cab alerts warn drivers of dangerous or distracted driving, preventing incidents before they occur. This translates to fewer insurance claims, reduced repair costs, and uninterrupted operations.
- **Comprehensive Incident Review:** A near-360-degree view of road- and driver-facing video footage provides irrefutable evidence for swift and fair incident resolution, minimizing legal expenses and preserving your company's reputation.
- **Actionable Safety Insights:** AI-driven event classifications accurately assess incident severity, allowing you to prioritize and address the most critical safety issues, ultimately lowering accident rates and associated expenses.
- **Targeted Driver Coaching:** Driver safety profiles enable focused coaching sessions to correct risky behaviors, leading to a safer fleet and reduced exposure to liability.
- **Immediate Event Visibility:** See clips of harsh driving events within minutes, allowing for rapid intervention and prevention of repeat incidents, safeguarding your assets and personnel.
- **Expedited Liability Mitigation:** Download unbiased footage with contextual data to share with insurance companies, streamlining the claims process and significantly mitigating liability costs.



## AI Dashcam | Cameras powered by Artificial Intelligence

### Camera hardware

- 720p FHD video footage
- Lens caps available for privacy
- 64 GB memory card included (upgradable to 128 GB or 256 GB) with up to 42 hours of drive time on a road-facing camera and 28 hours on dual cameras

### Road-facing

- 140° view of a driver's field of vision
- Powered by AI to detect pedestrians, cyclists and tailgating

### Installation options

- Easy self-installation ([watch the video](#))
- Professional installation available

### Driver-facing

- 130° view of the vehicle cab
- Built-in infrared and day/night sensor
- Powered by AI to detect phone calls, drowsiness, smoking and distracted driving



## Extended View Cameras

### In-cab monitor

Gives drivers a near 360-degree view around the vehicle to help prevent accidents

- 7" W x 4.72" D
- Detachable sunshade
- Flexible mounting options



### Rear camera

Helps drivers reduce blind spots and reverse safely

- 115° view outside the vehicle
- Built-in IR for night vision recording
- IP69K rated for weatherproof applications



### Side cameras

Helps drivers navigate narrow roads and reduce blind spots

- 118° view outside the vehicle
- Built-in IR for night vision recording
- IP69K rated for weatherproof applications



### Cargo camera

Helps managers pinpoint events leading to shipment damage

- 120° view inside the vehicle
- 1.3 MP Sony CMOS sensor
- Digital noise reduction (DNR)



## DVIR | Compliance on the go

**Customizable Inspection Form/Report - Tailor DVIR forms to align with specific company needs, ensuring compliance and efficient data capture.**

### Reveal Driver Plus App

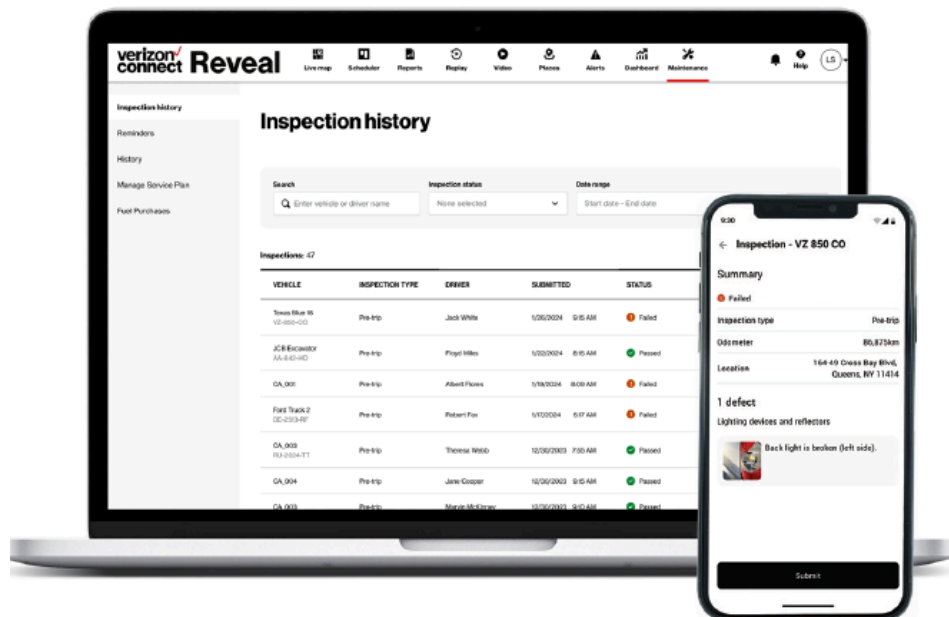
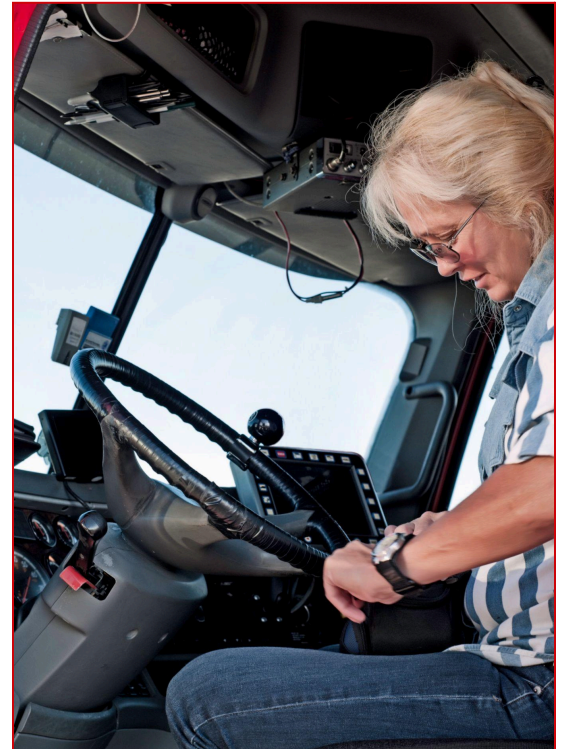
- Provide drivers with an intuitive mobile experience for DVIR, increasing adoption and accuracy.
- Empower drivers to provide detailed insights into vehicle conditions, including comments, severity indications, and photo uploads, leading to better-informed maintenance decisions.
- This new app will centralize DVIR and eventually replace the classic Driver app, streamlining operations and reducing training time.

### Alerts

- Receive immediate notifications regarding vehicle defects, enabling proactive maintenance and minimizing downtime.

### APIs

- Facilitate seamless integration with third-party maintenance providers, allowing them to instantly access defect information and schedule repairs, resulting in faster turnaround times and improved fleet health.



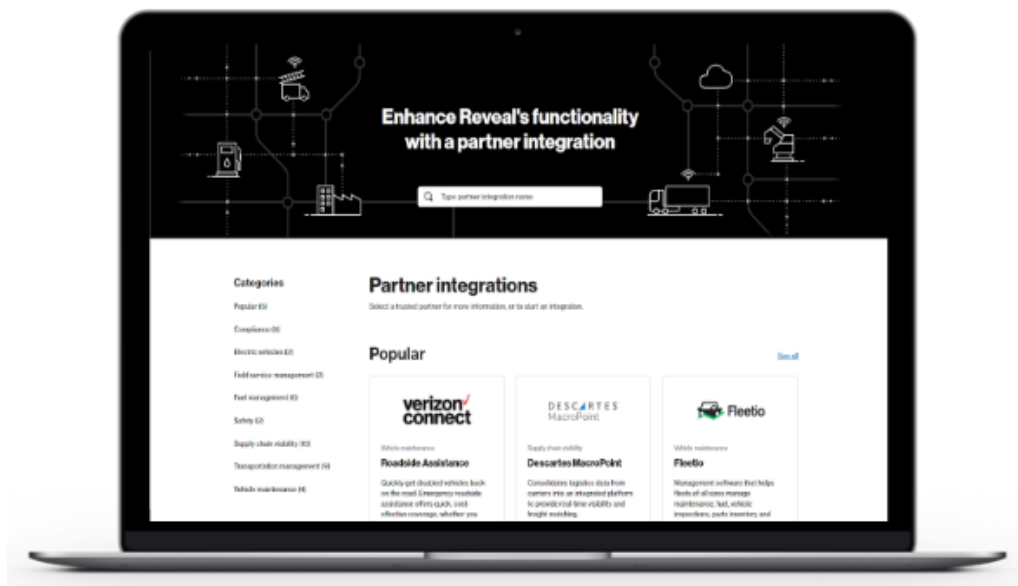
## Integration | Connect all your software

Consolidate your fleet management with our integrated partner solutions for a comprehensive approach.

- **Simplified Integration Process:** Our Integration Manager, powered by robust RESTful APIs, simplifies the process for customers, partners, and third parties to create powerful, integrated solutions that deliver tangible business benefits.
- **Dedicated Developer Support:** Verizon Connect streamlines the integration process, ensuring a smooth transition from initial scope to successful rollout. Our dedicated support for developers, including advanced testing tools, up-to-date documentation, and app analytics, means your integrations are built for reliability and performance.
- **Extensive Partner Network:** With nearly 40 integrated partners spanning compliance, supply chain visibility, vehicle maintenance, and more, you can optimize every aspect of your operations.
- **Self-Service APIs for Enhanced Control:** The Marketplace also allows WVDOT to connect fuel cards and link custom applications using Self-Service APIs, providing unprecedented control and visibility over your fleet expenses and specialized workflows.
- **Secure and Reliable Integrations:** All these integrations are built upon the latest industry standards and security protocols, giving complete peace of mind that your valuable data is secure and protected.
- **Tangible Business Benefits:** This translates into increased operational efficiency, reduced costs, and improved decision-making for your business.

### Customizable Fleet Management with Marketplace:

- Reveal's Marketplace offers] the flexibility to customize your core fleet management software with additional functionality, precisely tailored to your unique needs.
- Visit our marketplace today: <https://www.verizonconnect.com/solutions/marketplace/>





## Roadside Assistance | Get peace of mind on the road

Minimize fleet downtime with Verizon Connect's emergency roadside assistance. Services include fuel, tire, lockout, towing, jump starts, and winching, ensuring drivers get back on schedule quickly and safely..

- **Minimized Downtime & Increased Productivity:** Our towing coverage ensures your light, medium, and heavy-duty fleet vehicles are back on the road quickly, with the first 25 miles of towing included. This directly translates to less lost work time and more productive hours for your business.
- **Operational Continuity & Reduced Costs:** Our comprehensive service coverage, including locksmith services, jump-starts, fuel delivery, light-duty winching, and tire changes, means your fleet can overcome unexpected challenges efficiently. This prevents costly delays and keeps your operations running smoothly.
- **Reliable Support, Anytime, Anywhere:** With 24/7 availability across the U.S., your drivers will always have access to a service professional, ensuring immediate assistance when breakdowns occur. This provides peace of mind and reinforces your commitment to efficient fleet management.



## Implementation & Support Services

Verizon Connect provides unparalleled support services, ensuring your rapid and sustained success. From the initial sale through implementation and ongoing guidance, we offer a comprehensive, customized support experience designed to deliver immediate results and maximize your return on investment.

### Implementation

Our phased implementation plan is built for seamless deployment and immediate value. Your dedicated implementation partner will conduct a project kickoff to align with your specific goals, crafting a detailed project plan for efficient deployment. Units will be shipped, and installations expertly scheduled with our certified vendors. The subsequent training phase guarantees all users and drivers are fully prepared for go-live, ensuring a smooth transition and immediate productivity. A First Value Call will then finalize the project, address any outstanding items, and seamlessly transition your account to your Customer Success Manager, ensuring a strong foundation for long-term partnership.

This program ensures a successful deployment and begins realizing tangible benefits from day one.

### Customer Support

Our live customer support is available 24/7 via phone and live chat, connecting you directly with our certified support team members. We leverage a world-class CRM to meticulously track all inquiries and cases, guaranteeing exceptional service quality and swift resolutions that minimize downtime.

**Our Customer Support teams empower you to:**

- Quickly resolve general inquiries to maintain operational efficiency.
- Access 'how-to' answers for immediate self-sufficiency and optimal platform utilization.
- Provide direct input for product enhancements, ensuring our solutions continuously evolve to meet your evolving needs.
- Remotely reconfigure firmware or units, minimizing the need for on-site visits and accelerating issue resolution.
- Diagnose units Over-the-Air (OTA), identifying and addressing issues proactively to prevent disruptions.
- Swiftly establish potential unit faults, enabling prompt corrective action and reducing vehicle downtime.
- Efficiently schedule service calls and engineer visits (when required) to remedy device issues or facilitate removals/re-installations, ensuring uninterrupted fleet operations.
- Arrange additional trainings to optimize user proficiency and unlock further value from the solution.
- Diagnose and triage product-oriented issues using proprietary software for rapid root cause identification and quick remediation, keeping your fleet running smoothly.

### Customer Success Team

Ensuring you achieve desired business outcomes and realize maximum value early on is paramount to our partnership. Your Customer Success Team focuses on strategic and value-added activities designed to





maximize your results and deliver a compelling return on investment from our products and services.

The Customer Success Team employs the following activities, meticulously aligned to ensure your success:

- Become a subject matter expert in your business processes related to telematics and mobility, providing tailored guidance that directly impacts your bottom line.
- Communicate regularly with key executives and account personnel, fostering a collaborative partnership focused on strategic growth.
- Proactively check account health and adoption, identifying opportunities to optimize usage and prevent potential issues before they impact your operations.
- Create collaborative success plans with clear, measurable goals to ensure alignment and accountability for achieving your business objectives.
- Identify and track key ROI initiatives, demonstrating the tangible financial benefits of our solution.
- Assist in defining clear goals, objectives, measurements, and KPIs, providing a framework for tracking progress and validating success.
- Recommend industry best practices and solution best practices, leveraging our expertise to enhance your operational efficiency and competitive advantage.
- Measure and assist in driving adoption on a continual basis, ensuring your team fully leverages the solution's capabilities to maximize its impact.
- Conduct joint executive business reviews, providing strategic insights and demonstrating the ongoing value we deliver to your organization.



## Partners

### FLEETPATHS - [fleetpaths.com](https://fleetpaths.com)

Powered by Verizon Connect, the FleetPaths system offers advanced, customizable, and user-friendly technology for managing fleets and field workforces. It enables organizations to efficiently and effectively manage their vehicles, workers, and the work they perform in the field. FleetPaths helps connect supervisors to the operations of various vehicle types, including street sweepers, garbage trucks, snow plows, lawnmowers, buses, taxis, and delivery trucks.



## Pricing Quote

Verizon Connect is offering Reveal products and services under its Sourcewell contract number 102924-NWF ("Sourcewell Contract"), the terms of which are incorporated into any resulting contract and orders. Verizon Connect will work in good faith with WVDOT to incorporate any terms and conditions required by statute, ordinance, regulation, order, or as otherwise allowed by State and local government entities, to the extent that these terms and conditions do not conflict with the terms and conditions of the Sourcewell Contract.

In consideration for the volume (total subscription value of 2,500 VTU's) discount pricing provided to WVDOT hereunder, WVDOT agrees that Verizon Connect may charge, in its sole discretion, a Device recovery fee in the event that WVDOT terminates the Reveal Subscription and such termination is effective prior to the end of the term (5 year term) stated on WVDOT's Accepted Order Form. The Device recovery fee amounts are described in Verizon Connect's Sourcewell Contract.

5055 North Point Pkwy  
Alpharetta, GA 30022-3074  
Fax: (781) 577-4793

## SERVICES ORDER FORM

**Customer Service: 1-844-617-1100**  
**Customer Service:**  
[www.verizonconnect.com](http://www.verizonconnect.com)



### GENERAL INFORMATION

Order Date: December 8, 2025	Customer Reference Number:	VCF Salesperson Name: Sarah Crisp	Region: CA
Company Name: STATE OF WEST VIRGINIA DOT	Officer or Owner: Tara Lyle		Telephone: 13044147119
Address (Mailing or Invoicing Address): 324 4TH AVE		Officer/Owner Email Address: tara.l.lyle@wv.gov	Cell Phone:
City: SOUTH CHARLESTON	State: WV	Zip Code: 25303-1228	Installation Contact if other than Officer/Owner: Telephone:
Please advise your VCF scheduler if there are multiple shipping or installation addresses		Accounts Payable Contact, if other than Officer/Owner:	Telephone:
		Email:	

### SUBSCRIPTION SERVICES:

QUANTITY	DESCRIPTION	MONTHLY PER UNIT FEE	MONTHLY TOTALS
250	Vehicle Tracking Subscription with Installation	12.50 USD	3125.00 USD

<b>TOTAL MONTHLY AMOUNT</b>	3125.00 USD
<b>TOTAL ANNUAL AMOUNT (Year 1)</b>	37500.00 USD
<b>TOTAL ANNUAL AMOUNT (Year 2)</b>	37500.00 USD
<b>TOTAL ANNUAL AMOUNT (Year 3)</b>	37500.00 USD
<b>TOTAL ANNUAL AMOUNT (Year 4)</b>	37500.00 USD
<b>TOTAL ANNUAL AMOUNT (Year 5)</b>	37500.00 USD
<b>TOTAL 5 YEAR TERM</b>	187500.00 USD
<b>Agreement Length:</b> 60 Months from the Subscription Start Date. The "Subscription Start Date" is the earlier of (i) the date of installation of any Equipment or (ii) passage of 120 days after the date of shipment. The monthly bundled rate for is invoiced monthly on the first of the month following the month of the Subscription Start Date if Customer elects to be invoiced monthly. If Customer elects to be invoiced annually, the monthly bundled rate for twelve (12) months is invoiced as a lump sum on the first of the month following the month of the Subscription Start Date. Billing for each ordered subscription shall start at the earlier of (i) the date of installation of the applicable Equipment or (ii) the passage of 120 days after the date of shipment.  In consideration for the volume (total subscription value of 250 VTU's) discount pricing provided to Customer hereunder, Customer agrees that VCF may charge, in its sole discretion, a Device recovery fee in the event that Customer terminates the Reveal Subscription and such termination is effective prior to the end of the term (5 year term) stated on Customer's Accepted Order Form. The Device recovery fee amounts are described in Verizon Connect's Sourcewell Contract.	<b>Excludes Applicable Taxes and Fees</b>

### ONE-TIME FEES (per Occurrence):

QUANTITY	DESCRIPTION	AMOUNT	EXTENDED PRICE
	<b>Total One-Time Fees</b>		<b>0.00 USD</b>
	<b>COVERT INSTALLATION:</b> Unknown		<b>EXCLUDES APPLICABLE TAXES AND FEES</b>

### ORDER TERMS:

Customer agrees that the purchase and/or licensing of the products and/or services set forth in this order is subject to the terms and conditions in the contract between Verizon Connect Fleet USA LLC (VCF) and Sourcewell (Contract #102924-NWF) that are in effect as of the date the order was received by VCF ("Sourcewell Contract"). The Sourcewell Contract terms and conditions are available at <https://www.sourcewell-mn.gov/cooperative-purchasing/102924-nwf>. If, in accordance with the terms of the Sourcewell Contract, Customer and VCF have executed an additional separate written agreement ("Customer Addendum") with respect to the products and/or services set forth in this order, the terms and conditions set forth in the Customer Addendum shall also apply with respect to the products and/or services set forth in this order.

Unless otherwise specified, this Order Form is valid for 30 days after the Order Date. Please remit a signed copy of this Order Form to your VCF Salesperson within the validity period.

### INSTALLATION NOTES (not valid for changes to billing, payment or other contract terms):