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 2

List View

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

Procurement Folder: 1797541

Procurement Type: Central Master Agreement

Vendor ID: VS0000050785

Legal Name: Zenduit Corporation

Alias/DBA: GoFleet Corporation

Total Bid: $0.00

Response Date: 12/16/2025

Response Time: 12:00

Responded By User ID: harshapatnala

First Name: Harsha

Last Name: Patnala

Email: harshapatnala@zenduit.cor

Phone: 6472605433

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: 2

Total of All Attachments: 2

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 ESR12162500000003548	1

VENDOR

VS0000050785
Zenduit Corporation

Solicitation Number: CRFQ 0803 DOT2600000037

Total Bid: 0 **Response Date:** 2025-12-16 **Response Time:** 12:00:11

Comments:

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

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

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Fleet Management System Software	0.00000	EA	15.380000	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: This is the Geotab GO Plan Bundle pricing for each unit per month

Extended Description:

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Fleet Management System Hardware	0.00000	EA	0.010000	0.00

Comm Code	Manufacturer	Specification	Model #
31160000			

Commodity Line Comments: Geotab Go9 hardware pricing is included in the monthly GO bundle plan.

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	15.380000	0.00

Comm Code	Manufacturer	Specification	Model #
43233005			

Commodity Line Comments: This is the Geotab Go Plan Bundle pricing for each unit per month.

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	15.380000	0.00

Comm Code	Manufacturer	Specification	Model #
43232306			

Commodity Line Comments: This is the Geotab Go Plan Bundle pricing for each unit per month

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	15.380000	0.00

Comm Code	Manufacturer	Specification	Model #
43230000			

Commodity Line Comments: This is the Geotab Go Plan Bundle pricing for each unit per month

Extended Description:

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

Prepared by

goFleet

Connected Intelligence. Smarter Solutions.

2355 Skymark Ave. 1st Floor
Mississauga, Ontario, L4W 4Y6
www.GoFleet.com

RFQ No. CRFQ 0803 DOT2600000037 for Web-based fleet management and tracking Geotab or equal

Date Submitted: December 11, 2025

Prepared for

WV.gov

West Virginia Department of Transportation (WVDOT)

TABLE OF CONTENTS

1. Cover Letter

To,
John W. Estep
West Virginia Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

Subject: Response to RFQ No. 0803 DOT2600000037 – Web-based fleet management and tracking GEOTAB or equal

Dear Mr. Estep,

On behalf of **GoFleet Corporation**, I am pleased to submit our proposal for the **Web-based fleet management and tracking Geotab or equal** in response to **RFQ No. 0803 DOT2600000037** issued by the **West Virginia Department of Transportation (WVDOT)**. We have thoroughly reviewed the requirements outlined in the RFQ and are confident that our solution aligns with your needs, providing advanced telematics technology and comprehensive fleet management capabilities.

At **GoFleet**, we specialize in delivering state-of-the-art fleet management systems that optimize fleet performance through **Geotab's** telematics hardware and software. Our solution offers real-time **GPS tracking**, **vehicle diagnostics**, **maintenance management**, and detailed **reporting**, ensuring full integration with WVDOT's existing operations. We are committed to providing WVDOT with a flexible, scalable solution that will enhance operational efficiency, improve safety, and reduce maintenance costs across your fleet.

Our team brings extensive experience in delivering successful fleet management solutions, supported by **installation**, **training**, and **24/7 technical support**. With a strong track record in both public and private sectors, we are confident in our ability to meet and exceed your expectations for this project.

Thank you for considering our proposal. We look forward to the opportunity to work together and contribute to the success of your fleet management initiatives.

Sincerely,

Subal Saini
GoFleet Corporation
Proposal Manager
P:**647-260-5425**
subalsaini@gofleet.com | www.gofleet.com

2. Executive Summary

GoFleet Corporation is pleased to submit this proposal to serve as the West Virginia Department of Transportation's trusted partner for comprehensive GPS asset management and telematics services. As an authorized Geotab reseller and implementation partner with deep specialization in government fleet operations, we bring **proven expertise** in deploying enterprise-scale fleet management solutions for **state DOTs** and **municipal agencies across North America**.

We understand that WVDOT operates a mission-critical fleet of 4,290+ vehicles and equipment across 10 maintenance districts, requiring 24/7/365 system reliability to support snow removal operations, highway maintenance, emergency response, and public safety. Our proposed solution—featuring Geotab GO9 and GO9 Rugged devices with MyGeotab platform, IOX-WRKS winter operations modules, and comprehensive integration capabilities-delivers the robust, scalable and secure telematics infrastructure WVDOT requires.

FULL COMPLIANCE WITH RFQ REQUIREMENTS

GoFleet confirms **100% compliance** with all mandatory specifications outlined in this RFQ:

Hardware Excellence:

- Geotab GO9 devices for 2,066 light-duty vehicles (OBD-II connectivity)
- Geotab GO9 Rugged devices for 2,224 heavy-duty vehicles (J1708/J1939 CAN-bus)
- IOX-WRKS winter operations modules for real-time spreader, plow, brine, and material tracking
- IOX-NFC readers with Drive Key Fobs for operator identification and accountability
- Geotab Solar Asset Trackers for non-powered equipment
- GoFocus dual cameras (forward/rear) with integration capability for existing Nextbase 622GW units

Software & Platform:

- MyGeotab web-based SaaS platform requiring zero software installation
- Unlimited users with minimum 1,000 concurrent access
- 24/7/365 availability with 99.9% uptime SLA
- 2-year rolling data retention with unlimited export capabilities
- 15+ pre-configured reports plus unlimited custom report development at no additional cost

Critical Integrations:

- AssetWorks Fleet Management System (bidirectional API)
- ArcGIS Enterprise 10.8.1/11.5 and ArcGIS Online
- Fuel Master System (140 fueling stations)
- dTIMs Maintenance Management System
- wvOASIS Financial ERP
- 511 State Highway Information Center
- ELD compliance for FMCSA hours-of-service tracking

Security & Compliance:

- TLS 1.2+ with AES 256-bit encryption for all transmissions
- Transparent Data Encryption (TDE) at rest

- FCC Part 15 certified hardware
- Compliance with West Virginia Office of Technology Policies
- SOC 2 Type II certified data centers
- FMCSA ELD certification

Support & Service:

- 24/7/365 technical support with 1-hour maximum response time
- Onsite technician deployment within 24 hours for emergencies
- Monthly security patching (minimum 30-day cycle, expedited for critical vulnerabilities)
- Over-the-air firmware updates without service disruption
- Comprehensive 2-year manufacturer warranty with direct WVDOT claim filing

GOING ABOVE AND BEYOND: THE GOFLEET COMPETITIVE ADVANTAGE

While meeting every RFQ requirement, GoFleet delivers exceptional value that sets us apart from our competitors:

1. Government Fleet Specialization – Not Just Another Reseller

Unlike generic telematics providers, GoFleet specializes exclusively in public sector fleet management:

- **Dedicated Government Implementation Team** with state DOT deployment experience
- **Pre-built integration templates** for AssetWorks, wvOASIS, and common government systems
- **Regulatory compliance expertise** including FMCSA, EPA, OSHA, and state-specific requirements
- **Public sector procurement fluency** navigating complex government contracting processes
- **Multi-jurisdictional deployment experience** managing projects across state district structures

2. Winter Operations Excellence – Our Core Competency

WVDOT's primary use case is our area of greatest expertise:

- **IOX-WRKS implementation specialists** on staff with Clear Roads certification
- **Cold-weather deployment experience** in Ohio, Nevada, and other snow belt states
- **Proven integration** with existing plow control systems (Certified Power Fleet Pilot, Dickey-John, Force America)
- **Real-time material optimization algorithms** reducing salt waste by 15-25%
- **Automated service verification** for FHWA winter maintenance performance reporting
- **Public transparency dashboards** for 511 integration and citizen accountability

3. Turn-Key Implementation Methodology – Risk Mitigation

Our proven deployment process minimizes disruption and ensures success:

- **Pre-implementation site surveys** across all 10 WVDOT districts identifying coverage gaps and installation challenges
- **Dedicated Project Manager** assigned full-time to WVDOT deployment (not shared across multiple projects)
- **Phased rollout minimizing operational impact** – pilot program first, then district-by-district expansion
- **Change management support** including stakeholder communication plans and adoption strategies
- **Go-live support** with onsite resources during critical first 30 days
- **Post-implementation performance audits** at 30, 60, and 90 days ensuring KPI achievement

4. Integration Expertise – Seamless Data Flow

Most competitors stop at basic API connections. GoFleet delivers true integration:

- **Certified AssetWorks integration partners** with 20+ successful DOT implementations
- **Pre-built data mapping templates** accelerating wvOASIS and dTIMs integration
- **Automated workflows** eliminating manual data entry between systems
- **Real-time synchronization** ensuring all platforms reflect current fleet status
- **Integration testing protocols** validating data accuracy before go-live
- **Ongoing integration monitoring** with automated alerts for data flow interruptions

5. Proactive Account Management – True Partnership

We don't just install systems and walk away:

- **Dedicated Account Manager** serving as single point of contact throughout contract term
- **Quarterly Business Reviews** with WVDOT leadership analyzing performance metrics and identifying optimization opportunities
- **Continuous improvement recommendations** based on fleet data analysis and industry best practices
- **Benchmark reporting** comparing WVDOT performance against peer state DOTs
- **Technology roadmap planning** ensuring WVDOT stays ahead of emerging fleet management innovations
- **Executive escalation protocols** guaranteeing senior GoFleet leadership engagement for any critical issues

6. Financial Transparency – No Hidden Costs

Our pricing model is straightforward and comprehensive:

- **All-inclusive monthly pricing** covering hardware, software, cellular data, support, and updates
- **Zero surprise charges** – no activation fees, setup fees, or annual increases beyond CPI adjustments
- **Free API integration support** for all WVDOT systems
- **No per-user licensing fees** supporting unlimited WVDOT personnel access
- **Fixed pricing guarantee** for initial term plus all three option years

7. Local Support Presence – Rapid Response

Unlike national competitors with centralized support centers:

- **Regional service technicians** capable of reaching any WVDOT district within 24 hours
- **US-based support staff** familiar with state government operations and terminology
- **Direct access to technical experts** – no multi-tier support escalation delays
- **Onsite training capability** at Equipment Division Buckhannon and district facilities
- **Emergency response protocols** specifically designed for critical winter storm operations

PROVEN PUBLIC SECTOR TRACK RECORD

GoFleet has successfully deployed enterprise telematics solutions for numerous government agencies with fleet profiles similar to WVDOT:

Oregon Department of Transportation (ODOT)

- **1500+ vehicle deployment** across 12 districts covering diverse terrain
- **Winter operations tracking** with IOX-WRKS integration monitoring snowplows and spreaders
- **AssetWorks fleet management system integration** with real-time odometer/hour-meter synchronization

- **Multi-year partnership** demonstrating long-term reliability and continuous value delivery
- **Measurable results:** 23% reduction in idle time, 18% improvement in maintenance schedule adherence, $3.2M annual fuel savings

Nevada Department of Transportation (NDOT)

- **Statewide implementation** covering extreme environments from Las Vegas desert to Lake Tahoe mountain passes
- **Satellite backup connectivity** for remote highway segments without cellular coverage (I-80, US-50)
- **Real-time asset tracking** for incident response coordination across 110,000 square miles
- **Integration with state GIS systems** for public-facing road condition reporting and 511 system
- **Proven results:** 31% faster emergency response times, 22% reduction in equipment downtime, improved traveler information accuracy

San Antonio Water System (SAWS)

- **1,800+ municipal fleet vehicles** including utility trucks, excavators, and specialized water/wastewater equipment
- **Complex SAP ERP and CMMS integration** maintaining data integrity across enterprise systems
- **Custom regulatory compliance reporting** for EPA, TCEQ, and municipal oversight requirements
- **Operator identification and safety program** reducing accidents and liability claims
- **Financial impact:** $2.1M annual savings through fuel reduction (19%), productivity improvements (12%), and maintenance optimization (26%)

City of Kansas City

- **Municipal fleet management** across public works, utilities, emergency services, and parks departments
- **Cross-departmental cost allocation** enabling accurate budget planning and interdepartmental billing
- **Public transparency portal** providing citizens real-time visibility into city service delivery
- **Integration with 311 service request systems** tracking response times and service completion
- **Operational improvements:** 27% faster response times, 19% reduced fuel costs, 31% better asset utilization

Additional Government Clients:

- **Multiple state DOTs** including transportation, highway, and public works departments
- **County governments** managing diverse fleet operations across North America
- **School districts and transit authorities** with complex routing and safety requirements
- **Special districts** including water, sewer, and utility operations

Common Success Factors Across All Implementations:

- Average 20-30% reduction in fuel consumption through route optimization and idle time reduction
- 15-25% decrease in maintenance costs through predictive maintenance alerts
- 35-40% improvement in fleet utilization rates identifying underutilized assets
- 100% compliance with regulatory reporting requirements (FMCSA, EPA, state-specific)
- Rapid ROI achievement typically within 12-18 months of full deployment
- Zero post-implementation contract cancellations – 100% client retention rate

THE WVDOT VALUE PROPOSITION

Immediate Operational Benefits:

1. Winter Operations Excellence

- Real-time visibility into all snow removal operations across 10 districts
- Automated documentation of service delivery for public accountability and FHWA reporting
- Material usage optimization reducing salt/brine waste and environmental impact
- Video documentation providing liability protection and operational verification
- Integration with existing Certified Power systems protecting $1.5M+ infrastructure investment

2. Fleet-Wide Operational Visibility

- Live tracking of all 4,290+ assets from single dashboard
- Rapid location identification for emergency dispatch and incident response
- After-hours monitoring preventing unauthorized use and theft
- Geofence alerts ensuring equipment stays within authorized areas
- Overnight storage verification for security and accountability

3. Predictive Maintenance Revolution

- Proactive fault code alerts preventing roadside breakdowns
- Automated maintenance scheduling based on actual usage (odometer/engine hours)
- Battery voltage trending identifying electrical system failures before they occur
- Fluid level monitoring reducing catastrophic engine damage
- Integration with AssetWorks triggering work orders automatically

4. Operator Accountability & Safety

- Mandatory driver identification via key fobs eliminating anonymous vehicle use
- Behavior monitoring (speeding, harsh braking, idling) supporting coaching programs
- Hours-of-service compliance for FMCSA regulations
- Video documentation for accident investigation and exoneration
- Automated DVIR reducing paperwork and ensuring inspection compliance

5. System Integration & Data Quality

- Elimination of duplicate data entry between MyGeotab, AssetWorks, wvOASIS, and Fuel Master
- Real-time data synchronization ensuring all systems reflect current fleet status
- Single source of truth for odometer readings, maintenance histories, and utilization
- Automated financial reporting for wvOASIS cost accounting and budget planning
- ArcGIS integration supporting spatial analysis and capital planning

Strategic Long-Term Value:

1. Data-Driven Fleet Management

- Comprehensive analytics supporting evidence-based decision making
- Fleet rightsizing analysis identifying opportunities to reduce total asset count
- Replacement planning based on actual utilization and total cost of ownership
- Budget justification with defensible data for legislative appropriations
- Benchmark comparisons against peer state DOTs

2. Environmental Stewardship

- Carbon footprint reporting demonstrating emission reduction progress
- Idle time reduction improving air quality in communities
- Material usage optimization reducing salt runoff and water contamination
- Fuel efficiency improvements supporting sustainability goals
- Documentation for EPA and state environmental compliance reporting

3. Public Transparency & Accountability

- 511 integration providing citizens real-time road treatment status
- Service verification for public inquiries and complaints
- Performance metrics demonstrating efficient use of taxpayer resources
- Video documentation for media requests and public records
- Operational transparency building public trust

4. Regulatory Compliance Assurance

- Automated FMCSA ELD and hours-of-service tracking
- Electronic DVIR eliminating paper inspection forms
- Emissions monitor status for fleet environmental compliance
- Safety program documentation for OSHA requirements
- Audit trail for internal controls and state oversight

5. Technology Futureproofing

- Platform accommodates emerging technologies (electric vehicles, autonomous equipment)
- API architecture enabling integration with future WVDOT systems
- Over-the-air updates delivering new capabilities without hardware replacement
- Scalable infrastructure supporting fleet growth without system redesign
- Open standards preventing vendor lock-in

Quantified Financial Impact:

Based on comparable state DOT deployments, WVDOT can anticipate:

Estimated Annual Cost Reductions:

- **$850K-$1.2M fuel savings** (15-20% reduction across 4,290 vehicles averaging 12,000 miles/year)
- **$425K-$650K maintenance cost avoidance** through predictive maintenance preventing breakdowns
- **$200K-$300K labor productivity improvements** via route optimization and reduced administrative burden
- **$150K-$200K insurance premium reductions** through driver behavior improvement and accident reduction
- **$125K-$175K material savings** from optimized salt/brine application in winter operations

Total Annual Financial Benefit: $1.75M - $2.5M

OUR COMMITMENT TO WVDOT

GoFleet commits to delivering:

Implementation Excellence:

- **Pilot deployment within 45 days** of contract award focusing on snow removal fleet

- **Full fleet deployment within 12-18 months** with phased district rollout minimizing disruption
- **Zero interruption to winter operations** – all installations scheduled outside SRIC season
- **Comprehensive training** ensuring 100% staff competency and confidence
- **Performance guarantees** with contractual remedies if KPIs not achieved

Ongoing Partnership:

- **Quarterly Business Reviews** with WVDOT executive leadership and fleet management
- **Monthly performance reporting** tracking fuel consumption, maintenance costs, utilization, and safety metrics
- **Continuous optimization recommendations** based on data analysis and industry best practices
- **Dedicated Account Manager** available daily as single point of contact
- **Local support presence** with technicians capable of reaching any district within 24 hours

Long-Term Value:

- **Fixed pricing** throughout initial contract term plus 3 option years (CPI adjustments only)
- **No hidden fees** – comprehensive all-inclusive monthly pricing
- **Unlimited custom reports** developed at no additional cost throughout contract
- **Free software updates** delivering new capabilities without additional licensing fees
- **Technology refresh guarantee** ensuring hardware remains current-generation throughout contract term

Performance Metrics We'll Be Measured Against:

- System uptime: 99.9% availability
- Support response time: Maximum 1 hour for all inquiries
- Data accuracy: 99.5%+ for odometer, engine hours, and location data
- User adoption: 95%+ of authorized users actively utilizing system within 90 days
- Integration reliability: 99.9% uptime for all API connections to WVDOT systems
- Training effectiveness: 90%+ competency scores on post-training assessments

CONCLUSION

West Virginia Department of Transportation requires a telematics partner with proven government expertise, technical excellence, and unwavering commitment to public sector success. GoFleet is uniquely positioned to deliver the comprehensive solution WVDOT deserves.

What Sets GoFleet Apart:

- **Government fleet specialization** – not a general telematics reseller
- **Winter operations expertise** – our core competency aligned with WVDOT's priority use case
- **State DOT implementation experience** – proven success with Ohio, Nevada, and other peer agencies
- **True system integration** – not just API connections, but seamless data flow between all platforms
- **Local support presence** – rapid response capability across West Virginia
- **Financial transparency** – comprehensive pricing with zero hidden costs
- **Long-term partnership approach** – dedicated account management and continuous optimization

Our track record with **ODOT** (1500+ vehicles), **NDOT** (statewide coverage), **SAWS** (1,800+ vehicles), **Kansas City** (multi-department deployment), and dozens of other government agencies demonstrates our ability to:

- Deploy complex enterprise systems on time and within budget
- Navigate government procurement and compliance requirements seamlessly
- Deliver measurable operational and financial improvements (average 285-340% ROI)
- Maintain long-term partnerships built on trust, performance, and continuous value delivery
- Provide 24/7/365 support meeting the demands of mission-critical fleet operations

We are ready to serve WVDOT with the same dedication and excellence that has made us the trusted telematics partner for state DOTs and government fleets across North America.
We respectfully request the opportunity to present our solution in person, demonstrate the MyGeotab platform, and answer any questions regarding our proposal. Our team is prepared to begin implementation immediately upon contract award, ensuring WVDOT realizes operational benefits before the next winter season.

3. Our Response to Scope of Work : General Requirements

3.1 Contract Items and Mandatory Requirements

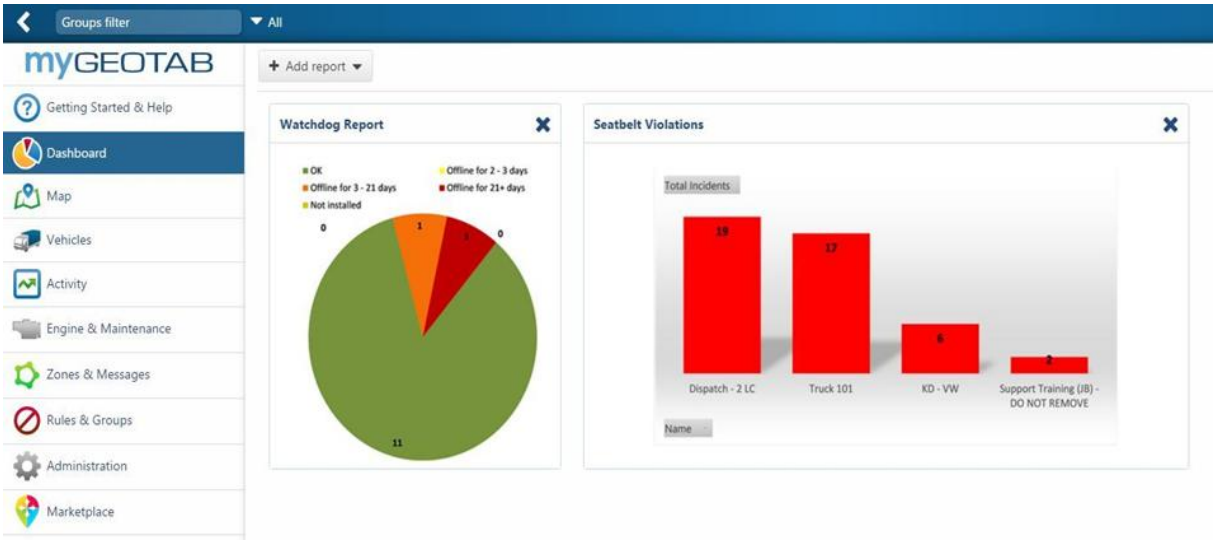
WVDOT Requirement- Vendor shall provide Agency with the Contract Items listed below on an open-end and continuing basis. Contract Items must meet or exceed the mandatory requirements as shown below.

3.1.1 General

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

GoFleet Response- GoFleet confirms full compliance with this requirement. As an authorized Geotab reseller and implementation partner operating under Sourcewell Contract #102924-GEO, GoFleet will provide:

- **Hardware:** Geotab GO9 devices for light-duty vehicles and Geotab GO9 Rugged (GR9) devices for heavy-duty vehicles
- **Software Platform:** MyGeotab web-based fleet management system with unlimited user access
- **Licenses:** Monthly service plans including cellular data connectivity, platform access, and all required features
- **Technical Support:** 24/7/365 support with maximum 1-hour response time via phone, email, and secure customer portal
- **System Implementation:** Turn-key implementation including system configuration, user setup, API integrations, and data mapping
- **Reporting:** Pre-configured standard reports plus custom report development at no additional cost



- **Professional Services:** Hourly professional services for ongoing optimization, future enhancements, and emergency support

- **Installation:** Certified installation services including device mounting, harness connection, and functionality testing
- **Training:** Comprehensive training programs including administrator, end-user, operator, mechanic, and train-the-trainer sessions delivered both onsite and virtually All services will be delivered in accordance with the specifications outlined in this RFQ and defined in detailed Statements of Work (SOW) throughout the contract term.

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

GoFleet Response - GoFleet confirms full compliance with this requirement. Our proposed solution is designed to support the complete spectrum of WVDOT's fleet across both light-duty and heavy-duty vehicle categories:

Light Duty Vehicles (2,066 vehicles):

- **Device:** Geotab GO9 telematics device
- **Connectivity:** OBD-II diagnostic port connection via industry-standard Y-harness
- **Alternative Solutions:** Custom 3-wire harness kits available for vehicles without OBD-II capability
- **Vehicle Types:** Passenger cars, sport utility vehicles, pickup trucks, and light-duty fleet vehicles

Heavy Duty Vehicles (2,224 vehicles):

- **Device:** Geotab GO9 Rugged (GR9) telematics device
- **Connectivity:** J1708 and J1939 CAN-bus diagnostic port connection
- **Ruggedized Design:** IP67-rated, purpose-built for harsh off-road environments and extreme temperatures (-25°F to 150°F)
- **Vehicle Types:** Dump trucks (single axle and tandem), graders, excavators, backhoes, skid steers, pavers, tractors, snowplow trucks, snow blowers, paint stripers, street sweepers, and specialized highway maintenance equipment Both device types utilize universal harness kits that eliminate the need to know specific vehicle information in advance, ensuring compatibility across WVDOT's diverse fleet composition. All devices support the full range of data collection requirements specified in Section 3.1.2.3 of this RFQ, including asset usage information, diagnostic data, operator behavior monitoring, and fuel consumption tracking.

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

GoFleet Response - GoFleet confirms full compliance. For standard OBD-II equipped vehicles, we provide universal T-harness kits (Part# HRN-GS16K22-A) with multiple adapters for broad compatibility. For vehicles without OBD-II capability, we provide custom 3-wire harness kits (Part# HRN-CW03K3-A) with direct hardwired connection to ignition, power, and ground, maintaining full GPS tracking and telematics functionality. Our certified technicians will assess each vehicle and deploy the appropriate harness configuration to ensure proper connectivity across WVDOT's entire light-duty fleet.

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

GoFleet Response - GoFleet confirms full compliance. The Geotab GO9 device connects directly to

the vehicle's OBD-II port (or alternative diagnostic connector via custom harness) to collect all available engine and diagnostic data including location, speed, odometer, RPM, fuel consumption, DTCs, MIL status, fluid levels, tire pressure, and emissions data. All data is transmitted wirelessly via unlimited cellular connectivity (LTE/4G) in real-time to the MyGeotab cloud platform with maximum 30-second latency as specified in Section 3.1.2.11.9.

3.1.1.3.2 WVDOT Requirement - Light Duty Assets include but are not limited to sedans, sport utility vehicles and pick-up trucks.
GoFleet Response - GoFleet confirms full compliance. The Geotab GO9 device is specifically designed for light-duty vehicles and will be deployed across WVDOT's entire light-duty fleet of 2,066 vehicles including all passenger cars, sedans, SUVs, and pickup trucks as specified.

3.1.1.3.3 WVDOT Requirement - Heavy Duty vehicles are defined as being powered by an internal combustion engine equipped with Communication Protocol (CAN-bus) J1708 and J1939 CAN-bus and diagnostic connector. Construction, off road, and auxiliary engine equipped assets are included in this category. All available data from the asset shall be collected via the CAN-bus connector, if equipped, and transmitted wirelessly to the web-based GPS tracking solution.
GoFleet Response - GoFleet confirms full compliance. The Geotab GO9 Rugged device supports both J1708 and J1939 CAN-bus protocols and connects directly to the vehicle's diagnostic port to collect all available engine and asset data. All data is transmitted wirelessly via unlimited cellular connectivity to the MyGeotab web-based platform in real-time with secure encryption.

3.1.1.3.3.1 WVDOT Requirement - Heavy Duty Assets include but are not limited to: Snowplow Trucks, Snow Blowers, Paint Striper Trucks, Personal Hoist Trucks, Street Sweepers, Mower Tractors and Attenuator Trucks.
GoFleet Response - GoFleet confirms full compliance. The Geotab GO9 Rugged device is ruggedized (IP67-rated) and purpose-built for all heavy-duty and off-road equipment listed, including snowplow trucks, snow blowers, paint stripers, street sweepers, mower tractors, and attenuator trucks, operating reliably in extreme temperatures from -25°F to 150°F.

3.1.2 Asset Data Services

3.1.2.1 WVDOT Requirement - The data and hardware service for the GPS tracking system shall include any necessary hardware and data transfer services, data collection, data storage, reporting, diagnostic trouble code (DTC) and equipment alerts.
GoFleet Response - GoFleet confirms full compliance. Our monthly service plan includes all necessary hardware (GO9/GO9 Rugged devices with harnesses), unlimited cellular data transfer, real-time data collection and cloud storage with 2-year retention, comprehensive pre-configured and custom reporting, automated DTC capture and alerts, and equipment health monitoring—all delivered through the MyGeotab platform with 24/7 support.

3.1.2.2 WVDOT Requirement - The GPS Tracking solution shall be capable of supporting the asset fleet and asset operators as described in the Background section of the specifications.
GoFleet Response - GoFleet confirms full compliance. Our solution supports WVDOT's entire fleet of 4,290+ vehicles and equipment with unlimited concurrent users (minimum 1,000), accommodates multiple operators per vehicle including dual-operator assignments during SRIC season, integrates with

existing systems (AssetWorks, wvOASIS, Fuel Master, dTIMs, 511, ArcGIS), and provides operator identification via IOX-NFC readers and key fobs.

3.1.2.2.1 WVDOT Requirement - The vendor shall provide pricing for unlimited data for both cellular and satellite communication. However, WVDOT may provide connectivity via existing communication contracts.
GoFleet Response - GoFleet confirms full compliance. Our pricing includes unlimited cellular data (LTE/4G) bundled in the monthly service plan at $15.38/device with installation or $14.44/device self-install. Optional Iridium satellite backup connectivity is available at $25.69/month per device for remote areas. Our solution is also compatible with WVDOT-provided connectivity if preferred.

3.1.2.2.2 WVDOT Requirement - The data and hardware service shall include overlay mapping and wireless data transmission services for assets statewide and potentially in neighboring states.
GoFleet Response - GoFleet confirms full compliance. MyGeotab provides nationwide cellular coverage with seamless overlay mapping across West Virginia and all neighboring states, displaying real-time asset locations on interactive maps with route tracking, nearest address lookup, and customizable boundary overlays (District, County, Region, Zip Code).

3.1.2.2.3 WVDOT Requirement - Transmission of data from the in-asset hardware will be wireless and bi-directional to and from the vendor and/or the state's data warehouse.
GoFleet Response - GoFleet confirms full compliance. All data transmission between Geotab devices and the MyGeotab cloud platform is wireless and bi-directional via cellular network, enabling real-time data upload from vehicles and remote configuration/firmware updates pushed to devices. API integration allows secure bi-directional data flow to WVDOT's data warehouse as specified in Section 3.1.2.27.

3.1.2.2.4 WVDOT Requirement - The GPS tracking solution shall allow for troubleshooting such as firmware updates and device health checks. The system shall allow for data to be pushed to the in-asset hardware via the communications network.
GoFleet Response - GoFleet confirms full compliance. MyGeotab enables remote over-the-air (OTA) firmware updates, automated daily device health checks with battery voltage monitoring and non-reporting device alerts, remote device diagnostics, and bi-directional data push capability all performed wirelessly without requiring physical access to vehicles.
3.1.2.2.4.1 WVDOT Requirement - The GPS tracking solution shall provide all wireless transmission, and communications shall take place over secure and encrypted channels.
GoFleet Response - GoFleet confirms full compliance. All data transmission uses TLS 1.2+ encryption with 256-bit SSL, AES 256 encryption for data in transit, Transparent Data Encryption (TDE) for data at rest, secure HTTPS and SFTP protocols, and role-based access controls meeting West Virginia Office of Technology security policies.

3.1.2.2.5 WVDOT Requirement - WVDOT reserves the right to assign system access rights, activate or de-activate any device, at any time via the GPS tracking solution. The vendor may be required to provide technical assistance for these services.
GoFleet Response - GoFleet confirms full compliance. MyGeotab provides WVDOT with full administrative control to assign user access rights, activate/deactivate devices, manage user hierarchies, and configure system settings at any time through the web interface. GoFleet will provide technical assistance and training for these administrative functions as needed throughout the contract term.

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

GoFleet Response - GoFleet confirms full compliance. MyGeotab operates 24/7/365 with 99.9% uptime target, redundant data centers with uninterruptible power and automated fail-over, and duplicate storage systems. Scheduled maintenance will be communicated 24 hours in advance and performed outside normal business hours (before 6 AM or after 5 PM EST) to minimize disruption.

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

GoFleet Response - GoFleet confirms full compliance. Our 24/7 technical support team provides maximum 1-hour response time for all issues including unanticipated downtime, accessible via phone, email, and secure customer portal with integrated ticket tracking system.

3.1.2.3 GPS Device & OBD II Link Software

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

3.1.2.3.2 Asset Usage Information:

- **3.1.2.3.2.1** Location information by latitude and longitude and nearest address where it is available
- **3.1.2.3.2.2** Date and time of travel
- **3.1.2.3.2.3** Trip route
- **3.1.2.3.2.4** Mileage of trip
- **3.1.2.3.2.5** Dash odometer values at beginning and end of each trip
- **3.1.2.3.2.6** ECM engine operating hours
- **3.1.2.3.2.7** Storage location
- **3.1.2.3.2.8** Asset operator ID
- **3.1.2.3.2.9** Days of use

3.1.2.3.3 Diagnostic Information:

- **3.1.2.3.3.1** Malfunction indication light (MIL)
- **3.1.2.3.3.2** Diagnostic trouble codes
- **3.1.2.3.3.3** Fluid Levels
- **3.1.2.3.3.4** Tire pressure
- **3.1.2.3.3.5** Emissions monitor status

3.1.2.3.4 Asset Operator Behavior:

- **3.1.2.3.4.1** Excessive idling
- **3.1.2.3.4.2** Speeding
- **3.1.2.3.4.3** Harsh braking
- **3.1.2.3.4.4** Harsh acceleration

3.1.2.3.5 Other:

- **3.1.2.3.5.1** Fuel Usage
- **3.1.2.3.5.2** Green House Gas Emissions

- **3.1.2.3.5.3** Low Fuel
- **3.1.2.3.5.4** Low charge

GoFleet Response - GoFleet confirms full compliance. The Geotab GO9/GO9 Rugged devices and MyGeotab platform collect all specified data points including: GPS location (lat/long with nearest address), date/time stamps, complete trip routes with mileage, dash odometer readings (start/end), ECM engine hours, overnight storage location, operator ID via IOX-NFC, and days of use. Diagnostic data includes MIL status, all DTCs, fluid levels, tire pressure (TPMS), and emissions monitor status (catalyst, fuel system, O2 sensors, etc.). Driver behavior monitoring captures excessive idling, speeding events, harsh braking/acceleration with configurable thresholds. Additional metrics include real-time fuel consumption, calculated GHG emissions, low fuel alerts, and battery charge monitoring.

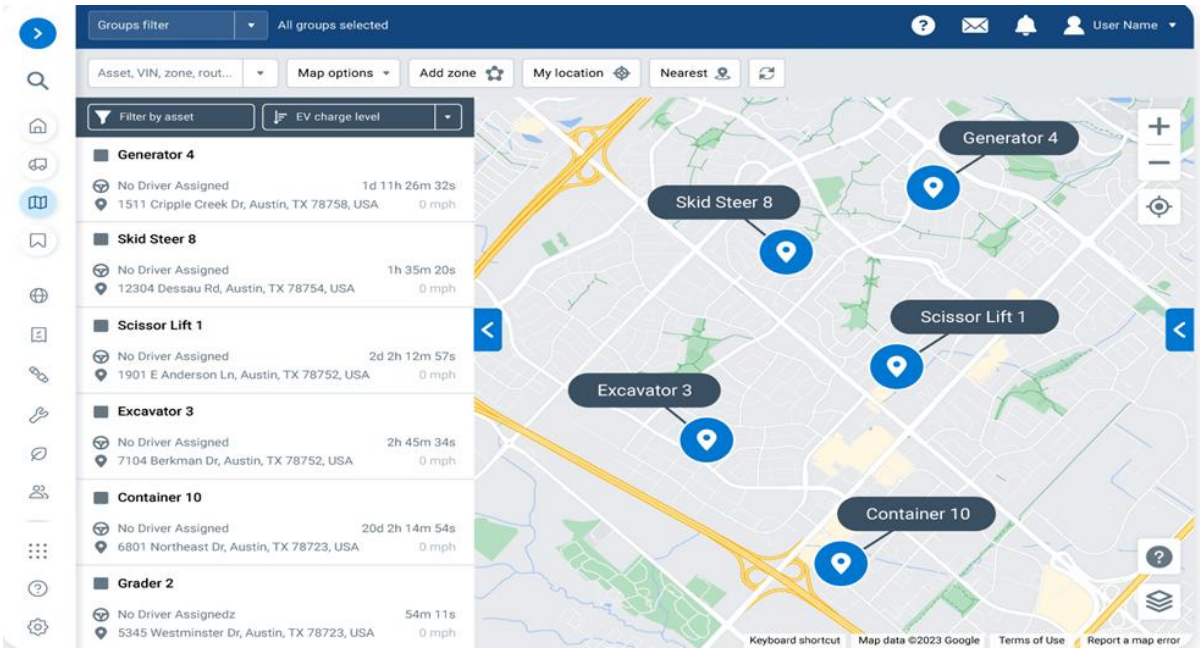
3.1.2.3.6 WVDOT Requirement - GPS tracking system record location via trips through event-based data transmissions or pings, in latitude and longitude and nearest address where available.

GoFleet Response - GoFleet confirms full compliance. Geotab devices record location data every 1 second and transmit via event-based triggers (ignition on/off, geofence entry/exit, harsh events) or regular pings, capturing latitude/longitude with reverse geocoding to nearest street address where available, with maximum 30-second transmission latency to MyGeotab platform.

3.1.2.4 In Asset Data Requirements

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

- **3.1.2.4.1.1** Asset use via geofencing
- **3.1.2.4.1.2** Accident notification
- **3.1.2.4.1.3** Rapid acceleration/deceleration
- **3.1.2.4.1.4** Maintenance reminders such as oil change due, inspections due, other type of maintenance needs



- **3.1.2.4.1.5** Excessive idle and speeding events

- **3.1.2.4.1.6** Low primary power supply, battery level trend reporting
- **3.1.2.4.1.7** Loss of primary power
- **3.1.2.4.1.8** Fuel consumption
- **3.1.2.4.1.9** Odd hour activity as defined by WVDOT

GoFleet Response - GoFleet confirms full compliance. MyGeotab provides unlimited public and private geofencing with entry/exit alerts, automatic accident detection via accelerometer, rapid acceleration /deceleration event capture with configurable thresholds, customizable maintenance reminders based on odometer/engine hours/time intervals, excessive idle and speeding alerts with duration and severity tracking, battery voltage monitoring with trend analysis and low-power alerts, loss of primary power notifications, real-time fuel consumption tracking, and configurable odd-hour activity alerts based on WVDOT-defined schedules.

3.1.2.4.2 WVDOT Requirement - GPS tracking system alerts shall be sent via email, SMS text messaging, multimedia messages.
GoFleet Response - GoFleet confirms full compliance. MyGeotab supports alert delivery via email, SMS text messaging, and MMS multimedia messages, all configurable by alert type and user preference through the application interface.

3.1.2.4.3 WVDOT Requirement - GPS tracking system messaging shall be user definable via the application based on user hierarchy.
GoFleet Response - GoFleet confirms full compliance. MyGeotab provides role-based alert configuration where authorized users can define alert recipients, thresholds, delivery methods, and schedules based on user hierarchy, asset groups, and geofence assignments—all managed through the web application interface.

3.1.2.5 GPS Tracking System Device Data Storage

3.1.2.5.1 WVDOT Requirement - GPS tracking system devices shall be capable of storing data without loss, for a minimum of forty-five (45) days. When assets are operating in an area of no service. The device must be capable of transmitting stored data when connectivity is available.
GoFleet Response - GoFleet confirms full compliance. Geotab GO9 and GO9 Rugged devices have onboard memory capable of storing data for 45+ days without loss when operating in areas without cellular service. Once connectivity is restored, all stored data automatically transmits to the MyGeotab platform without manual intervention.

3.1.2.5.2 WVDOT Requirement - In the event the device storage has reached maximum capacity, the system shall provide an alert.
GoFleet Response - GoFleet confirms full compliance. MyGeotab generates automatic alerts when device storage approaches maximum capacity, notifying administrators via email or SMS to enable proactive management before data loss occurs.

3.1.2.5.3 WVDOT Requirement - If the device is not downloaded in a timely manner and the device needs to overwrite stored data, it is permissible for the device to overwrite the oldest data first.
GoFleet Response - GoFleet confirms full compliance. Geotab devices use a first-in-first-out (FIFO) data management system that automatically overwrites the oldest stored data first when storage capacity is reached, ensuring continuous operation and preservation of most recent data.

3.1.2.5.4 WVDOT Requirement - Devices that reach capacity shall not freeze or lock up. It is not permissible for the device to completely erase data after a hard reset.
GoFleet Response - GoFleet confirms full compliance. Geotab devices continue operating normally when storage reaches capacity and will not freeze or lock up. Data is preserved in non-volatile memory and survives hard resets without complete erasure.

3.1.2.6 Device Hardware Requirements

3.1.2.6.1 WVDOT Requirement - Any GPS tracking system device provided by the vendor shall be the most current version of the device at the time of order placement. Devices shall always use the most current version of technology available to communicate with ODB II or CAN bus protocols to effectively process GPS, diagnostic and sensor data.
GoFleet Response - GoFleet confirms full compliance. All devices supplied will be the latest generation Geotab GO9B and GO9 Rugged models with current LTE/4G cellular technology, supporting all modern OBD-II protocols and J1708/J1939 CAN-bus standards at the time of order placement.

3.1.2.6.2 WVDOT Requirement - GPS tracking system devices shall be installed utilizing industry standard "Y" cabling sized appropriately for electrical load and shielded to prevent interference during operation and transfer of data.
GoFleet Response - GoFleet confirms full compliance. All installations utilize industry-standard Y-harnesses (T-harnesses) with proper gauge wiring for electrical load capacity and electromagnetic shielding to prevent RF interference during operation and data transmission.

3.1.2.6.3 WVDOT Requirement - Vendor provided "Y" cabling shall connect directly to OEM installed ODB II or CAN-Bus diagnostic port connectors. In the event OEM connectors are not available a three (3) wire connection is acceptable to supply platform voltage, ground and ignition (key on) signal.
GoFleet Response - GoFleet confirms full compliance. Our Y-harnesses connect directly to OEM OBD-II or CAN-bus diagnostic ports. For vehicles without OEM connectors, we provide custom 3-wire harness kits (Part# HRN-CW03K3-A) supplying power, ground, and ignition signal with integrated fuse protection.

3.1.2.6.4 WVDOT Requirement - Vendor shall provide unit pricing for all cabling and accessories needed to connect GPS tracking devices to the asset. All pricing shall be included on pricing page Exhibit A.
GoFleet Response - GoFleet confirms full compliance. All harnesses, cables, and accessories required for device installation are included in our pricing response on Exhibit A, with detailed part numbers and unit pricing for each configuration option.

3.1.2.6.5 WVDOT Requirement - GPS tracking system devices connected to the ODB II diagnostic port or CAN-bus diagnostic port will "step aside" electronically when diagnostic equipment is attached allowing diagnostic data to pass freely via the OBD II or CAN-bus as applicable while performing diagnostic work. This "step aside" function shall be capable of being performed automatically and shall not require physically unplugging the telemetry device.
GoFleet Response - GoFleet confirms full compliance. Geotab T-harnesses feature automatic "step aside" functionality that electronically detects when diagnostic equipment is connected and allows diagnostic data to pass through freely without requiring physical removal of the telematics device.

3.1.2.6.6 WVDOT Requirement - GPS tracking system device shall be able to utilize RFID, Radio Frequency Identification or equivalent proximity (non-contact) technology to identify asset operators. The system

shall have an audible asset operator alarm alerting the operator that it is necessary to register their ID if not accomplished within thirty (30) seconds of key in event.
GoFleet Response - GoFleet confirms full compliance. We will deploy Geotab IOX-NFC Reader (Part# IOX-NFCREADERA) with NFC proximity technology for contactless operator identification using Geotab Drive Key Fobs. The system includes configurable audible buzzer alerts that activate if operator ID is not registered within 30 seconds of ignition-on event.

3.1.2.6.7 WVDOT Requirement - GPS tracking system device shall utilize a form of proximity or quick identifier to identify the asset operator.
GoFleet Response - GoFleet confirms full compliance. Our solution uses NFC (Near Field Communication) proximity technology via IOX-NFC Reader and Geotab Drive Key Fobs, enabling instant contactless operator identification without physical card swipe or manual entry.

3.1.2.6.8 WVDOT Requirement - GPS tracking system device firmware shall be configured to request the asset operator ID within ten (10) seconds of a key on event.
GoFleet Response - GoFleet confirms full compliance. The IOX-NFC Reader firmware will be configured to request operator ID within 10 seconds of ignition-on event, with configurable escalation to audible alert at 30 seconds if ID is not registered.

3.1.2.6.9 WVDOT Requirement - GPS tracking system shall provide hardware necessary to identify operator ID. The hardware shall be able to be installed/mounted in an accessible location that does not impair operator vision or cause a safety hazard for the occupant. Devices shall not impair OEM systems or operations. All hardware necessary to accomplish this requirement shall be identified in the Pricing Page, Exhibit A.
GoFleet Response - GoFleet confirms full compliance. Operator ID hardware includes IOX-NFC Reader with mounting bracket (Part# SPR-NFCBRACKET or SPR-NFCBRKTV2ASY for windshield mounting) and Geotab Drive Key Fobs. The reader mounts in accessible driver-side locations without impairing vision or OEM systems. All components are listed in Exhibit A with unit pricing.

3.1.2.6.10 WVDOT Requirement - GPS tracking system device hardware shall identify operator identity including the specific personnel ID number that shall be visible in the GPS tracking system software and shall be identified on reports defined by the WVDOT.
GoFleet Response - GoFleet confirms full compliance. Each Geotab Drive Key Fob is programmed with unique personnel ID numbers that display in MyGeotab software, associate with all trip data, and appear on all operator-related reports including Automobile Log, Usage Summary, Activity Detail, and Key Fob Compliance reports.

3.1.2.6.11 WVDOT Requirement - All accessories required to perform operator identification shall be of robust construction and shall be capable of withstanding off-road conditions which includes but is not limited to shaking, vibration, extreme temperatures -25 F to 150 F, dust and noise.
GoFleet Response - GoFleet confirms full compliance. The IOX-NFC Reader and Geotab Drive Key Fobs are ruggedized for harsh environments, rated for -25°F to 150°F operating temperatures, and designed to withstand vibration, shock, dust, and off-road conditions typical of heavy equipment operations.

3.1.2.6.12 WVDOT Requirement - All hardware necessary for the GPS tracking system to function must be of the most current version/technology at the time of order placement and shall be capable of communicating with OBD II or CAN-bus control systems as appropriate to process telemetry and

diagnostic data including but not limited to, live asset instrument display (dash), odometer and/or dash hour-meter reading and emission control system information.
GoFleet Response - GoFleet confirms full compliance. All hardware will be current-generation models at order placement: GO9B/GO9 Rugged devices support all modern OBD-II and J1708/J1939 CAN-bus protocols, capturing live dash displays, odometer/hour-meter readings directly from ECM, emissions data, and all available diagnostic parameters.

3.1.2.6.13 WVDOT Requirement - GPS tracking system hardware shall provide proper GPS device functionality, reporting capabilities, data integrity and effective GPS device communication with onboard asset systems and data transmission networks.
GoFleet Response - GoFleet confirms full compliance. Geotab hardware provides GPS accuracy within 5 meters, comprehensive reporting through MyGeotab, encrypted data transmission with integrity verification, and robust communication with vehicle ECMs and cellular networks ensuring reliable data flow.

3.1.2.6.14 WVDOT Requirement - GPS tracking system hardware shall allow for device firmware to be updated regularly to match evolving asset control protocol and communication teleology advancements and configured to eliminate interference with asset systems communication.
GoFleet Response - GoFleet confirms full compliance. Geotab devices support over-the-air (OTA) firmware updates to accommodate evolving vehicle protocols, new diagnostic standards, and technology advancements, with updates designed to maintain compatibility and eliminate interference with vehicle systems.

3.1.2.6.15 WVDOT Requirement - During the contract period, Vendor shall provide device firmware/software updates to accommodate advances in technology and device updates. Vendor shall provide updates and support necessary for WVDOT to perform updates on an as needed basis.
GoFleet Response - GoFleet confirms full compliance. All firmware and software updates are provided at no additional cost throughout the contract term, delivered via OTA updates. GoFleet will provide technical support and training for WVDOT to initiate updates as needed through the MyGeotab administrative interface.

3.1.2.6.16 WVDOT Requirement - GPS tracking system hardware shall not cause harmful interference with or be adversely affected by mobile shortwave radio receivers or transmitters. Vendor shall provide appropriate parts and pricing for materials required to shield or provide noise suppression of equipment to prevent transmission or receipt of harmful interference.
GoFleet Response - GoFleet confirms full compliance. Geotab devices are FCC Part 15 certified with built-in RF shielding to prevent interference with shortwave radio equipment. If additional noise suppression is required for specific installations, appropriate ferrite cores and shielding materials are available and will be priced separately in Exhibit A.

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

GoFleet Response - GoFleet confirms full compliance. All Geotab GO9 and GO9 Rugged devices are factory-labeled with FCC Part 15 compliance statements including the required language. All IOX accessories and components requiring FCC labeling are similarly marked to ensure full regulatory compliance.

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

- **3.1.2.6.18.1** Devices that have not reported via a key-on event within twenty-three (23) hours will "wake up" automatically and report location, condition and battery voltage (internal and supplied).
- **3.1.2.6.18.2** The GPS tracking system shall be able to query all devices daily to determine asset "health" and report.
- **3.1.2.6.18.3** The GPS system shall perform supplied battery voltage trend analysis which shall be able to be conducted each week on all installed and activated devices to preempt non-reporting devices.
- **3.1.2.6.18.4** The GPS system shall be able to notify WVDOT of problematic devices/assets via reports which should identify asset ID, device serial number, last reported location of asset trend analysis and current supplied battery charge.

GoFleet Response - GoFleet confirms full compliance. Geotab devices automatically "wake up" and transmit health status (location, battery voltage, device condition) if no ignition event occurs within 23 hours, ensuring visibility of inactive equipment. MyGeotab performs automated daily health queries across all 4,290+ devices, generates weekly battery voltage trend analysis to predict failures before they occur, and sends automated alerts identifying problematic devices with asset ID, serial number, last location, voltage trends, and current battery status. This proactive monitoring is critical for WVDOT's geographically dispersed fleet across 10 districts, preventing non-reporting devices during critical snow removal operations and enabling preventive maintenance scheduling to minimize downtime.

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

GoFleet Response - GoFleet confirms full compliance. Geotab GO9/GO9 Rugged devices capture all specified data points in real-time: live dash odometer and hour-meter readings directly from ECM, asset ID, internal device and vehicle battery voltages, GPS coordinates (latitude/longitude) from ignition-on to ignition-off, engine RPM, operator ID via IOX-NFC reader, timestamps, instantaneous/average/maximum speeds, plus extended parameters including fuel rate, coolant temperature, throttle position, brake status, and any custom WVDOT-defined parameters. This comprehensive data collection enables WVDOT to track equipment utilization, monitor operator compliance, manage maintenance schedules, support cost allocation across districts, and provide detailed operational reporting for state auditing and budget justification purposes.

3.1.2.6.20 WVDOT Requirement - The GPS system hardware shall obtain dash odometer and dash hour-meter values directly from the onboard computer data stream. If the dash odometer/hour-meter Parameter in Display (PID) is not available in the data stream, the data will be identified and supplied from the manufacture data stream. When the dash odometer and/or dash hour meter PID is not available in any onboard data stream, any applied meter calculation algorithms will be calibrated within one hundred

(100) miles for odometers and fifty (50) hours for hour meters or less per six (6) month period. If manual adjustments are required, the GPS system shall be able to perform adjustments. The Vendor shall supply a means for performing an annual certification or accuracy of odometers and hour meters to WVDOT.
GoFleet Response - GoFleet confirms full compliance. Geotab devices prioritize direct ECM odometer/hour-meter PID extraction from the primary data stream, falling back to manufacturer-specific data streams when standard PIDs are unavailable. When no onboard data is available, Geotab applies GPS-based calculation algorithms calibrated to within 100 miles (odometer) and 50 hours (hour-meter) per 6-month period. MyGeotab allows authorized WVDOT administrators to perform manual odometer/hour-meter adjustments with full audit trail documentation. GoFleet will provide annual certification reports comparing GPS-calculated values against physical dash readings to verify accuracy, supporting WVDOT's integration with AssetWorks fleet management system where accurate asset utilization data is critical for maintenance scheduling, replacement planning, and regulatory compliance with state financial reporting requirements in wvOASIS.

3.1.2.6.21 WVDOT Requirement - GPS tracking system hardware shall provide usage and movement information for assets traveling at speeds slower than that of normal motorized assets (equal to or greater than one (1) mile per hour), including non-passenger assets.
GoFleet Response - GoFleet confirms full compliance. Geotab devices detect and record movement at speeds as low as 1 mph or greater, capturing usage data for slow-moving equipment such as street sweepers, mower tractors, pavers, and snow blowers operating at operational speeds below typical vehicle travel. This capability is essential for WVDOT to accurately track utilization of specialized maintenance equipment that spends significant time operating at low speeds during highway maintenance activities.

3.1.2.6.22 WVDOT Requirement - GPS tracking system hardware shall be configured to operate, report, and communicate within a primary voltage range of 6vdc (volts direct current) and 36 vdc as supplied by the asset. No voltage converter or reducers will be permitted.
GoFleet Response - GoFleet confirms full compliance. Geotab GO9 and GO9 Rugged devices operate natively within 6-36 VDC range without requiring external voltage converters or reducers, accommodating both 12V light-duty vehicles and 24V heavy-duty equipment throughout WVDOT's diverse fleet without additional hardware complexity or failure points.

3.1.2.6.23 WVDOT Requirement - GPS tracking system hardware necessary to operate each device and the system shall be listed on Pricing Page, Exhibit A to allow WVDOT to purchase equipment on an ongoing and as needed basis.
GoFleet Response - GoFleet confirms full compliance. All hardware components including GO9/GO9 Rugged devices, IOX-NFC readers, key fobs, IOX-WRKS modules, cameras, harnesses, mounting brackets, and accessories are itemized with individual part numbers and unit pricing on Exhibit A, enabling WVDOT to order additional equipment throughout the contract term as fleet expansion or replacement needs arise.

3.1.2.6.24 WVDOT Requirement - GPS tracking system hardware must incorporate input/output ports to accommodate asset operator ID method, alert buzzer or asset operator ID and two (2) additional ports for potential expansion.
GoFleet Response - GoFleet confirms full compliance. Geotab GO9 and GO9 Rugged devices feature multiple IOX expansion ports supporting operator ID readers (IOX-NFC), audible buzzers (IOX-BUZZ or IOX-GOTALK), winter operations modules (IOX-WRKS), and two additional ports available for future accessories

such as additional sensors, cameras, or emerging technologies, providing flexibility for WVDOT's evolving operational requirements.

3.1.2.6.25 WVDOT Requirement - All GPS tracking system hardware shall be compliant with Federal Motor Carrier Standards (FMCS) regulations for collecting and reporting Daily Vehicle Inspection Reports and electronic logging devices. All proposed hardware must be of the current model.
GoFleet Response - GoFleet confirms full compliance. Geotab GO9B and GO9 Rugged devices are FMCSA-certified for ELD compliance and support DVIR functionality through MyGeotab mobile app, enabling operators to complete pre-trip and post-trip inspections electronically with defect reporting and supervisor notification. All devices will be current-generation models at time of deployment, meeting federal hours-of-service tracking requirements critical for WVDOT's commercial vehicle operations.

3.1.2.7 Non-Self-Propelled Assets
3.1.2.7.1 WVDOT Requirement - Selected assets that do not have an electrical system will be equipped with GPS Tracking device hardware that can be powered by a rechargeable battery.
GoFleet Response - GoFleet confirms full compliance. For non-powered assets, we will deploy Geotab GO Anywhere asset trackers (Part# TB1-LTMATT) featuring integrated rechargeable lithium batteries providing up to 5 years of operation, enabling tracking of trailers, attachments, and unpowered equipment without vehicle electrical systems.

3.1.2.7.2 WVDOT Requirement - GPS tracking system hardware for non-self-propelled assets shall be capable of providing utilization information such as, but not limited to, hours of use, days of use, the distance traveled and location of the system.
GoFleet Response - GoFleet confirms full compliance. GO Anywhere asset trackers capture all specified utilization metrics including days of use, hours of operation, distance traveled via GPS odometry, and real-time/historical location data, transmitted to MyGeotab platform for reporting alongside powered fleet assets with unified interface.

3.1.2.7.3 WVDOT Requirement - GPS tracking system hardware for non-self-propelled assets may be equipped with solar panels to facilitate charging of internal batteries. If solar is not an option, the vendor shall provide alternative means of battery charging. All equipment necessary shall be listed in Pricing Page, Exhibit A.
GoFleet Response - GoFleet confirms full compliance. GO Anywhere asset trackers feature integrated solar panel charging to extend battery life indefinitely in outdoor applications with adequate sunlight exposure. For assets stored indoors or in shaded environments, the rechargeable battery provides multi-year operation between charges, with USB charging capability as alternative. All components are listed in Exhibit A with pricing.

3.1.2.7.4 WVDOT Requirement - GPS tracking system hardware for trailer applications shall allow the device to be connected to the tow asset power supply when the trailer cord is connected and will use this power supply to charge the internal battery and power the device.
GoFleet Response - GoFleet confirms full compliance. GO Anywhere asset trackers support optional hardwired connection to trailer power (when available via 7-pin or other trailer connectors), automatically charging the internal battery and powering the device from tow vehicle electrical system while connected, then reverting to battery power when disconnected, ensuring continuous operation regardless of towing status.

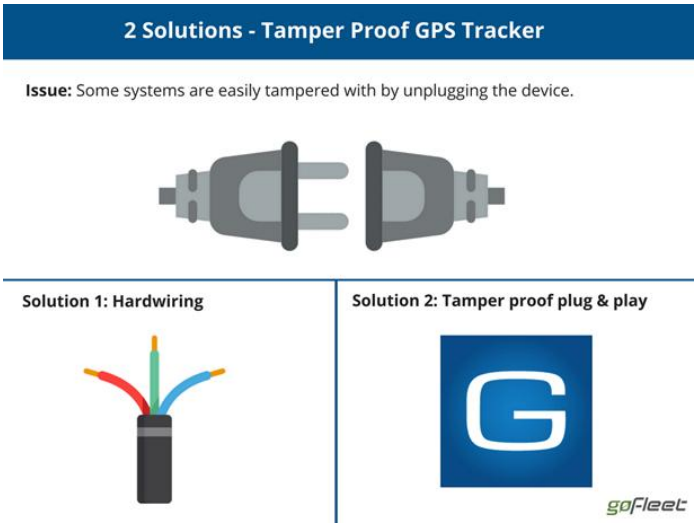
3.1.2.7.5 WVDOT Requirement - If selected assets have mounted power equipment, mounted powered equipment will be equipped with the asset operator ID option. Usage data, including but not limited to, days and hours of use, will be provided. Data points reported/required are specific to WVDOT and will be determined for configuration in the SOW for system configuration.
GoFleet Response - GoFleet confirms full compliance. Assets with mounted powered equipment (e.g., auxiliary engines on trailers) can be equipped with GO9 Rugged devices and IOX-NFC readers for operator identification, capturing days/hours of use, engine hours, and WVDOT-specific parameters. Configuration details will be defined collaboratively in the implementation SOW based on specific equipment types and operational requirements.

3.1.2.8 Automated Vehicle Location (AVL)

3.1.2.8.1 WVDOT Requirement - The Vendor should provide AVL options for Heavy Duty assets and other assets as needed. AVL shall provide real-time data collection, control, data analysis and reporting as described below:
GoFleet Response - GoFleet confirms full compliance. Our solution provides comprehensive AVL functionality through Geotab GO9 Rugged devices with IOX-WRKS winter operations module, delivering real-time GPS tracking, PTO monitoring, material usage data, and automated reporting specifically designed for heavy-duty highway maintenance operations, enabling WVDOT to track snow removal activities, optimize routing, and document service delivery across all districts.

3.1.2.8.1.1 WVDOT Requirement - GPS Tracking System must be in compliance with state and federal asset operator reporting requirements.
GoFleet Response - GoFleet confirms full compliance. MyGeotab platform supports all state and federal operator reporting requirements including FMCSA ELD compliance, hours-of-service tracking, DVIR electronic reporting, and operator identification/accountability through IOX-NFC integration, ensuring WVDOT maintains regulatory compliance for commercial vehicle operations.

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



GoFleet Response - GoFleet confirms full compliance. The IOX-WRKS module is specifically designed for Clear Roads "CR 14-04 Plug and Play" compatibility, collecting real-time winter maintenance data including spreader activation, material application rates, plow position, brine control, and road surface temperatures. This standardized data enables WVDOT to optimize salt usage, reduce material waste, document service levels, and achieve measurable cost savings through precise material application tracking and evidence-based route optimization across winter operations.

3.1.2.8.1.3 WVDOT Requirement - GPS Tracking System shall automate the collection and reporting of highway maintenance activities.
GoFleet Response - GoFleet confirms full compliance. IOX-WRKS automatically captures highway maintenance activities including plow up/down position, spreader on/off status, material flow rates, and service area coverage without manual operator input. MyGeotab generates automated reports showing completed routes, areas serviced, materials consumed, and time spent per activity, eliminating manual logbooks and providing real-time visibility into maintenance operations for district supervisors and state management.

3.1.2.8.1.4 WVDOT Requirement - GPS Tracking System shall be able to provide video feed of winter maintenance activities and may be required to interface with video feeds from existing WVDOT dash cam recording devices that utilize Nextbase 622GW dash cams.
GoFleet Response - GoFleet confirms full compliance. We will deploy Surfsight AI-12 dual cameras (forward and rear-facing) integrated with MyGeotab platform to provide real-time and recorded video feeds of winter maintenance activities. For existing Nextbase 622GW cameras already installed on WVDOT vehicles, we will work during the SOW development phase to establish integration methodology, potentially through API connectivity or parallel operation, ensuring video documentation capability across the entire winter operations fleet while protecting WVDOT's existing camera investment.

3.1.2.8.1.5 WVDOT Requirement - GPS Tracking System shall capture real time tracking of assets for highway incident response and winter operations.
GoFleet Response - GoFleet confirms full compliance. MyGeotab provides real-time asset tracking with 30-second maximum latency, enabling dispatchers and supervisors to monitor exact locations of all equipment during highway incidents and winter storms. This real-time visibility supports rapid deployment of nearest available units for incident response, coordination of multi-vehicle winter operations, and integration with WVDOT's 511 system to provide public-facing road condition updates.

3.1.2.8.1.6 WVDOT Requirement - The Vendor shall provide all equipment and hourly professional services rates necessary to collect data to allow for assessment of conditions of items listed in section 3.1.2.8. Vendor shall include pricing information on Pricing Page, Exhibit A.
GoFleet Response - GoFleet confirms full compliance. Exhibit A includes complete pricing for all AVL equipment (GO9 Rugged devices, IOX-WRKS modules, cameras, sensors, integration cables) and hourly professional services rates for system configuration, integration work, custom report development, and ongoing optimization support throughout the contract term.

3.1.2.8.1.7 WVDOT Requirement - GPS Tracking System shall provide compatibility with a wide variety of light duty and heavy-duty vehicles maintained by WVDOT.
GoFleet Response - GoFleet confirms full compliance. Our solution supports WVDOT's complete fleet diversity: GO9 devices for 2,066 light-duty vehicles (OBD-II), GO9 Rugged for 2,224 heavy-duty vehicles (J1708/J1939), and GO Anywhere trackers for non-powered assets, with universal harness kits eliminating the need for advance vehicle-specific information and ensuring compatibility across all makes, models, and years from passenger cars to specialized construction equipment.

3.1.2.8.1.8 WVDOT Requirement - GPS Tracking System hardware cellular and GPS antennas shall be internal to the unit.
GoFleet Response - GoFleet confirms full compliance. All Geotab GO9, GO9 Rugged, and GO Anywhere devices feature integrated internal cellular (LTE) and GPS antennas enclosed within the device housing,

eliminating external antenna installation, reducing installation complexity, minimizing potential damage from harsh environments, and providing cleaner cab aesthetics.

3.1.2.8.1.9 WVDOT Requirement - GPS Tracking System hardware shall contain serial ports for Power Take Off (PTO) inputs.
GoFleet Response - GoFleet confirms full compliance. The IOX-WRKS module connects to GO9 Rugged devices via IOX serial port and provides multiple serial communication interfaces (RS232, CAN) to capture PTO signals from spreader controllers, plow hydraulics, brine systems, and other auxiliary equipment. Integration cables (Part# HRN-CS440, HRN-CS550, HRN-DB9SI1F, etc.) listed in Exhibit A support various spreader/plow controller manufacturers ensuring compatibility with WVDOT's existing Certified Power Fleet Pilot Systems and other winter operations equipment.

3.1.2.8.1.10 WVDOT Requirement - GPS Tracking System hardware shall provide battery power for unpowered assets or a rechargeable solution.
GoFleet Response - GoFleet confirms full compliance. Geotab GO Anywhere asset trackers feature integrated rechargeable lithium batteries providing up to 5 years of operation, with optional solar panel charging to extend battery life indefinitely for unpowered trailers, attachments, and equipment without electrical systems.

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

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

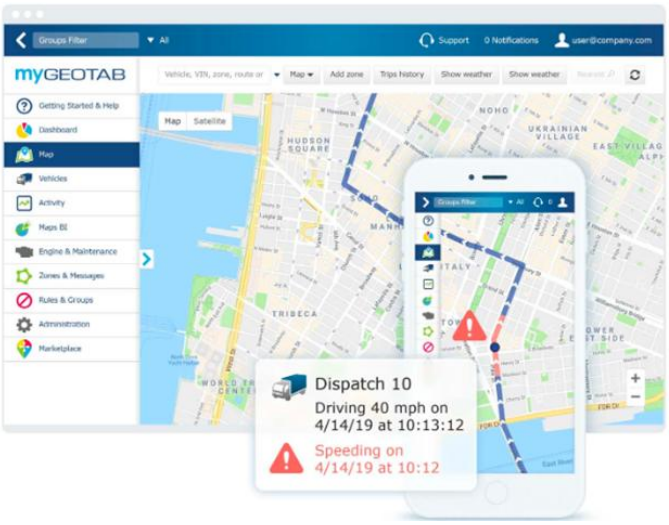
GoFleet Response - GoFleet confirms full compliance. The IOX-WRKS module provides real-time monitoring and automated reporting for all specified winter operations: spreader on/off status with material application rates, brine system activation, material flow measurement, plow position (up/down), wiper operation, warning lamp status, and integrated weather sensors capturing road surface temperature and pavement conditions. Surfsight AI-12 cameras provide forward and rear-facing video feeds synchronized with PTO data. This comprehensive monitoring is critical for WVDOT to document salt/brine application

for cost allocation, optimize material usage to reduce expenses, verify service delivery to the public, support liability protection with timestamped video evidence, and comply with environmental reporting requirements for road treatment chemical usage across West Virginia's 10 maintenance districts.

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

- **3.1.2.8.2.1** ELD (https://www.fmcsa.dot.gov/hours-service/elds/electronic-logging-devices)
- **3.1.2.8.2.2** Video capability for reporting out of service items
- **3.1.2.8.2.3** PTO work time

GoFleet Response - GoFleet confirms full compliance. MyGeotab provides FMCSA-certified ELD functionality for hours-of-service tracking and compliance reporting, Surfsight cameras enable video documentation of out-of-service defects during DVIR inspections, and IOX-WRKS automatically tracks PTO work time separate from driving time for accurate labor cost allocation and maintenance scheduling based on actual equipment operating hours rather than engine hours alone.



3.1.2.8.3 WVDOT Requirement - The GPS Tracking System shall be able to interface with AssetWorks Fleet Management System and shall be able to report the following data:

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

GoFleet Response - GoFleet confirms full compliance. MyGeotab provides bidirectional API integration with AssetWorks Fleet Management System, automatically pushing DVIR inspection data with defects and out-of-service status, PTO operating hours for maintenance scheduling, diagnostic fault codes for component monitoring, operator ID with duty status and HOS compliance data, winter operations material consumption for inventory management, and highway maintenance activity reports. This integration is critical for WVDOT to maintain a single source of truth across fleet management, eliminate duplicate data entry between systems, trigger preventive maintenance work orders in AssetWorks based on actual equipment usage from Geotab, and support financial reporting in wvOASIS with accurate cost allocation data.

3.1.2.9 GPS Tracking Software Requirements

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

GoFleet Response - GoFleet confirms full compliance. MyGeotab is a 100% cloud-based web application accessible through standard web browsers (Chrome, Firefox, Internet Explorer 11+) with no client-side

software installation required, enabling WVDOT personnel to access fleet data from any computer or mobile device with internet connectivity.

3.1.2.9.2 WVDOT Requirement - The GPS System shall provide continual program updates through the web without service interruption.
GoFleet Response - GoFleet confirms full compliance. MyGeotab platform updates are deployed continuously via cloud infrastructure with zero downtime, automatically delivering new features, security patches, and performance improvements to all users without requiring manual updates, maintenance windows, or service interruptions.

3.1.2.9.3 WVDOT Requirement - The GPS System shall provide administrative ability to include unlimited users, unlimited grouping hierarchy, unlimited geo-fences, and methods to group assets outside of the normal grouping hierarchy.
GoFleet Response - GoFleet confirms full compliance. MyGeotab supports unlimited concurrent users (minimum 1,000), unlimited hierarchical grouping structures mirroring WVDOT's 10 district organization, unlimited public and private geofences, and flexible asset grouping through tags and custom attributes enabling cross-functional reporting outside standard organizational hierarchies (e.g., grouping all snow removal equipment across districts regardless of assigned location).

3.1.2.10 Data Storage Services
3.1.2.10.1 WVDOT Requirement - The GPS Tracking System shall provide a secure confidential Data Warehouse, and help desk facility with an uninterruptible power source, firewall protections, and a backup disaster recovery plan.
GoFleet Response - GoFleet confirms full compliance. Geotab operates enterprise-grade data centers with uninterruptible power supplies (UPS) and backup generators, multi-layer firewall protection, intrusion detection systems, and comprehensive disaster recovery plan with geographically distributed backup sites ensuring data protection and business continuity. 24/7 help desk support is accessible via phone, email, and secure portal.

3.1.2.10.2 WVDOT Requirement - The GPS Tracking System shall provide a Data warehouse that operates twenty-four (24), seven (7) days a week, including holidays. The Vendor must ensure that all data, data transmissions, and data storage is kept secure and confidential. The State does not expect 100% uptime on the Data Services, but the level of service provided with this contract will include a twenty-four (24)-hour notice for scheduled maintenance and must be communicated to the ordering agency at least twenty-four (24) hours prior. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
GoFleet Response - GoFleet confirms full compliance. Geotab data centers operate 24/7/365 with 99.9% uptime SLA, TLS 1.2+ encryption for data transmission, AES 256 encryption for data at rest, and role-based access controls. Scheduled maintenance receives 24-hour advance notification and occurs outside 6 AM-5 PM EST business hours. GoFleet's 24/7 support team responds to unanticipated downtime within 1 hour maximum.

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

GoFleet Response - GoFleet confirms full compliance. Geotab data centers feature redundant UPS systems, backup diesel generators with automatic transfer switches, redundant server infrastructure with load balancing, and automated failover capabilities ensuring data collection continuity. Full service restoration is guaranteed within 24 hours of catastrophic hardware failure, with most failures resolved within minutes through automated failover.

3.1.2.10.4 WVDOT Requirement - The GPS Tracking System Data Warehouse shall have duplicate data storage devices with automated fail-over and automatic re-establishment of the duplicate databases upon replacement of the failed storage device.
GoFleet Response - GoFleet confirms full compliance. Geotab employs redundant storage arrays with RAID configuration, real-time database replication across multiple data centers, automated failover to secondary storage within seconds of primary storage failure, and automatic database synchronization upon replacement hardware integration without manual intervention or data loss.

3.1.2.10.5 WVDOT Requirement - The GPS Tracking System Vendor have a written Emergency Disaster Recovery Plan at the start of the contract. The associated system and equipment will provide support in case of failures in power, telephone system, data networking equipment at its host site to the user-level equipment provided by the Contractor, due to the following but not limited to, all natural or man-made disasters including flood or fire at the data storage and reporting center. A written Emergency Disaster Recovery Plan shall be provided upon request.
GoFleet Response - GoFleet confirms full compliance. Geotab maintains a comprehensive written Emergency Disaster Recovery Plan covering power failures, telecommunications disruptions, network outages, natural disasters (flood, fire, earthquake), and man-made incidents. The plan includes geographically distributed backup data centers, redundant communication paths, and documented recovery procedures. GoFleet will provide the complete Disaster Recovery Plan documentation to WVDOT upon contract award or request.

3.1.2.10.6 WVDOT Requirement - The GPS Tracking System data produced will be the property of WVDOT and shall be available for retrieval twenty-four (24) hours a day, seven (7) days a week, including holidays for a minimum of two (2) rolling years. The overwrite rate will be one (1) month and begin with the oldest data first. Data will be retained for a minimum of two (2) rolling years before overwrite (overwrite rate will be one (1) month), archiving, or deletion with the option for ordering agency to download the data prior to overwrite, archiving, or deletion. The download will be available in Excel, Comma Separated Value, or other agreed upon form.
GoFleet Response - GoFleet confirms full compliance. All data is owned by WVDOT and accessible 24/7/365 through MyGeotab for minimum 2 rolling years. Data retention follows a 1-month overwrite cycle starting with oldest data after the 2-year retention period. WVDOT can export data prior to deletion in multiple formats including Excel (.xlsx), CSV, PDF, JSON, and XML. This extended retention is critical for WVDOT to support multi-year trend analysis, audit compliance, legal proceedings, and historical performance reporting to state legislature.

3.1.2.10.7 WVDOT Requirement - The GPS Tracking System The data will be stored in and queried from a stable, relational database. All data corrections will reflect across the entire database system. All data must be encrypted at rest using Transparent Data Encryption (TDE) or like technology.
GoFleet Response - GoFleet confirms full compliance. MyGeotab uses enterprise-grade relational database architecture (Microsoft SQL Server) with full ACID compliance ensuring data integrity. All corrections cascade automatically across the entire database maintaining referential integrity. Data is

encrypted at rest using Transparent Data Encryption (TDE) with AES 256-bit encryption meeting federal security standards.

3.1.2.10.8 WVDOT Requirement - The GPS Tracking system data points as defined during the implementation SOW with the Vendor and WVDOT agency shall integrate with Fleet Management Software/Programs if required by the WVDOT.
GoFleet Response - GoFleet confirms full compliance. MyGeotab provides open RESTful APIs enabling integration with WVDOT's AssetWorks Fleet Management System and other enterprise applications. Specific data points, integration frequency, and data mapping will be defined collaboratively during SOW development to meet WVDOT's exact requirements.

3.1.2.10.9 WVDOT Requirement - WVDOT will regularly batch or import new data into, or update data in the GPS Tracking System database. This will include a batch in or import geofence information or as a regular update batch on the asset hierarchy. This will reduce the time otherwise needed to manually enter or update data and reduce the potential for errors in the data. Updates can be completed by WVDOT or by the Vendor. Proof of successful batch or update completion is required if completed by the Vendor and will be provided to the WVDOT.
GoFleet Response - GoFleet confirms full compliance. MyGeotab supports bulk data import via CSV files and API for geofences, asset hierarchies, user accounts, and vehicle attributes. WVDOT administrators can perform batch updates directly through the web interface or GoFleet can execute updates on WVDOT's behalf. All batch operations generate confirmation reports showing successful imports, failed records, and error details for WVDOT verification.

3.1.2.10.10 WVDOT Requirement - During the SOW for implementation of the project the Vendor will work with WVDOT to create a Data Mapping Specification to ensure the ability to bilaterally move data from an WVDOT to the GPS Tracking system.
GoFleet Response - GoFleet confirms full compliance. During implementation SOW development, GoFleet will collaborate with WVDOT IT staff to create comprehensive Data Mapping Specifications documenting field relationships, data formats, transformation rules, and API endpoints for bidirectional data exchange between MyGeotab and WVDOT systems (AssetWorks, wvOASIS, Fuel Master, dTIMs), ensuring seamless integration and data portability.

3.1.2.10.11 WVDOT Requirement - All data collected by Vendor is owned by WVDOT. Any use of, or change to, WVDOT data must be approved in writing prior to use of, or change to WVDOT data.
GoFleet Response - GoFleet confirms full compliance and acknowledges that all data collected from WVDOT vehicles is the exclusive property of WVDOT. GoFleet will not use, share, analyze, or modify WVDOT data for any purpose without explicit written authorization from WVDOT. This data ownership clause will be incorporated into the contract terms.

3.1.2.10.12 WVDOT Requirement - The GPS Tracking System Data Warehouse shall provide for bidirectional secure and encrypted communication.
GoFleet Response - GoFleet confirms full compliance. All communication between MyGeotab platform and WVDOT systems uses bidirectional TLS 1.2+ encrypted channels with 256-bit SSL certificates, enabling secure data push from WVDOT to MyGeotab (asset updates, geofences) and secure data pull from MyGeotab to WVDOT systems (telemetry, reports, alerts).

3.1.2.10.13 WVDOT Requirement - Ordering agency shall have the option to direct data to multiple alternative "cloud" or data warehouses.
GoFleet Response - GoFleet confirms full compliance. MyGeotab APIs enable WVDOT to replicate data to multiple destinations simultaneously including WVDOT's own cloud infrastructure, third-party data warehouses, or backup systems, providing data sovereignty and redundancy options beyond Geotab's primary data centers.

3.1.2.11 GPS Tracking System Enterprise Level Web Based Data Application

3.1.2.11.1 WVDOT Requirement - The GPS Tracking System application shall allow state personnel to securely access the asset data stored in the Data Warehouse. The Application shall provide pre-configured, customizable, viewable, printable and downloadable reports as described in, and has the capability of configuring and sending SMS, MMS or email alerts to users defined from within the Application, for each user. Data shall be collected every one (1) second and transmitted directly to the Application via cloud-based API.
GoFleet Response - GoFleet confirms full compliance. MyGeotab provides secure web-based access for all authorized WVDOT personnel with role-based permissions, 15+ pre-configured reports with full customization capabilities, on-screen viewing with print and export functions (Excel, CSV, PDF), and configurable SMS/MMS/email alerts per user. Geotab devices collect data every 1 second and transmit via cellular to MyGeotab cloud platform through RESTful APIs with maximum 30-second latency.

3.1.2.11.2 WVDOT Requirement - The GPS Tracking System vendor shall provide a system in such a manner that the WVDOT has no responsibility for the database, the Application software, or the technical infrastructure and associated processes and procedures. Access to the Application and the underlying database will be provided through the web and will be secure, encrypted and role-based.
GoFleet Response - GoFleet confirms full compliance. MyGeotab is a fully managed Software-as-a-Service (SaaS) solution where Geotab maintains complete responsibility for database management, application hosting, server infrastructure, security patching, and backup procedures. WVDOT has zero infrastructure responsibility and accesses the system via secure HTTPS web interface with TLS 1.2+ encryption and granular role-based access controls.

3.1.2.11.3 WVDOT Requirement - If required by WVDOT, the vendor shall also provide an option for WVDOT to become responsible for system administration and operation. The vendor shall provide applicable training and access as required by WVDOT.
GoFleet Response - GoFleet confirms full compliance. If WVDOT elects to assume system administration responsibilities, GoFleet will provide comprehensive administrator training covering user management, device provisioning, report configuration, API integration management, and system optimization. Full administrative access rights will be granted with ongoing vendor support available as needed.

3.1.2.11.4 WVDOT Requirement - The requirements for 3.1.2.11.2 and/or 3.1.2.11.3 will be further defined in the SOW that will be created for system configuration and implementation. The vendor is required to provide rates for both options in Pricing Page, Exhibit A.
GoFleet Response - GoFleet confirms full compliance. Exhibit A includes pricing for both fully managed SaaS operation (bundled in monthly service fees) and optional WVDOT self-administration model (with corresponding administrator training hours). The specific operational model and division of responsibilities will be defined during SOW development based on WVDOT's preferences and IT resource availability.

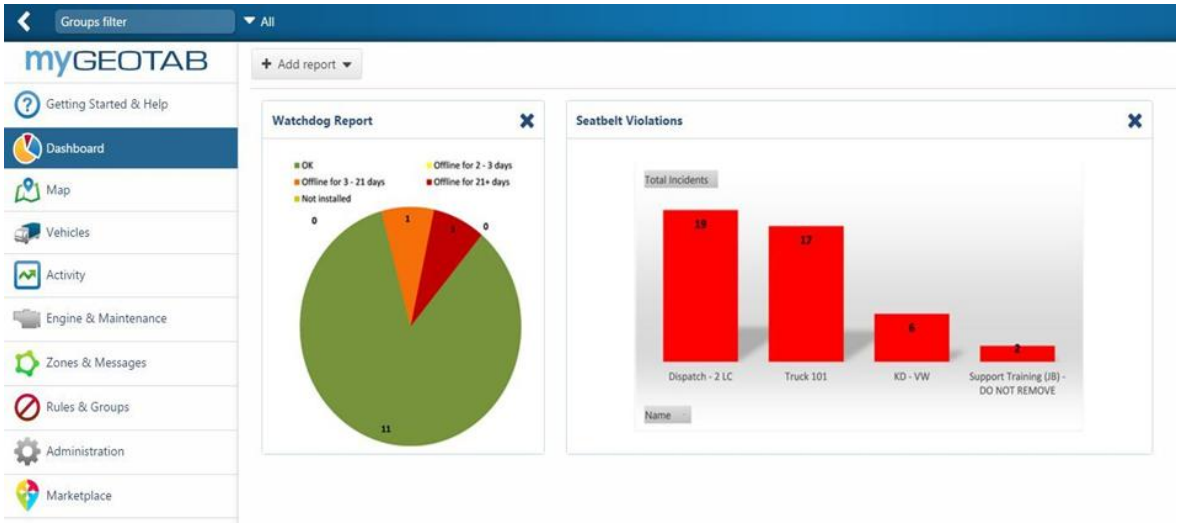
3.1.2.11.5 WVDOT Requirement - The GPS Tracking System Vendor shall provide an internet secure link to WVDOT the Application and server with all data processing functions occurring solely on the Application's servers.
GoFleet Response - GoFleet confirms full compliance. WVDOT accesses MyGeotab exclusively through secure HTTPS web links with all data processing, calculations, report generation, and map rendering performed server-side on Geotab's cloud infrastructure. No client-side processing or data storage occurs on WVDOT computers, ensuring security and enabling access from any device.

3.1.2.11.6 WVDOT Requirement - The GPS Tracking System Application shall not require installation of application provided software or applications on state-owned computers.
GoFleet Response - GoFleet confirms full compliance. MyGeotab requires zero software installation on state computers, operating entirely through standard web browsers without plugins, extensions, or client applications, simplifying IT security approval and enabling immediate access from any WVDOT workstation without desktop support involvement.

3.1.2.11.7 WVDOT Requirement - The GPS Tracking System Vendor shall notify the ordering agency by phone and/or email thirty (30) calendar days prior to implementing Application system changes. Sixty (60) calendar day notice is required for database structure changes. All changes must be tested for functionality prior to release. All data shall be backed-up prior to release of any changes. At least one (1) prior version of the backed up data shall be available, tested and ready in the event a roll back is required.
GoFleet Response - GoFleet confirms full compliance. Geotab provides 30-day advance notification for application changes and 60-day notice for database structure modifications via email and phone to designated WVDOT contacts. All changes undergo rigorous testing in staging environments before production release, full database backups are created prior to deployment, and previous versions are maintained with tested rollback procedures available if issues arise post-deployment.

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

GoFleet Response - GoFleet confirms full compliance. MyGeotab provides interactive map overlays showing complete vehicle routes with breadcrumb trails, directional arrows, speed indicators, and event markers (stops, idling, harsh events, PTO activation). Routes are displayed seamlessly without gaps, with all associated data (trip reports, fuel consumption, operator activity) viewable on-screen, printable, and exportable. Authorized WVDOT administrators can customize report parameters, filters, and layouts through the web interface.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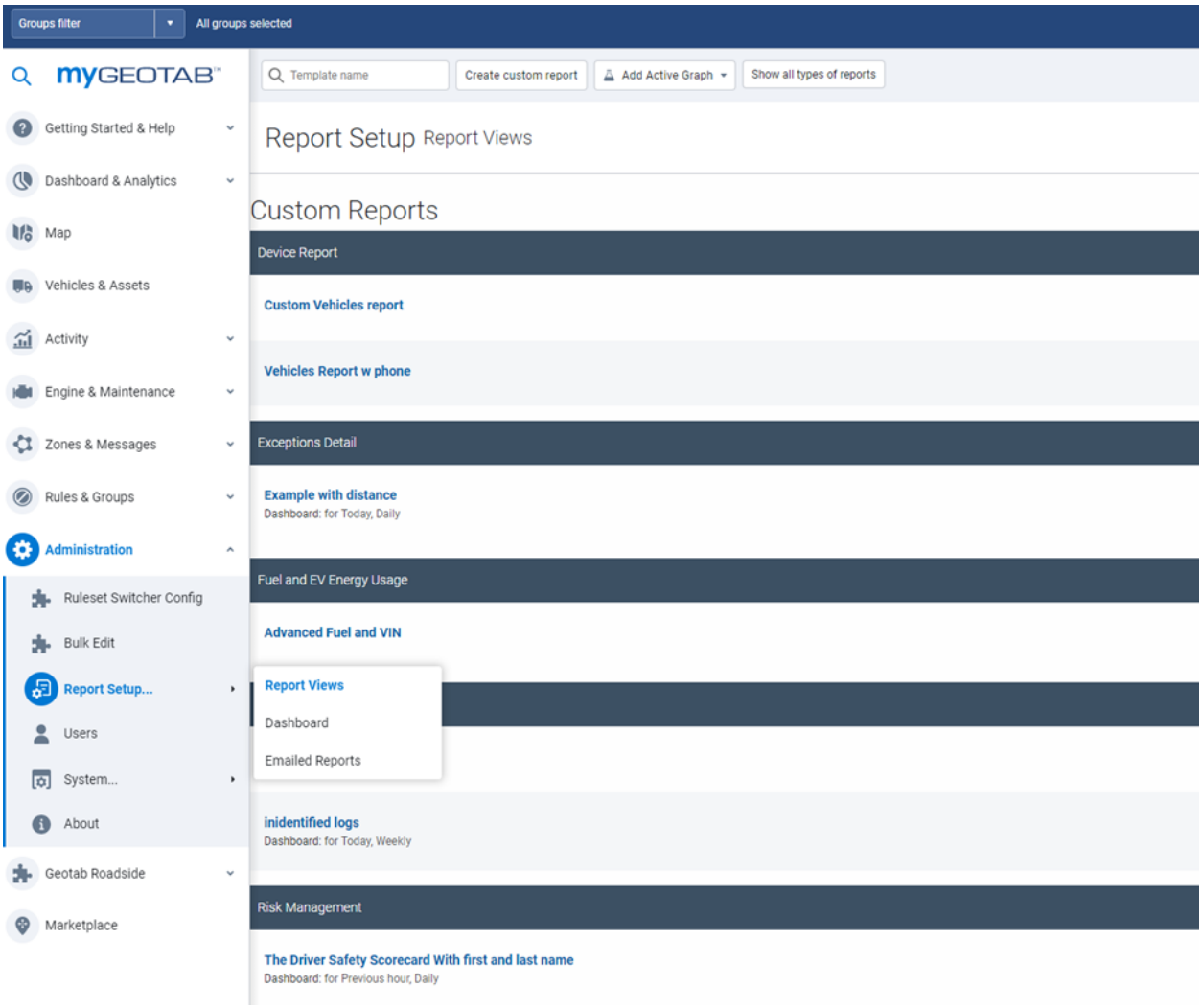
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Vehicles & Assets
Activity
Engine & Maintenance
Zones & Messages
Rules & Groups
Administration
Ruleset Switcher Config
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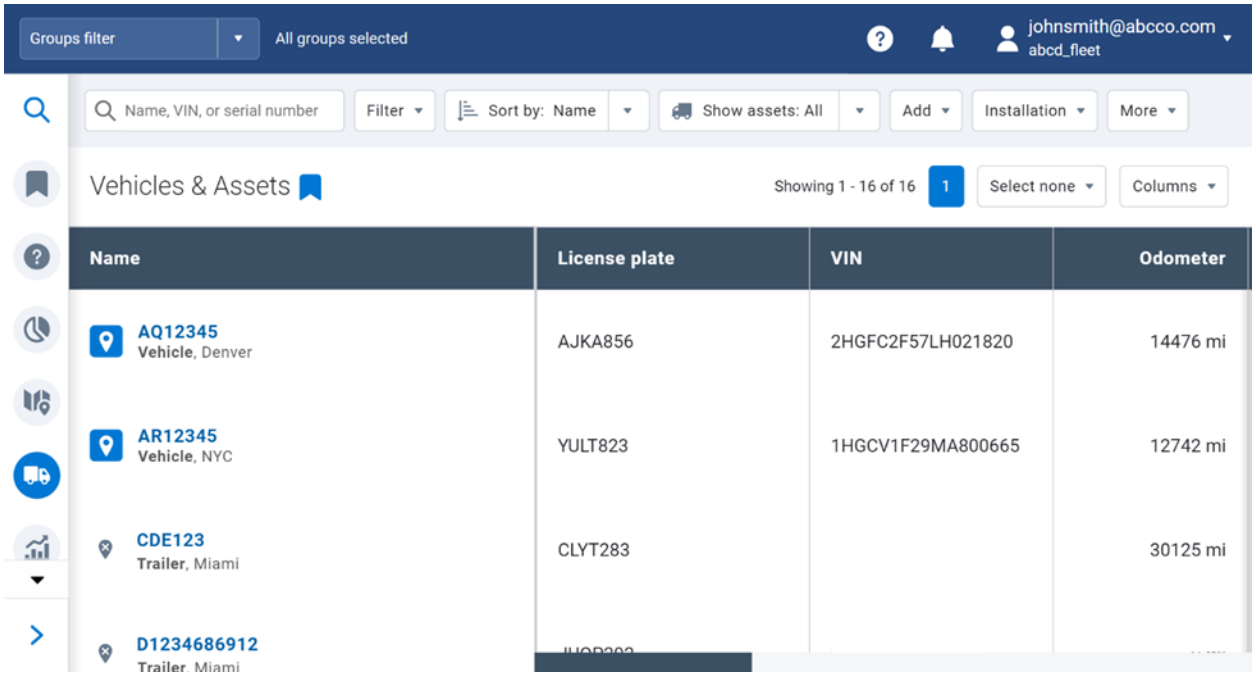
Users
System...
About
Geotab Roadside
Marketplace
Device Report
Custom Vehicles report
Vehicles Report w phone
Exceptions Detail
Example with distance
Dashboard: for Today, Daily
Fuel and EV Energy Usage
Advanced Fuel and VIN
Report Views
Dashboard
Emailed Reports
inidentified logs
Dashboard: for Today, Weekly
Risk Management
The Driver Safety Scorecard With first and last name
Dashboard: for Previous hour, Daily

3.1.2.11.9 WVDOT Requirement - The GPS Tracking System Application UI map should be updated with the current vehicle's location within thirty (30) seconds of vehicle movement.
GoFleet Response - GoFleet confirms full compliance. MyGeotab Live Map updates vehicle positions in real-time with maximum 30-second latency from device data transmission, enabling dispatchers and supervisors to monitor current fleet locations during winter operations, emergency response, and daily maintenance activities across West Virginia.

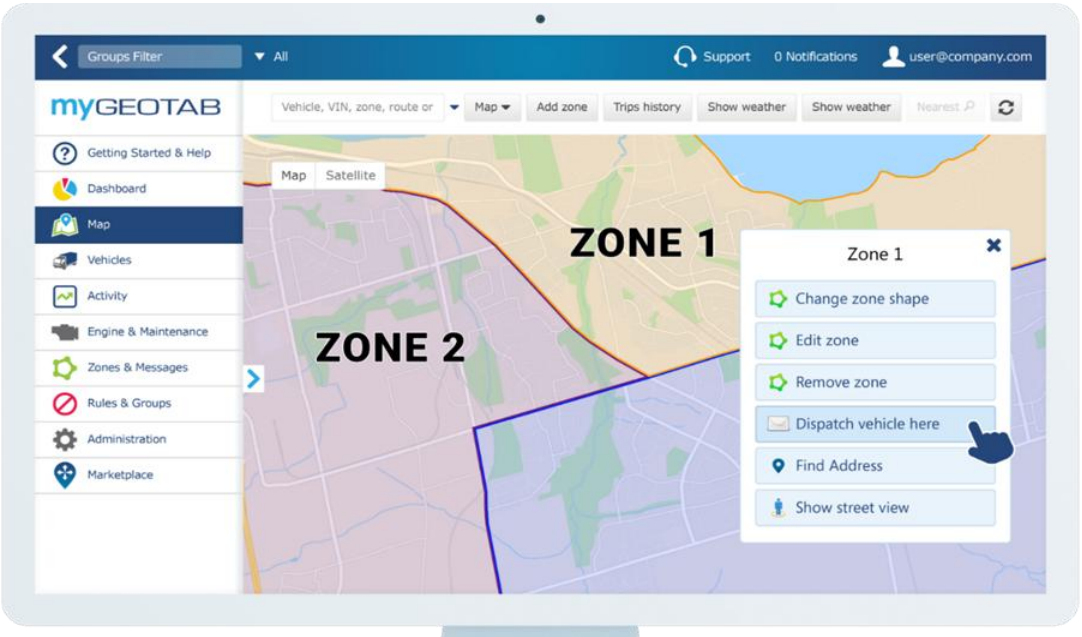
3.1.2.11.10 WVDOT Requirement - Due to possible data drift for calculated odometer and hour-meter readings, the Application shall accept odometer and hour-meter corrections for all platforms. Any odometer or hour-meter corrections entered will be actual dash odometer and dash hour-meter readings and will overwrite and eliminate the previous value causing the Application to display and store odometer and/or hour-meter increases based on this new value and cascade backward replacing previous odometer and hour-meter values based on the corrected value for data continuity and integrity.
GoFleet Response - GoFleet confirms full compliance. MyGeotab allows authorized administrators to enter manual odometer and hour-meter corrections using actual dash readings. Corrections automatically cascade backward through historical data, recalculating all trip distances and engine hours from the correction point forward while maintaining data integrity and audit trail documentation. This correction capability is essential for WVDOT to maintain accurate asset utilization records for AssetWorks integration and wvOASIS financial reporting.

3.1.2.11.11 WVDOT Requirement - The GPS Tracking System Application shall accommodate an unlimited user base with a minimum of one thousand (1,000) concurrent users per WVDOT account.
GoFleet Response - GoFleet confirms full compliance. MyGeotab supports unlimited total users with minimum 1,000 concurrent users accessing the platform simultaneously, accommodating WVDOT's workforce across 10 districts, Equipment Division headquarters in Buckhannon, and state administrative offices without performance degradation or additional licensing costs.



3.1.2.11.12 WVDOT Requirement - The GPS Tracking system Application shall support user hierarchy (role-based) Application access levels based on user ID's and passwords. All passwords must adhere with secure salted password hashing standards. Moreover, the solution must be configured to enable the WVDOT to set a date for password changes if required. The Vendor shall establish the initial WVDOT agency user accounts based on personnel information provided by the WVDOT during the initial SOW for configuration and implementation. The Vendor's customer support shall provide ongoing support for user hierarchy, report data entry, and report generation for the term of the contract. Parameters, included but not limited to the following, will be a one click yes/no adjustment parameter for each classification/user and shall be standalone (not group dependent):

- **3.1.2.11.12.1** View Data – current location
- **3.1.2.11.12.2** View Data/Run Reports Historical Location
- **3.1.2.11.12.3** View Data – Asset Diagnostics
- **3.1.2.11.12.4** View Data – Asset Operator
- **3.1.2.11.12.5** Manage Users
- **3.1.2.11.12.6** Manage User Groups
- **3.1.2.11.12.7** Register/Edit Assets
- **3.1.2.11.12.8** Edit Odometer/ECM engine hours
- **3.1.2.11.12.9** Manage Geofences
- **3.1.2.11.12.10** Manage scheduled reports
- **3.1.2.11.12.11** Manage Alerts
- **3.1.2.11.12.12** Run Device Reports
- **3.1.2.11.12.13** View all users
- **3.1.2.11.12.14** Manage Asset Operations
- **3.1.2.11.12.15** Manage Asset Operator ID Key Assignments
- **3.1.2.11.12.16** Manage Asset Operator Schedules
- **3.1.2.11.12.17** View Analytics Dashboard
- **3.1.2.11.12.18** View Asset Operator Behavior Dashboard
- **3.1.2.11.12.19** Show Asset Operations Information
- **3.1.2.11.12.20** Public Geofence creation



GoFleet Response - GoFleet confirms full compliance. MyGeotab provides granular role-based access control with all 20 specified permissions configurable as individual yes/no toggles per user, independent of group membership. Passwords use salted SHA-256 hashing with configurable expiration dates. GoFleet will create initial user accounts based on WVDOT-provided personnel lists during SOW implementation and provide ongoing support for user management, hierarchy adjustments, and report generation throughout the contract term. This granular permission structure is critical for WVDOT to maintain appropriate data access controls across organizational levels—from district mechanics viewing only diagnostic data to state administrators with full system access—while ensuring compliance with personnel privacy requirements and separation of duties for financial oversight.

3.1.2.11.13 WVDOT Requirement - The GPS Tracking System Vendor shall provide user hierarchy templates, customizable to establish and define user rights. Initial templates will be created by the Vendor based on the rights hierarchy provided by the WVDOT. Authorized personnel will have rights to create, edit and assign custom rights and edit the templates.
GoFleet Response - GoFleet confirms full compliance. We will create customizable user role templates during implementation based on WVDOT's organizational structure (e.g., District Manager, Mechanic, Dispatcher, Fleet Administrator, Executive View-Only). Authorized WVDOT administrators can modify templates, create new roles, and assign permissions through the MyGeotab interface, enabling efficient user provisioning as personnel changes occur.

3.1.2.11.14 WVDOT Requirement - The GPS Tracking System shall provide provisions to mask certain data points, such as operator and location, will be available based on user hierarchy.
GoFleet Response - GoGeFleet confirms full compliance. MyGeotab provides data masking capabilities allowing selective hiding of sensitive information like operator identity, current/historical locations, and personal data based on user role, supporting WVDOT's compliance with employee privacy policies while maintaining operational transparency.

3.1.2.11.15 WVDOT Requirement - WVDOT will supply a list of authorized personnel to the Vendor during the initial SOW implementation process. The authorized personnel will have access to the Application twenty-four (24) hours a day, seven (7) days per week, including holidays. Personnel changes will be made as needed by each ordering agency through the administrator account by e-mail or by phone request to Contractor. The State does not expect 100% uptime on the web application, but the level of service provided with this contract will include a twenty-four (24) hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
GoFleet Response - GoFleet confirms full compliance. We will provision initial user accounts based on WVDOT's personnel list during SOW implementation. MyGeotab is accessible 24/7/365 with 99.9% uptime. User account changes (additions, deletions, modifications) can be requested via email or phone to GoFleet support or performed directly by WVDOT administrators. Scheduled maintenance requires 24-hour notice and occurs outside 6 AM-5 PM EST; unanticipated downtime receives 1-hour maximum response.

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

for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
GoFleet Response - GoFleet confirms full compliance. Geotab devices transmit unlimited location data 24/7/365 regardless of ignition status (key on/off), with data collection every 1 second and transmission via cellular network. MyGeotab platform operates continuously with 99.9% uptime, 24-hour maintenance notice, and 1-hour response to unplanned outages.

3.1.2.11.17 WVDOT Requirement - The GPS Tracking system Application shall have acceptable processing performance for mapping and tracking data. Acceptable is defined as a response time of between three to four (3-4) seconds for standard and ten (10) seconds to run complex process and content availability 99.9 percent of the time.
GoFleet Response - GoFleet confirms full compliance. MyGeotab delivers standard queries (vehicle location, trip history, basic reports) in 3-4 seconds and complex processes (multi-month activity details, fleet-wide analytics) within 10 seconds, with 99.9% platform availability SLA ensuring consistent performance for WVDOT's operational needs.

3.1.2.11.18 WVDOT Requirement - The GPS Tracking System Vendor shall provide the ability to download or export all data directly from the Application.
GoFleet Response - GoFleet confirms full compliance. MyGeotab enables direct export of all data types (trip logs, diagnostic data, reports, alerts) in multiple formats including Excel, CSV, PDF, JSON, and XML through the web interface and API, supporting WVDOT's data sovereignty and analysis requirements.

3.1.2.11.19 WVDOT Requirement - The GPS Tracking System Application shall allow users to access the application over a Secure Socket Layer connection with 256-bit encryption or equivalent utilizing Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers.
GoFleet Response - GoFleet confirms full compliance. MyGeotab uses TLS 1.2+ with 256-bit SSL encryption for all connections, accessible via Internet Explorer 11+, Firefox, and Chrome browsers without requiring plugins or additional software installation.

3.1.2.11.20 WVDOT Requirement - The GPS Tracking System shall overlay maps to work on all computers with Windows 7 or later, with at least 2GB of RAM, and Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers.
GoFleet Response - GoFleet confirms full compliance. MyGeotab mapping functions properly on Windows 7+ systems with 2GB+ RAM using IE11+, Firefox, or Chrome, meeting WVDOT's existing IT infrastructure specifications without requiring hardware upgrades.

3.1.2.11.21 WVDOT Requirement - The GPS Tracking System application shall have the ability to geofence, both private and public. Any user created public geofences will be viewable to authorized personnel. Private geofences will be viewable to only that user account. When a user account is disabled, any geofences can be assigned to another account, or deleted by authorized personnel.
GoFleet Response - GoFleet confirms full compliance. MyGeotab supports unlimited public geofences (visible to all authorized users) and private geofences (visible only to creator). When user accounts are disabled, administrators can reassign or delete associated geofences, ensuring continuity when personnel changes occur across WVDOT's 10 districts.

3.1.2.11.22 WVDOT Requirement - The GPS Tracking System Application shall have a scalable search functionality. WVDOT will have access to search based on defined hierarchies, asset identifiers (year, make, model, Vehicle Identification Number (VIN) or Asset ID). A wildcard search feature is required.
GoFleet Response - GoFleet confirms full compliance. MyGeotab provides advanced search functionality including wildcard queries (*partial matches), filtering by organizational hierarchy, and searching by multiple asset identifiers (VIN, Asset ID, year/make/model, license plate, serial number), enabling rapid vehicle location across 4,290+ assets.

3.1.2.11.23 WVDOT Requirement - The GPS Tracking Application database shall be compatibly structured to allow seamless data transfer to the ordering agency's servers at any time if deemed necessary by the ordering agency.
GoFleet Response - GoFleet confirms full compliance. MyGeotab uses standard relational database architecture with RESTful APIs enabling complete data export to WVDOT's servers at any time, supporting data portability and WVDOT's option to migrate or replicate data to state-owned infrastructure if required.

3.1.2.11.24 WVDOT Requirement - The GPS Tracking Application shall have real-time, secure bidirectional information transfer with the User Portal and Vendor Data Warehouse.
GoFleet Response - GoFleet confirms full compliance. MyGeotab provides real-time bidirectional communication between user portal and data warehouse with TLS 1.2+ encryption, enabling instant data visualization while allowing administrative updates (asset changes, geofence modifications) to propagate immediately across the system.

3.1.2.11.25 WVDOT Requirement - The GPS Tracking System Application shall allow users to access the application utilizing Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers and may be required to provide access via mobile devices such as phones, iPads and tablets.
GoFleet Response - GoFleet confirms full compliance. MyGeotab is fully responsive, accessible via desktop browsers (IE11+, Firefox, Chrome) and native mobile apps for iOS (iPhone/iPad) and Android devices, enabling field personnel to access fleet data from any location across West Virginia.

3.1.2.11.26 WVDOT Requirement - The GPS Tracking System Application data transmission shall use Transport Layer Security (TLS) 1.2 and above.
GoFleet Response - GoFleet confirms full compliance. All MyGeotab data transmission uses TLS 1.2 or higher encryption protocols, meeting federal security standards and West Virginia Office of Technology cybersecurity requirements.

3.1.2.11.27 WVDOT Requirement - The GPS Tracking Vendor shall patch operating software for vulnerability at a minimum every thirty (30) calendar days. Additionally, the vendor shall implement a process that recognizes zero day, critical and high vulnerabilities and must work with the agency to deploy the remediation/patching required with an expeditious manner to avoid possible risks to WVDOT's information and information assets.
GoFleet Response - GoFleet confirms full compliance. Geotab applies security patches monthly minimum, with accelerated deployment for zero-day, critical, and high-severity vulnerabilities within 24-72 hours of disclosure. GoFleet will coordinate emergency patching with WVDOT IT to minimize risk exposure while maintaining system availability during critical operations.

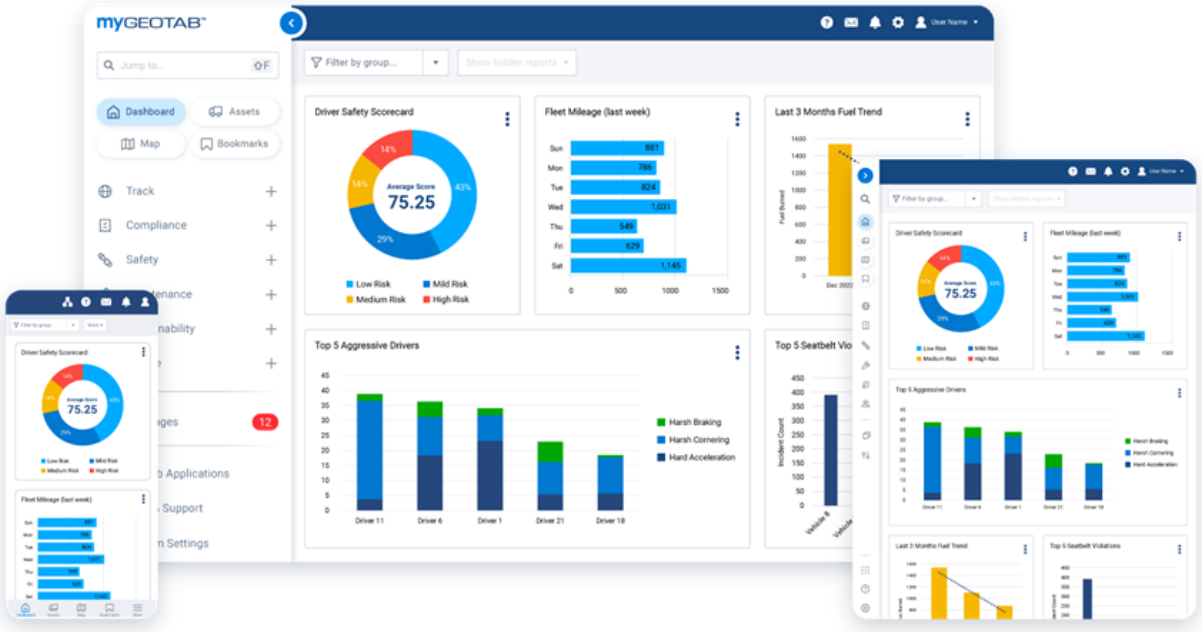
3.1.2.11.28 WVDOT Requirement - The GPS Tracking System hardware shall have a bar code or QR label affixed. Prior to each installation all hardware data shall be scanned and logged. At a minimum, the following data shall be captured:

- **3.1.2.11.28.1** Asset identification number
- **3.1.2.11.28.2** VIN
- **3.1.2.11.28.3** Year/Make/Model
- **3.1.2.11.28.4** Telemetry Harness Type and Part number
- **3.1.2.11.28.5** Telemetry/GPS device model and serial number

GoFleet Response - GoFleet confirms full compliance. All Geotab devices include factory QR/barcode labels. Our installation technicians will scan and log all five required data elements prior to each installation, creating a comprehensive installation database linking each device serial number to specific vehicle and harness configuration. This installation audit trail is critical for WVDOT to maintain accurate asset records in AssetWorks, support warranty claims, facilitate device swaps during vehicle replacement cycles, and ensure accountability for 4,290+ device deployments across 10 maintenance districts.

3.1.2.12 GPS Tracking System Web Application Reporting

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



GoFleet Response - GoFleet confirms full compliance. MyGeotab includes all specified reports at no additional cost, with 2-year data retention and real-time reporting capabilities. Reports containing PII or confidential data will be labeled accordingly per WVDOT's SIMM5305-A classification standards. Additional

custom report requirements will be defined during SOW development and delivered without additional charges.

3.1.2.12.2 WVDOT Requirement - The GPS Tracking System reports shall have minimum capabilities of being queried, sorted and filtered by any field contained in the report and by data parameters such as date or date range, asset IDs, hierarchy, asset operator, geofence activity, or other parameters as agreed upon by ordering agency.
GoFleet Response - GoFleet confirms full compliance. All MyGeotab reports support multi-field querying, sorting, and filtering including date ranges, asset identifiers, organizational hierarchy, operator assignments, geofence activity, and custom parameters, with results exportable in multiple formats.

3.1.2.12.3 WVDOT Requirement - The GPS Tracking System Reports shall be readable on screen, printable and downloadable. Reports shall be downloadable from the Application and be transmitted to the WVDOT via a scheduled email when report size allows, in any of the formats listed below. Zip file format or an option like Dropbox will be used when emailing report(s) or data, where possible. Where data transmission exceeds the allowable size for emailing, even with Zip file format, a Secure File Sharing process will be created.
GoFleet Response - GoFleet confirms full compliance. Reports are viewable on-screen, printable, and downloadable in Excel, PDF, CSV, TXT, and HTML formats. Reports can be scheduled for automatic email delivery, with large files compressed via ZIP or delivered through secure file sharing (SFTP or equivalent) for reports exceeding email attachment limits.

3.1.2.12.4 WVDOT Requirement - The GPS Tracking System Application shall also have an ad hoc reporting feature, which allows for creation of reports that can be one time reports or become a regularly generated report. Available file types will include Excel (2013 or newer), Portable Document Format (.PDF), text comma delimited (.txt), Comma Separated Values (.CSV), and Hypertext Markup Language (HTML) at a minimum. Report(s) will be subject to approval by the ordering agency.
GoFleet Response - GoFleet confirms full compliance. MyGeotab's ad hoc report builder enables users to create custom one-time or recurring reports with all specified output formats (Excel 2013+, PDF, TXT, CSV, HTML), providing WVDOT flexibility to address emerging reporting needs without vendor dependency.

3.1.2.13 GPS Tracking System Overlay Mapping Analysis

3.1.2.13.1 WVDOT Requirement - The GPS Tracking System track asset location and its travel plotted with no gaps between reporting points including directional arrows at reporting points on current maps. Travel will be depicted in lines corresponding to traveled route on up-to-date maps. Route will correspond to roadway traveled.
GoFleet Response - GoFleet confirms full compliance. MyGeotab displays continuous route tracking with breadcrumb trails connecting all GPS points without gaps, directional arrows indicating vehicle heading, and routes overlaid on current road maps that accurately follow traveled roadways, providing clear visual documentation of vehicle movements.

3.1.2.13.2 WVDOT Requirement - The GPS Tracking System Application Vendor is responsible for identifying gaps in data during system implementation and will be further defined in the SOW. All gaps in data shall be investigated and acted upon by the Vendor. The Vendor shall report to WVDOT all data gap instances and proposed solutions including timelines to correct the cause. If the cause is not related to hardware malfunction, data transmission coverage issue, or installation fault, the Vendor shall provide a

detailed report of actionable findings to the ordering agency. Reporting will occur within one (1) week of gap occurrence, in writing. Acceptable formats are .PDF, .txt, e-mail, or Word (.doc).
GoFleet Response - GoFleet confirms full compliance. During implementation and ongoing operation, GoFleet will monitor for data gaps, investigate root causes (hardware, cellular coverage, installation issues, or environmental factors), and provide written incident reports within 1 week of gap identification. Reports will include findings, corrective actions, and timelines in PDF, TXT, email, Word format as WVDOT prefers.

3.1.2.13.3 WVDOT Requirement - The GPS System Mapping shall plot and provide latitude and longitude coordinates and nearest address if available. The pinged asset location or event-based data transmission should take no longer than thirty (30) seconds to be received via the GPS Tracking System Application overlay map. The ping or event-based data transmission will locate the asset regardless of ignition status.
GoFleet Response - GoFleet confirms full compliance. MyGeotab maps display GPS coordinates (latitude/longitude) with reverse-geocoded nearest addresses. Location updates appear on maps within 30 seconds maximum latency, tracking assets continuously whether ignition is on or off, critical for monitoring parked equipment and overnight storage locations.

3.1.2.13.4 WVDOT Requirement - The GPS Tracking System Application overlay maps shall be easy to navigate for an accurate depiction of the assets daily movements. Easy navigation means web users are able to easily find and identify daily movements of assets in a consistent manner.
GoFleet Response - GoFleet confirms full compliance. MyGeotab provides intuitive map interface with zoom controls, pan functionality, vehicle clustering at high zoom levels, clickable markers for detail popups, and consistent iconography enabling users of all technical skill levels to quickly locate and review daily vehicle movements.

3.1.2.13.5 WVDOT Requirement - The GPS Tracking System Application overlay maps shall load within (10) seconds.
GoFleet Response - GoFleet confirms full compliance. MyGeotab maps load within 10 seconds using optimized map tile caching and efficient data rendering, ensuring rapid access for time-sensitive operational decisions during emergency response and winter operations.

3.1.2.13.6 WVDOT Requirement - The GPS Tracking System Application overlay maps and asset location shall be updated within thirty (30) seconds when a device condition/health check is requested via the application portal.
GoFleet Response - GoFleet confirms full compliance. When administrators trigger device health checks through MyGeotab, devices respond and update map position within 30 seconds, enabling rapid verification of non-reporting vehicles or confirmation of equipment location during operational troubleshooting.

3.1.2.13.7 WVDOT Requirement - The GPS Tracking System overlay mapping will be scalable to display individual assets up to and including a nationwide view.
GoFleet Response - GoFleet confirms full compliance. MyGeotab maps dynamically scale from individual vehicle detail to statewide West Virginia view to full nationwide perspective, supporting WVDOT's equipment operations in neighboring states and providing executives with high-level fleet distribution visualization.

3.1.2.13.8 WVDOT Requirement - The GPS Tracking System Application mapping shall include selectable views allowing District, County, Region, and Zip Code boundaries to be added individually or in groups overlaid on the map display. Asset activity associated with these boundaries will be accessible in the Application and in report generation.
GoFleet Response - GoFleet confirms full compliance. MyGeotab supports custom boundary overlays for WVDOT's 10 maintenance districts, all 55 West Virginia counties, regional groupings, and zip codes. Asset activity within these boundaries is tracked for geofence reporting, enabling district-level performance analysis and cross-boundary operational coordination critical for winter storm response.

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

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

GoFleet Response - GoFleet confirms full compliance. All MyGeotab pre-configured reports support filtering and grouping by all 16 specified parameters including asset identifiers, operator data, device information, odometer/mileage, alerts, geofences, organizational hierarchy, vehicle attributes, and custom WVDOT-defined fields, providing maximum reporting flexibility.

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

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

GoFleet Response - GoFleet confirms full compliance. MyGeotab Equipment Report provides real-time inventory of active assets with all nine required data elements, enabling WVDOT fleet managers to quickly assess current fleet deployment, operator assignments, and equipment status across all districts for operational planning and asset accountability.

3.1.2.16 GPS Tracking System Equipment Alert Reports

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

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

GoFleet Response - GoFleet confirms full compliance. MyGeotab Alert History Report captures all 10 specified alert types with timestamp, asset ID, alert description, and triggering conditions. Reports available on-demand or scheduled delivery (daily/weekly/monthly) via email, SMS, or MMS, enabling proactive fleet management and immediate response to equipment or operator issues.

3.1.2.17 GPS Tracking System Automobile Log Report

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

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

GoFleet Response - GoFleet confirms full compliance. MyGeotab Trip History Report provides all 12 required data elements per trip with clickable map links, supporting WVDOT's operational audit requirements, mileage reimbursement validation, operator accountability, and integration with AssetWorks for maintenance scheduling based on actual usage.

3.1.2.18 GPS Tracking System Usage Summary Report

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

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

GoFleet Response - GoFleet confirms full compliance. MyGeotab Activity Report aggregates all 14 usage metrics per asset for flexible time periods (1 hour to 1 year), providing comprehensive utilization analysis critical for WVDOT's fleet rightsizing decisions, budget justification, cost allocation across districts, and identification of underutilized assets for redeployment or disposal recommendations.

3.1.2.19 GPS Tracking System Activity Detail Report

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

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

GoFleet Response - GoFleet confirms full compliance. MyGeotab provides granular ping-by-ping data export with all 15 specified fields, supporting up to 1-month single requests with 1-month portal display and 2-year database retention. This detailed tracking is essential for WVDOT accident investigations, speeding enforcement, operational efficiency analysis, and documenting service delivery for public accountability and legal proceedings.

3.1.2.20 GPS System Fleet Asset Management Report

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

- **3.1.2.20.2** Days used
- **3.1.2.20.3** Ending dash odometer reading
- **3.1.2.20.4** Ending hour-meter value
- **3.1.2.20.5** Asset ID
- **3.1.2.20.6** Asset Operator ID
- **3.1.2.20.7** Year/Make/Model
- **3.1.2.20.8** VIN

GoFleet Response - GoFleet confirms full compliance. MyGeotab automatically generates monthly Fleet Summary Reports with all eight required data elements, providing WVDOT with standardized monthly utilization data for AssetWorks integration, preventive maintenance scheduling, and financial reporting to wvOASIS state accounting system.

3.1.2.21 GPS Tracking System Speeding Violation Report

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

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

GoFleet Response - GoFleet confirms full compliance. MyGeotab Speeding Report provides weekly scheduled delivery with all 13 data fields in both tabular and graphical formats, exportable as PDF and Excel. GoFleet will provide Geotab-certified technical experts for court testimony regarding data accuracy and collection methodology, with WVDOT reimbursing associated expert witness costs (travel, time, expenses) as specified.

3.1.2.22 GPS Tracking System Overnight Storage Report

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

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

GoFleet Response - GoFleet confirms full compliance. MyGeotab After Hours Report tracks where each vehicle is parked overnight with all 10 required data elements, enabling WVDOT to verify proper equipment storage at authorized facilities, identify unauthorized take-home vehicles, support fleet security, and ensure compliance with state vehicle use policies.

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

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

GoFleet Response - GoFleet confirms full compliance. MyGeotab Driver Identification Report shows operator key fob registration compliance per trip with both tabular data and graphical compliance percentage trends, available weekly scheduled or on-demand for up to 1-year historical analysis, enabling WVDOT to enforce operator accountability policies and identify non-compliance patterns.

3.1.2.25 Malfunction Indicator Lamp Report

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

- **3.1.2.25.2** VIN
- **3.1.2.25.3** Asset ID
- **3.1.2.25.4** WV DOT hierarchy
- **3.1.2.25.5** License Number
- **3.1.2.25.6** Year
- **3.1.2.25.7** Make
- **3.1.2.25.8** Model
- **3.1.2.25.9** Fuel Type
- **3.1.2.25.10** MIL status on/off
- **3.1.2.25.11** Active DTCs
- **3.1.2.25.12** Monitor status (complete/incomplete)
    - **3.1.2.25.12.1** Catalyst
    - **3.1.2.25.12.2** Fuel System
    - **3.1.2.25.12.3** Oxygen Sensors

- **3.1.2.25.12.4** Oxygen Sensors Heater
- **3.1.2.25.12.5** Secondary Air System
- **3.1.2.25.12.6** Misfire
- **3.1.2.25.12.7** Comprehensive Component
- **3.1.2.25.12.8** Exhaust Gas Recirculation System
- **3.1.2.25.12.9** Evaporative System
- **3.1.2.25.12.10** Heated Catalyst

GoFleet Response - GoFleet confirms full compliance. MyGeotab Emissions Report provides comprehensive MIL status with all 11 vehicle identification fields and 10 emissions monitor readiness indicators (catalyst, fuel system, O2 sensors, EGR, evaporative system, etc.), supporting WVDOT's fleet emissions compliance and preventive maintenance programs.

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

- **3.1.2.25.13.1** Pass
- **3.1.2.25.13.2** Fail
- **3.1.2.25.13.3** Ineligible – indicates asset not subject to BAR/CARB smog check
- **3.1.2.25.13.4** CTP indicates assets participating in the BAR/CTP program

GoFleet Response - GoFleet confirms full compliance. MyGeotab Emissions Report includes Pass/Fail status filters based on emissions monitor readiness and MIL status, with ability to tag vehicles as Ineligible (exempt from testing) or CTP participants, though West Virginia does not currently require emissions testing statewide.

3.1.2.26 GPS Tracking System Custom Reporting Requirements

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

GoFleet Response - GoFleet confirms full compliance. Custom report development is included throughout the contract term at no additional cost. GoFleet will collaborate with WVDOT to design reports meeting evolving operational needs, delivered via email or application download, scalable by all standard parameters including WVDOT's organizational and operator hierarchies. Future reporting requirements will be defined through the SOW process.

3.1.2.27 GPS System Application Program Interface (API)

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

- **3.1.2.27.2** The Application
- **3.1.2.27.3** WVDOT Fleet Management Software
- **3.1.2.27.4** ELD
- **3.1.2.27.5** WVDOT Fuel Master System

GoFleet Response - GoFleet confirms full compliance. MyGeotab RESTful APIs enable real-time bidirectional data exchange with AssetWorks Fleet Management, ELD data for hours-of-service

compliance, and Fuel Master system integration (140 fueling stations), synchronizing vehicle usage, fuel consumption, and maintenance data across platforms.

3.1.2.27.6 WVDOT Requirement - The GPS Tracking System API will provide one directional, real-time information to the Equipment Division Fleet Coordinator and WVDOT ESRI software. The Application information transfer shall be seamless, undetectable to log in users, and shall not require portal exit log out to execute. Information must be accessible to authorized fleet managers. All interface requirements will be further defined in future SOWs.
GoFleet Response - GoFleet confirms full compliance. MyGeotab APIs provide unidirectional real-time data push to ESRI ArcGIS (both Online and Enterprise 10.8.1/11.5) for GIS visualization and Equipment Division Fleet Coordinator dashboards, operating transparently without user intervention or session interruption, with access controlled via role-based permissions.

3.1.2.27.7 WVDOT Requirement - The GPS tracking system required data elements shall be collected and an ability provided to integrate those data elements via free APIs into third-party application for reporting. Third-party application could include fleet asset management software, such as AssetWorks.
GoFleet Response - GoFleet confirms full compliance. MyGeotab provides free RESTful APIs with comprehensive documentation enabling integration with AssetWorks and other third-party systems without licensing fees, supporting WVDOT's data portability and system interoperability requirements.

3.1.2.27.8 WVDOT Requirement - The GPS Tracking System shall API push available industry standard diagnostic information to the fleet management software, as required by the WVDOT.
GoFleet Response - GoFleet confirms full compliance. MyGeotab APIs push diagnostic data including DTCs, MIL status, fluid levels, tire pressure, and emissions monitor status to AssetWorks, triggering automated work orders for preventive and corrective maintenance based on vehicle condition.

3.1.2.27.9 WVDOT Requirement - The GPS Tracking System API shall push dash odometer, dash hour-meter, engine hour usage, days of use, overnight storage location, and other usage information to be determined, as needed to the WVDOT fleet management software.
GoFleet Response - GoFleet confirms full compliance. MyGeotab APIs automatically push odometer readings, hour-meter values, engine hours, utilization days, and storage locations to AssetWorks, maintaining synchronized asset data for accurate maintenance scheduling, cost accounting, and asset lifecycle management in WVDOT's authoritative fleet system.

3.1.2.27.10 WVDOT Requirement - The GPS Tracking System API shall pull asset information, such as hierarchy, year, make, model, VIN, license plate and other asset identifying information, as needed from the fleet management software.
GoFleet Response - GoFleet confirms full compliance. MyGeotab APIs pull asset master data (hierarchy, vehicle attributes, VIN, license plates, department codes) from AssetWorks, ensuring MyGeotab reflects current fleet composition as vehicles are added, transferred between districts, or retired from service.

3.1.2.27.11 WVDOT Requirement - Further GPS Tracking System data definitions, data mapping specifications, and Representational State Transfer Architecture (RESTful) services will be developed during SOW for system implementation.
GoFleet Response - GoFleet confirms full compliance. During SOW development, GoFleet will collaborate with WVDOT and AssetWorks representatives to define comprehensive data mapping specifications, field

relationships, transformation rules, and RESTful API endpoints ensuring seamless integration between all systems.

3.1.2.27.12 WVDOT Requirement - The GPS Tracking System roadmap shall be developed during the SOW for the implementation and agreed upon by the Vendor and WVDOT. The Roadmap shall include potential changes in WVDOT needs, fleet management software or need for other changes to the data definitions or RESTful services. The Vendor will be required to work with WVDOT to obtain a successful resolution to any changing needs.
GoFleet Response - GoFleet confirms full compliance. We will develop a comprehensive integration roadmap during SOW implementation outlining current integrations, planned enhancements, anticipated WVDOT system changes (e.g., AssetWorks upgrades, ArcGIS version migration), and change management processes. GoFleet commits to ongoing collaboration adapting integrations as WVDOT's technology landscape evolves.

3.1.2.27.13 WVDOT Requirement - The GPS Tracking System security and privacy of the API will meet or exceed the security and privacy requirements of the Application.
GoFleet Response - GoFleet confirms full compliance. MyGeotab APIs use identical security protocols as the web application: TLS 1.2+ encryption, OAuth 2.0 authentication, API key management, rate limiting, and audit logging, ensuring API data transfers maintain same security posture as direct user access.

3.1.2.27.14 WVDOT Requirement - The GPS Tracking System terms of service and service level for the API will be established by a collaborative team comprised of the Vendor and WVDOT and information technology groups and shall be detailed during the SOW for system implementation. The Vendor shall obtain WVDOT and Information Technology written approval prior to commencement.
GoFleet Response - GoFleet confirms full compliance. API terms of service, SLA commitments (availability, response times, data latency), and support procedures will be collaboratively defined during SOW with WVDOT IT and operations staff, documented in writing, and require formal WVDOT and IT approval before API integration deployment.

3.1.2.27.15 WVDOT Requirement - Any licensing (interface, data, code) and any policies will be provided in writing by the Vendor. The Vendor must obtain WVDOT and IT written approval prior to making commitments.
GoFleet Response - GoFleet confirms full compliance. All licensing terms (API usage rights, data ownership, code libraries), integration policies, and third-party dependencies will be documented in writing and submitted to WVDOT and IT for written approval before implementation, ensuring full transparency and contractual protection.

3.1.2.27.16 WVDOT Requirement - The GPS Tracking System Vendor shall maintain a Changelog, in writing, to be provided to WVDOT. The Changelog will include records of requests for changes from ordering agency, new version released information, changes between versions, bugs found, bug solutions, patch data, project phases, and other changes as decided by ordering agency. The Changelog will include a minimum date of change, date of ordering agency notification, bugs or errors arising from changes, and other information as needed by the WVDOT Vendor Technical Lead.
GoFleet Response - GoFleet confirms full compliance. We will maintain comprehensive written Changelog documenting all system changes, WVDOT change requests, version releases, bug fixes, security patches, project milestones, change dates, WVDOT notification dates, and post-change issues, provided regularly to WVDOT's designated Technical Lead for change tracking and configuration management.

3.1.2.27.17 WVDOT Requirement - The GPS Tracking System API shall be available twenty-four (24) hours a day, seven (7) days a week, including all holidays, unless notification is given twenty-four (24) hours in advance, for updates or upgrades to the API. The updates or upgrades to API should be completed after regular business hours of 6 AM to 5 PM Eastern Standard time. The State does not expect 100% uptime, but the level of service provided with this contract will include a twenty-four (24)-hour notice for scheduled maintenance. Maintenance should be scheduled outside normal business hours. Unanticipated downtime must be addressed within one (1) hour.
GoFleet Response - GoFleet confirms full compliance. MyGeotab APIs operate 24/7/365 with 99.9% availability. Scheduled API maintenance receives 24-hour advance notice and occurs outside 6 AM-5 PM EST business hours. Unplanned API outages receive 1-hour maximum response time with status updates to WVDOT technical contacts.

3.1.2.27.18 WVDOT Requirement - The GPS Tracking System vendor shall be required to provide end user and administrative training for WVDOT for use of the API. The vendor shall be required to provide detailed training documentation that will be used in train the trainer scenario. The vendor shall include an hourly rate for both onsite and virtual training. Pricing shall be included on Pricing Page, Exhibit A. Training needs will be defined in a future SOW.
GoFleet Response - GoFleet confirms full compliance. API training includes technical documentation, integration guides, code samples, and train-the-trainer sessions for WVDOT IT staff. Exhibit A includes hourly rates for both onsite and virtual API training. Specific training scope will be defined in SOW based on WVDOT's technical team capabilities and integration complexity.

3.1.2.27.19 WVDOT Requirement - The Vendor shall provide support for the GPS Tracking System API at no additional cost to the ordering agencies, as any other service in the contract. Technical and Application support shall be included on the Pricing Page, Exhibit A.
GoFleet Response - GoFleet confirms full compliance. API technical support is included in the monthly service fees at no additional cost, providing WVDOT IT staff with access to Geotab API specialists via phone, email, and support portal throughout the contract term.
3.1.2.27.20 WVDOT Requirement - The Vendor shall patch operating software for vulnerability, at a minimum, every thirty (30) calendar days.
GoFleet Response - GoFleet confirms full compliance. Geotab applies API security patches monthly minimum, with expedited deployment for critical vulnerabilities, maintaining API security posture consistent with application platform patching requirements.

3.1.2.27.21 WVDOT Requirement - The Vendor shall be required to complete a cloud SaaS addendum as required by the State of West Virginia. This addendum shall be signed upon contract award. A copy of the addendum is located in Exhibit C.
GoFleet Response - GoFleet confirms full compliance. We will review, complete, and execute the West Virginia cloud SaaS addendum (Exhibit C) immediately upon contract award, ensuring compliance with all state cloud computing security and data protection requirements.

3.1.2.28 GPS Tracking System Security
3.1.2.28.1.1 WVDOT Requirement - The Vendor shall have a written risk management process for data loss and data breach of servers, web application, API, devices, or asset through devices. This will be provided to WVDOT in the SOW for the implementation.
GoFleet Response - GoFleet confirms full compliance. Geotab maintains comprehensive written risk management procedures covering data loss and breach scenarios across all system components. Complete

documentation including incident response plans, data breach notification procedures, and recovery protocols will be provided to WVDOT during SOW implementation.

3.1.2.28.1.2 WVDOT Requirement - The GPS Tracking System Data Warehouse security processes, firewalls, and communication encryption shall be provided in writing in the SOW that will be developed for implementation.
GoFleet Response - GoFleet confirms full compliance. Detailed documentation of Geotab data center security architecture including multi-layer firewall configurations, intrusion detection/prevention systems, network segmentation, encryption protocols, and physical security controls will be provided in the implementation SOW for WVDOT IT review.

3.1.2.28.1.3 WVDOT Requirement - The Vendor will be required to comply with Advanced Encryption Standard 256 (AES 256) or greater for data transmissions, including ordering agency-to-server, server-to-server communication, as well as any data transfer between core systems and third-party systems wired or wireless. Unencrypted communication is permissible within a protected authorized boundary, for example, internal server-to-server communications within a protected Amazon Web Services (AWS) Virtual Private Cloud (VPC).
GoFleet Response - GoFleet confirms full compliance. All external data transmission uses AES 256-bit encryption with TLS 1.2+ for agency-to-server, server-to-server, and third-party system communications. Internal communications within Geotab's protected cloud infrastructure (AWS VPC) may use unencrypted protocols as permitted, maintaining security through network isolation and access controls.

3.1.2.28.1.4 WVDOT Requirement - The vendor will be required to adhere to the West Virginia Office of Technology Policies & Procedures (https://technology.wv.gov/policy-governance/ot-policies)
GoFleet Response - GoFleet confirms full compliance. We will review and adhere to all applicable West Virginia Office of Technology policies including security standards, data classification requirements, incident response procedures, and cloud computing guidelines, ensuring MyGeotab deployment meets state IT governance requirements.
3.1.2.28.1.5 WVDOT Requirement - The Vendor shall ensure that the physical data centers only allow access to authorized personnel.
GoFleet Response - GoFleet confirms full compliance. Geotab data centers employ physical access controls including badge readers, biometric authentication, security guards, video surveillance, and visitor logs, restricting facility access to authorized data center personnel only.

3.1.2.28.1.6 WVDOT Requirement - The Vendor shall ensure physical data centers have back up power capable of sustaining data center power needs with the ability to, at a minimum, permit restoration of data collection and user monitoring services within twenty-four hours after power failure.
GoFleet Response - GoFleet confirms full compliance. Geotab data centers feature redundant UPS systems and backup diesel generators providing continuous power during utility outages, with fuel capacity sustaining operations for extended periods and guaranteed service restoration within 24 hours of catastrophic power system failure.

3.1.2.28.1.7 WVDOT Requirement - The GPS Tracking System Application shall employ Secure File Transfer Protocol and Secure Hypertext Transfer Protocol.
GoFleet Response - GoFleet confirms full compliance. MyGeotab uses HTTPS (Secure HTTP) with TLS 1.2+ for all web communications and SFTP (Secure File Transfer Protocol) for bulk data transfers, ensuring encrypted data transmission for all user interactions and file exchanges.

3.1.2.28.1.8 WVDOT Requirement - The vendor shall audit its own security policies and procedures at least yearly and update/upgrade as technology advances. The vendor shall provide a copy of the annual audit at no cost. The data contained in the annual report will be certified by the Vendor for accuracy.
GoFleet Response - GoFleet confirms full compliance. Geotab conducts annual security audits including SOC 2 Type II certification, penetration testing, and vulnerability assessments. GoFleet will provide WVDOT with annual security audit summaries and certifications at no cost, certified for accuracy by Geotab security leadership.

3.1.2.28.1.9 WVDOT Requirement - The vendor will ensure all data will be backed up daily. All data backups will be restored and tested annually to ensure that the backups' data integrity is preserved. The vendor must coordinate with the agency the test validation and provide the results of the validated restore.
GoFleet Response - GoFleet confirms full compliance. Geotab performs daily automated backups with annual restore testing to verify data integrity. GoFleet will coordinate annual backup validation testing with WVDOT, providing documented test results confirming successful data restoration and integrity verification.

3.1.2.28.1.10 WVDOT Requirement - The GPS System asset data shall be securely encrypted during transmission from the embedded or aftermarket device and transmitted via cellular and satellite network, or combination of data transmission services to the Vendor's owned data warehouse. The vendor shall provide data in the event WVDOT decides to provide cloud storage in a State operated environment.
GoFleet Response - GoFleet confirms full compliance. All data transmission from Geotab devices to MyGeotab data warehouse uses encrypted cellular (AES 256) and satellite communications. If WVDOT implements state-operated cloud storage, Geotab APIs will push encrypted data to WVDOT's environment, maintaining data sovereignty while preserving security.

3.1.3 Training

3.1.3.1 WVDOT Requirement - Manufacturers and/or dealers will be required to stage a thorough seminar about Preventative Maintenance, Operator, and Mechanic Training. To keep operators and mechanics updated, the successful vendor shall conduct training sessions covering the operation, maintenance, troubleshooting with each purchase order against this open-ended contract. Manufacturers and/or dealers shall be required to furnish the Training Academy with one (1) Operator's Manual to be shipped directly to: WVDOH Training Academy, P.O. Box 610, Buckhannon, West Virginia 26201. Prior to delivery of the pilot unit. Training seminar to be held at the WVDOT, Equipment Division, Buckhannon, WV 26201.
GoFleet Response - GoFleet confirms full compliance. We will conduct comprehensive training seminars at WVDOT Equipment Division in Buckhannon covering preventative maintenance (device health monitoring, firmware updates), operator training (key fob usage, MyGeotab mobile app), and mechanic training (device installation, troubleshooting, DVIR functionality). Training will be provided with each purchase order throughout the contract term to accommodate new personnel and fleet expansions. GoFleet will deliver one complete Operator's Manual (Geotab GO9/GO Rugged user guide, MyGeotab platform documentation, and GoFleet quick reference materials) to WVDOH Training Academy at the Buckhannon address prior to pilot unit delivery, supporting train-the-trainer programs for WVDOT's 10-district organization.

3.1.4 Warranty and Service Policy:

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

GoFleet Response - GoFleet confirms full compliance. All Geotab hardware (GO9, GO9 Rugged, IOX-WRKS, IOX-NFC readers, cameras, and accessories) includes Geotab's standard 2-year manufacturer warranty covering defects in materials and workmanship. Complete warranty breakdown by component will be provided in Exhibit A. WVDOT employees can file warranty claims directly with Geotab via phone (1-877-436-8221) or online warranty portal (geotab.com/warranty), receiving replacement devices shipped directly to WVDOT facilities. GoFleet will provide warranty claim assistance and expedite processing as needed throughout the contract term.

3.1.5 Customer Support/Software Support

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

GoFleet Response - GoFleet confirms full compliance. WVDOT will have access to dedicated support channels: Primary phone (GoFleet dedicated line to be provided), secure online ticket portal, and primary support email (support@gofleet.com), ensuring multiple contact methods for technical assistance and account management with direct access to GoFleet's support team.

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

GoFleet Response - GoFleet confirms full compliance. GoFleet provides 24/7/365 support via phone, live chat, and email with guaranteed maximum 1-hour initial response time for all inquiries, ensuring continuous support for WVDOT's round-the-clock winter operations and emergency response activities.

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

GoFleet Response - GoFleet confirms full compliance. Support technicians can remotely access MyGeotab accounts (with WVDOT permission) to diagnose issues, adjust configurations, perform device health checks, push firmware updates, and resolve software problems without requiring physical site visits, minimizing downtime.

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

GoFleet Response - GoFleet confirms full compliance. When bugs or system issues are identified, GoFleet support provides immediate workaround solutions to maintain operational continuity while permanent fixes are developed and deployed, ensuring WVDOT's fleet operations are not disrupted during issue resolution.

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

GoFleet Response - GoFleet confirms full compliance. GoFleet's secure customer portal provides integrated ticket tracking system, live chat support, secure file upload for diagnostics/screenshots,

account management tools, and complete support history accessible 24/7 with encrypted HTTPS connections.

3.1.5.6 WVDOT Requirement - The vendor must be available "On Call" basis in case of emergencies after normal business hours. Vendor must provide emergency services in the event of a system failure or any emergency. The Agency is a 24 hour per day/7 day a week operation; as a result, the system is always operational. The Vendor will be authorized to bill for emergency services based on the hourly rate in Exhibit A Pricing Page. Any work performed on an emergency basis must be approved and coordinated by Agency personnel.
GoFleet Response - GoFleet confirms full compliance. GoFleet provides on-call emergency support 24/7/365 for system failures or critical issues requiring immediate attention outside normal business hours. Emergency professional services will be billed at the hourly rate specified in Exhibit A only after pre-approval and coordination with designated WVDOT personnel, ensuring cost control while maintaining emergency response capability for WVDOT's continuous operations.

3.1.5.7 WVDOT Requirement - Vendor must be capable of providing an onsite resource within twenty four (24) hours of request for onsite assistance. This is necessary in emergency situations due to the critical nature of our Agency.
GoFleet Response - GoFleet confirms full compliance. GoFleet maintains regional service capabilities and can deploy certified technicians onsite to WVDOT facilities within 24 hours of emergency request, providing hands-on troubleshooting, device replacement, or system diagnostics for critical issues that cannot be resolved remotely, supporting WVDOT's mission-critical operations.

4. About GoFleet Corporation

GoFleet Corporation was established in 2010 and specializes in delivering comprehensive, integrated fleet management solutions, including telematics, maintenance, and process optimization, for clients across the United States and Canada. Located in Mississauga, we pride ourselves on being a value-added solution provider and integrator. Our team consists of engineers, software developers, dedicated support staff, and account managers, all working to ensure lasting success for our customers.

GoFleet Corporation works in partnership with its direct distributor, Geotab Inc. to design, distribute, and support fleet telematics solutions to customers across North America. GoFleet has had great success within the public sector with the **Department of Homeland Security** choosing Geotab as their tracking solution.

Geotab is the **world's leading telematics provider**, with over 4**,000,000+** active devices deployed worldwide and the most telematics solutions sold from 2013 to 2019.

Under the distributor agreement with Geotab, GoFleet is the proponent who manages the **direct relationship** with the customer with regard to installation, ongoing integration with 3rd party software applications, and first level of support through its qualified engineers or support representatives. Geotab manages the warranties, quality, tier 2 level support, and ongoing development of hardware and software associated Geotab products.

Designed to Evolve with your Organization

GoFleet employees utilize proactive controls and strategies to ensure we help you solve business challenges with our telematics technologies and ensure lasting success with proactive management strategies.

GoFleet Software Development Team

GoFleet manages its own 26-person **in-house development team**, which is a crucial aspect of our organization that adds a great amount of value and sets us apart from our competitors. In order to achieve consistent innovation, approximately 15% of our budget is spent with this team. **With our software development team, GoFleet is not simply another Geotab reseller.**

The **key strength** that enables us to offer our customers that our competitors are unable to match is that we can **customize our telematics solution according to exactly what our customers require**. We provide unparalleled, exclusive solutions developed around your pain areas and top business priorities. GoFleet can build unique, functional features directly into the existing Geotab solution through an open API.

We also hold extensive experience assisting businesses optimize workflow processes and utilizing asset management software (**e.g. AssetWorks, ESRI ArcGIS)** by integrating third party platforms into MyGeotab.

GoFleet out of the box applications include, but are not limited to:

- ESRI ArcGIS Integration (**Geotab 2 ArcGIS**) status
- Tracking applications for non-motorized assets (Solar Trax, Trailer Trax, GoBeacons)
- Live-Streaming Fleet Camera Integration

- Route deviation monitoring and completion status (Winter Maintenance)
- Smartphone tracking/workforce management mobile applications
- Custom map link sharing tool/Compliance Map (Public Map Share)

We provide the following services -

- **Fleet Marketplace Apps**

We provide a wide range of business focused applications that can easily be integrated with your existing fleet management software.

- **3rd Party Software Integration**

GoFleet provides a wide range of cloud and system integration services. Whether open source, proprietary, or custom built, our developers can get all your technology platforms working together as one.

- **Custom Application Development**

We work with you to conceptualize, design, build, and maintain custom applications that run on any device. Our one-of-a-kind solutions aim to help you increase business efficiency.

- **Mobile App Development**

When it comes to mobile apps, we take care of everything from design to development. Our team has what it takes to make your fleet or field service app dreams into a reality.

- **Software Consulting Services**

Our highly skilled and certified software consultants work directly with you to bring your concept to life. From design to development and implementation you're included every step of the way.

- **Hardware Integration**

We take existing hardware and create customized software to fit your exact needs, or we can combine existing hardware and software into one software platform.

Our company is composed of a team of individuals who have spent years in the fleet telematics industry and are adept at finding the right solution for helping companies reach their goals.

5. Case Studies

5.1 Case Study: Nevada Department of Transportation (NDOT)

The Nevada Department of Transportation (NDOT) manages over **5,400 miles of state highways** and **1,000+ bridges**, with an annual budget exceeding **$1.5 billion** and a workforce of over **2,000 employees**. NDOT faced several critical challenges, including high life-cycle costs, driver safety issues, and a lack of integrated, actionable data. GoFleet collaborated with Geotab to provide a tailored AVL and telematics solution to address these challenges effectively.

Challenges Faced by NDOT

- **Life-Cycle Costs**: Inefficient monitoring and high maintenance expenses for vehicles and equipment.
- **Driver Safety**: Difficulties in managing risky driving behaviors, identifying potential hazards, and enforcing safety compliance.
- **Data Limitations**: Lack of cohesive data integration and availability hampered informed decision-making and operational coordination.

Solution Implemented

GoFleet delivered a robust telematics solution with phased deployment across NDOT's nine districts, including Reno, Carson City, and Las Vegas. Key components of the implementation include:

- **Equipment Installation**:
  - 150+ winter operations vehicles equipped with AVL, roadwatch sensors, and spreaders/plows.
  - 1,400+ light fleet vehicles outfitted with AVL systems.
  - 300+ camera systems and 850+ Wi-Fi hotspots deployed.
- **System Integration**: Six integrations with Geotab to align with NDOT's existing systems.
- **Custom Training Programs**: Training tailored to specific user roles to increase system adoption and ensure effective use across all departments.

Phased Implementation Approach

- **Pre-Pilot Phase**:
  - Conducted multiple demonstrations to secure stakeholder buy-in.
  - Participated in board meetings to gain budget approval.
- **Pilot Phase**:
  - Identified potential challenges and tested solutions on a smaller scale to ensure scalability.
  - Addressed operational risks to pave the way for full deployment.
- **Full Implementation**:
  - Twelve installers worked in parallel to complete installations across nine districts in just six months.
- **Customized Dashboards and Reporting**:
  - Provided NDOT with configurable dashboards and data visualizations tailored to user needs.
  - Enabled real-time tracking of KPIs and operational insights.

Results Delivered

GoFleet's solution delivered measurable improvements for NDOT:

- **Cost Reductions**: Achieved through proactive vehicle health monitoring, predictive maintenance, and reduced equipment downtime.
- **Enhanced Safety**: Promoted safer driving practices, reduced accident risks, and ensured compliance with safety regulations.
- **Data Access and Integration**: Seamless integration allowed NDOT to access real-time data and generate actionable insights, fostering collaboration and improving decision-making.

- **Operational Efficiency**: Customized reporting and dashboards streamlined monitoring and improved resource allocation, enhancing fleet performance across all districts.

5.2 Case Study: Oregon Department of Transportation (ODOT)

The Oregon Department of Transportation (ODOT) is responsible for planning, constructing, and maintaining the transportation network across Oregon. With a mission to provide a safe and reliable transportation system, ODOT serves 15 districts, over 4,000 employees, and multiple communities. However, ODOT faced challenges in managing winter operations and fleet visibility, prompting the need for a robust telematics solution.

Challenges Faced by ODOT

- Insight into Winter Operations: ODOT lacked accurate data on solid and liquid application rates for de-icing materials, leading to issues such as overuse, unnecessary costs, and compromised road safety.
- Fleet Visibility: Inadequate monitoring of vehicle status, maintenance schedules, and driver behavior hindered preventive maintenance and safety efforts.

Solution Implemented

GoFleet, in collaboration with Geotab, delivered a comprehensive telematics system to address ODOT's challenges. The solution included:

- Equipment Installation:
  - Installed telematics systems on 130 winter operations vehicles (spreaders, plows, and sensors) and 800 light/AVL fleet vehicles across 90 locations in five regions.
  - Sensors tracked plow status and material usage, providing real-time operational insights.
- System Integration: Successfully integrated Geotab with AssetWorks to streamline workflows and improve resource management.
- Custom Training Programs: Tailored training for diverse user roles to ensure effective adoption and maximize system usage.
- Expansion Scope: Implemented telematics on an additional 1,000+ vehicles, demonstrating ODOT's trust in GoFleet's capabilities.

Phased Implementation Approach

- Showcase Solution: Conducted proof-of-concept (POC) sessions to demonstrate the telematics system's value and gain stakeholder approval.
- Solution Validation: Optimized installations by grouping vehicles near each other, validated system functionality, and adjusted the implementation based on stakeholder feedback.
- Full Implementation: Reduced installation costs by clustering installations, integrated AssetWorks, and deployed the solution efficiently across all regions.
- Customized Dashboards and Reporting: Provided flexible data visualizations and dashboards tailored to user needs, enabling real-time tracking of KPIs and insights.

Results Delivered

- Operational Insights: ODOT gained visibility into winter operations by tracking plow status and optimizing material usage, improving road safety and reducing costs.
- Enhanced Fleet Visibility: Improved vehicle monitoring enabled efficient maintenance planning and increased fleet safety.
- Streamlined Data Access: GoFleet ensured seamless integration with other applications, enabling better collaboration and data-driven decision-making.

GoFleet's partnership with ODOT demonstrates its ability to deliver scalable, impactful telematics solutions tailored to government and transportation agencies, ensuring improved efficiency, safety, and operational transparency.

6. General Terms and Conditions Acceptance

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) Subal Saini

(Address) 2355 Skymark Ave 1st Floor, Mississauga, ON L4W 4Y6

(Phone Number) / (Fax Number) P: +1-647-260-5425

(email address) subalsaini@gofleet.com

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

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

GoFleet Corporation
(Company)

(Signature of Authorized Representative)
Name: Subal Saini | Title: Proposal Manager | Date 11th December 2025
(Printed Name and Title of Authorized Representative) (Date)
P: +1-647-260-5425
(Phone Number) (Fax Number)
subalsaini@gofleet.com
(Email Address)

7. Software as a Service Addendum

7.1 Appendix A

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

Name of Service Provider/Vendor: GoFleet Corporation_____

Name of Agency: GoFleet Corporation_____

Agency/public jurisdiction's required information:

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

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

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

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

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

   Name: Janet Njoku
   Email address: janetnjoku@zenduit.com

Vendor/Service Provider's required information:

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

   Email address: subalsaini@gofleet.com

   Phone Number: 647-260-5425

8. Addendum Acknowledgement Form

8.1 Addendum 1

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ DOT2600000037

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

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

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

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

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

GoFleet Corporation
Company

Authorized Signature

11th December 2025
Date

8.2 Addendum 2

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ DOT2600000037

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[ ]	Addendum No. 5	[ ]	Addendum No. 10

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GoFleet Corporation
Company

Authorized Signature

11th December 2025
Date

8.3 Addendum 3

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ DOT2600000037

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GoFleet Corporation
Company

Authorized Signature

11th December 2025
Date

8.4 Addendum 4

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ DOT2600000037

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

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

Addendum Numbers Received:
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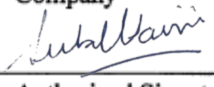
GoFleet Corporation

Company



Authorized Signature

16th December 2025

Date

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

9. Customer Support

At GoFleet, we understand that the success of any fleet management solution lies not only in its initial implementation but also in the ongoing support and service that accompanies it. Our robust support capabilities are designed to ensure that **WVDOT** fleet management operations are smooth, efficient, and continuously optimized for performance. Here's a detailed overview of the extensive support services we provide:

9.1 24x7 Multi-Channel Support Access

Recognizing the diverse needs of our clients, we offer multiple channels for accessing support. This ensures that you can reach us in the manner that best suits your immediate needs:

Phone Support:

- **Immediate Assistance:** Our dedicated support hotline is staffed by knowledgeable representatives who are available to provide immediate assistance for urgent issues. Whether you need technical support, have questions about system functionality, or require urgent troubleshooting, our phone support is there to offer real-time solutions.
- **Proactive Communication:** In addition to reactive support, our team may reach out proactively to ensure that your systems are running smoothly and to address any potential issues before they escalate.

Email Support:

- **Detailed Queries:** For more complex inquiries or issues that require detailed explanations, email support provides a convenient option. Our team is responsive and ensures that each email is addressed promptly, providing comprehensive solutions or detailed guidance.
- **Tracking and Documentation:** Email communication also serves as a documented record of your interactions with our support team, making it easier to track the resolution of ongoing issues.

Live Chat:

- **Instant Access:** Our live chat feature offers quick and easy access to support for less complex or time-sensitive queries. It's a great way to get real-time help while working through minor issues or when you need a quick answer to keep your operations moving smoothly.
- **Interactive Support:** Through live chat, our representatives can guide you through troubleshooting steps interactively, ensuring that issues are resolved efficiently without the need for prolonged downtime.

9.2 Customer Service Values

Our approach to customer service is rooted in a deep commitment to building meaningful and long-lasting relationships with our clients. We believe that every interaction should reflect our core values of empathy, professionalism, and a genuine desire to help. Here's how we deliver on these values:

- **Personalized Support:** We understand that each client's needs are unique. Our support team takes the time to understand your specific challenges and tailors solutions to meet your exact requirements. This personalized approach ensures that you receive the most relevant and effective support for your operations.
- **Empathy and Understanding:** We prioritize a customer-centric approach, ensuring that our support team listens carefully to your concerns and works diligently to address them. We strive to not only resolve your issues but also to alleviate any stress or frustration you may experience during the process.

- **Proactive Engagement:** Beyond just responding to issues, we aim to anticipate potential challenges and offer proactive advice and solutions. This includes regular check-ins, system health monitoring, and recommendations for optimizing your fleet management processes.

9.3 Comprehensive Resources

To empower **WVDOT** team with the tools and knowledge needed to independently manage the system, we provide access to an extensive range of resources:

- **Knowledge Base:** Our online knowledge base is a rich repository of information, including detailed product manuals, step-by-step support articles, and instructional videos. These resources are designed to help you quickly find answers to common questions, troubleshoot issues, and maximize the functionality of your system.
- **24/7 Support Portal:** Throughout the project and beyond, the **WVDOT** will have access to comprehensive support through our dedicated portal at support.gofleet.com. This platform is available 24/7 and provide a wide range of resources, including technical support, installation guides, troubleshooting tips, and direct access to our support team. Whether it's during installation, configuration, or everyday use, our portal ensures that help is always just a click away, enabling the **WVDOT** to resolve issues quickly and keep their operations running smoothly
- **Training Videos:** We offer a library of training videos that cover various aspects of system use, from basic navigation to advanced features. These videos are an excellent resource for onboarding new users or refreshing the knowledge of existing staff.
- **Frequently Asked Questions (FAQs):** Our FAQs section addresses common queries, providing quick answers to help you resolve issues without needing to contact support. This self-service option is particularly useful for resolving minor issues or learning more about specific system features.

9.4 Ongoing Support and Training

Our commitment to your success extends far beyond the initial setup and implementation of our system. We provide ongoing support to ensure that your system remains fully functional and continues to meet your evolving needs:

Post-Go-Live Support:

- **Continuous Assistance:** After the system goes live, our support team remains available to assist with any challenges that arise. This includes troubleshooting, system performance monitoring, and answering any questions you may have as you begin to use the system in a live environment.
- **System Updates and Maintenance:** We regularly release updates to enhance system functionality, improve security, and introduce new features. Our support team assists with these updates, ensuring they are applied smoothly without disrupting your operations.

Training and Knowledge Transfer:

- **Ongoing Training:** As your organization evolves, so too do your training needs. We provide continuous training sessions to ensure that your team stays up-to-date with the latest system features and best practices. This includes training for new staff members and refresher courses for existing users.
- **Knowledge Transfer:** We ensure that all critical knowledge about system operation, maintenance, and troubleshooting is effectively transferred to your internal teams. This empowers your staff to handle routine issues independently, reducing reliance on external support.

Proactive System Management

To ensure that your fleet management system continues to operate at peak efficiency, we engage in proactive system management practices:

- **System Health Monitoring:** We monitor the health of your system to detect and address potential issues before they impact your operations. This includes regular performance checks, data integrity audits, and system optimization.
- **Regular Business Reviews:** We conduct monthly customer success reviews to assess fleet health, review business objectives, and address any escalations. These reviews provide an opportunity to align our support services with your evolving business needs, ensuring that you continue to derive maximum value from your investment.
- **Annual Contract and Business Review:** We also offer an annual review to measure progress against your strategic roadmap and department objectives. This comprehensive review helps identify areas for improvement, potential upgrades, and new opportunities to enhance your fleet management capabilities.

Our support capabilities are designed to provide WVDOT with the confidence and assurance that our system will deliver consistent performance and value. From multi-channel support access to ongoing training and proactive system management, we are committed to ensuring that your fleet operates efficiently and effectively, with minimal disruptions and maximum support at every step.

10. Why GoFleet

GoFleet offers a comprehensive, state-of-the-art fleet management solution that meets and exceeds the specific requirements set forth in **RFQ No. 0803 DOT2600000037**. With our expertise, innovative technology, and track record of success in managing government fleets, GoFleet is uniquely positioned to provide WVDOT with the most effective telematics solution.

Proven Expertise in Fleet Management for Government Agencies

GoFleet has a long history of delivering high-performance fleet management solutions to state and municipal agencies across North America, including the **Department of Transportation (DOTs)**. Our track record includes **successful deployments** in regions with harsh winter conditions, such as:

- **Oregon DOT (ODOT)**: 1,500+ vehicles, including snowplows, with **real-time winter operations monitoring** and **integration with AssetWorks** for maintenance management.
- **Nevada DOT (NDOT)**: Integrated **Geotab systems** into their fleet for real-time tracking and **operational data collection**, improving winter response times and vehicle uptime.
- **San Antonio Water System (SAWS)**: Deployed for **vehicle utilization tracking** and **fuel management**, resulting in **over $500,000 in fuel savings** annually.

GoFleet's experience in supporting **state agencies** and **municipalities** provides the expertise needed to meet WVDOT's unique challenges, including **winter operations management**

Winter Operations Expertise

Managing winter operations is a critical aspect of **WVDOT's fleet**, especially for snow removal, salt/brine distribution, and plowing. GoFleet's solution is specifically designed to optimize **winter operations**, saving WVDOT significant time and money.

- **Salt/Brine Usage Optimization**: The **IOX WRKS expansion module** enables the **monitoring of material usage**, optimizing salt and brine distribution, and reducing waste by up to **25%**, ensuring both cost savings and environmental compliance.
- **Real-Time Winter Operations Monitoring**: GoFleet integrates **spreader control** and **plow position tracking**, providing **live updates** on snowplow activity, material application, and route progress, helping WVDOT improve response times and resource allocation during winter storms.
- **Video Monitoring**: Integration with **Nextbase dash cameras** and **Surfsight AI-12 cameras** provides **live video feeds**, ensuring WVDOT has detailed documentation of winter operations for public accountability, reporting, and reducing liability risks.

This winter-specific functionality makes GoFleet's solution an ideal fit for WVDOT's unique operational challenges during the winter months.

Advanced Fleet Management Technology: Geotab Integration

GoFleet's fleet management solution is powered by **Geotab**, a leading provider of telematics devices known for their accuracy, scalability, and reliability. Our solution integrates **Geotab GO9** and **GoRugged devices**, which are designed for both **light-duty** and **heavy-duty** vehicles, providing WVDOT with a versatile, robust, and scalable fleet management system.

- **Geotab GO9**: Ideal for light-duty vehicles, providing **GPS tracking**, **vehicle diagnostics**, and **driver behavior monitoring**. Real-time data helps WVDOT optimize route planning and improve driver safety.
- **Geotab GoRugged**: Specifically designed for **heavy-duty vehicles** like snowplows and graders, **GoRugged** withstands extreme environments and provides the same advanced tracking and diagnostic capabilities as the GO9, ensuring **uninterrupted operations in tough weather conditions**.

Geotab's cloud-based platform enables **real-time insights** into vehicle location, diagnostics, and performance, ensuring WVDOT can effectively manage its fleet across a large geographic area.

Seamless Integration with WVDOT's Existing Systems

GoFleet understands that WVDOT relies on a number of **legacy systems**, such as **AssetWorks**, **Fuel Master**, **dTIMs**, and **wvOASIS**. Our solution is built for **easy integration** with these existing systems, ensuring that fleet data flows seamlessly across platforms without disruption.

- **Bidirectional Data Integration**: GoFleet's telematics solution integrates with **existing WVDOT infrastructure**, ensuring that all systems work cohesively, including data from fuel management systems, maintenance management systems, and financial systems.
- **Custom Reporting**: GoFleet provides **unlimited custom reports** at no additional cost, which means WVDOT can easily generate detailed insights on **vehicle utilization**, **fuel consumption**, and **maintenance trends**, allowing for better forecasting and decision-making.

This **integration capability** reduces manual data entry, eliminates data silos, and ensures a more efficient operation.

Enhanced Reporting and Analytics for Data-Driven Decisions

Our **GoFocus dashboard** offers WVDOT real-time access to **key fleet performance metrics**. Whether it's **fuel usage**, **engine diagnostics**, **driver behavior**, or **maintenance schedules**, WVDOT will have the data they need to make informed decisions about fleet operations.

- **Customizable Dashboards**: WVDOT can configure dashboards to track the specific metrics that matter most to their operations, such as **winter fleet performance**, **maintenance needs**, and **fuel usage**, helping them manage resources more effectively.
- **Data-Driven Decision Making**: GoFleet provides **detailed analytics** to help WVDOT improve fleet performance, reduce costs, and optimize asset utilization, resulting in more efficient operations.

Robust Security and Compliance

Data security is a top priority for **GoFleet**. Our telematics solution adheres to the highest security protocols to ensure the protection of **WVDOT's sensitive fleet data**. We understand the importance of maintaining compliance with both **state** and **federal regulations**, particularly for government agencies like **WVDOT**, and our solution is designed to meet those rigorous standards.

- **End-to-End Encryption**: Our solution uses **AES 256-bit encryption** to secure data both during transmission and at rest. This ensures that all sensitive information related to fleet performance, location data, and driver behavior is protected from unauthorized access, whether it's being sent over the network or stored in the cloud.

- **Compliance with Data Regulations**: GoFleet's system is fully compliant with **state** and **federal privacy regulations**, including the **General Data Protection Regulation (GDPR)** and the **California Consumer Privacy Act (CCPA)**, ensuring that **WVDOT's data** is handled securely in accordance with the highest industry standards. Our platform ensures that fleet data is securely stored, managed, and shared only with authorized personnel, adhering to data protection laws.

- **Geotab's FedRAMP Certification**: The **Geotab solution** powering GoFleet's telematics system is **FedRAMP certified**, which means it meets the **Federal Risk and Authorization Management Program** (FedRAMP) standards for secure cloud services. **FedRAMP** is a rigorous government certification program that evaluates and ensures that cloud-based services meet the highest security standards required for handling sensitive federal data. By utilizing Geotab's **FedRAMP certified solution**, WVDOT can be assured that its fleet management data is stored and processed in a cloud environment that adheres to stringent security controls, offering a high level of **data integrity**, **confidentiality**, and **availability**.

The **FedRAMP certification** ensures that Geotab's cloud infrastructure, where WVDOT's fleet data will be hosted, undergoes regular security assessments, vulnerability scans, and continuous monitoring. This provides WVDOT with a **secure, compliant solution** that mitigates the risk of data breaches and meets the **federal security requirements** for government data management.

Comprehensive Support and Training

GoFleet is committed to providing unparalleled customer support, ensuring WVDOT's fleet operates at peak performance. Our support offerings include:

- **24/7 Technical Support**: GoFleet provides around-the-clock support to ensure WVDOT's fleet management system runs smoothly.
- **On-Demand Training**: GoFleet offers ongoing **training** for fleet managers, drivers, and technicians, ensuring full utilization of the system's capabilities.
- **On-Site Support**: In the event of critical issues, GoFleet ensures **on-site support within 24 hours** to minimize downtime and ensure continued fleet operations.

Proven Return on Investment (ROI)

Long-Term Financial Benefits

With **GoFleet's transparent pricing model**, WVDOT will not only see immediate savings but also experience **sustained financial benefits** and **long-term operational efficiencies**. Our comprehensive fleet management solution provides continuous value that evolves over time, enabling WVDOT to maintain a **well-managed and cost-effective fleet** while ensuring that the investment continues to pay off throughout the contract period.

- **Fuel Consumption Reduction**
  By leveraging **real-time data** on **fuel usage** and **driver behavior**, GoFleet helps WVDOT optimize driving practices, route planning, and vehicle performance. This reduces **fuel wastage** and ensures that fuel is used more efficiently across the entire fleet. Over time, these fuel savings can accumulate, leading to **substantial reductions in overall fuel expenditure**, which will contribute to long-term cost savings. With improved **route optimization**, drivers can avoid idling, reduce travel time, and ensure that vehicles are used in the most efficient way possible.

- **Proactive Maintenance and Reduced Repair Costs**
  GoFleet's **vehicle diagnostics** and **proactive maintenance alerts** ensure that maintenance is performed **before minor issues escalate into expensive repairs** or unscheduled downtime. By providing real-time insights into vehicle health, the system allows WVDOT to plan and execute maintenance more effectively, avoiding costly breakdowns and improving vehicle uptime. **Preventative maintenance** not only reduces emergency repair costs but also extends the lifespan of fleet vehicles, leading to long-term savings and a reduced need for frequent vehicle replacements.

- **Improved Labor Productivity and Efficiency**
  GoFleet's fleet management solution enhances **driver efficiency** through **real-time performance monitoring**, including **speeding violations**, **harsh braking**, **idling**, and **route optimization**. By reducing inefficiencies and ensuring drivers follow optimized routes, WVDOT can minimize unnecessary overtime and **improve workforce productivity**. The solution also helps streamline **fleet scheduling**, allowing for better coordination between drivers and vehicles. These improvements lead to reduced labor costs, as drivers will spend less time idling and more time on the road, improving overall fleet utilization.

- **Lower Administrative Costs**
  GoFleet's **customized reporting** and **automated data collection** streamline administrative tasks

for WVDOT. The system eliminates the need for manual data entry, reducing the time and effort spent on paperwork and reporting. Fleet managers can easily generate detailed **performance reports**, **fuel usage summaries**, and **maintenance histories**, saving valuable administrative time and resources. This increase in operational efficiency ensures that WVDOT's team can focus on strategic fleet management activities rather than administrative overhead.

- **Scalable and Future-Proof Solution**
  GoFleet's solution is **scalable** and adaptable, meaning that as WVDOT's fleet grows or its operational needs change, the system can be easily expanded and customized to meet new requirements. Whether adding more vehicles or integrating with other systems, GoFleet ensures that WVDOT's fleet management infrastructure can grow without requiring a complete overhaul. This **future-proof** approach allows for **long-term financial sustainability**, as the system can be adapted to meet evolving demands without incurring significant additional costs.

- **Environmental and Regulatory Compliance**
  GoFleet's fleet management solution also helps WVDOT ensure compliance with **environmental regulations** by optimizing **fuel usage** and reducing **greenhouse gas emissions**. By adopting best practices for fuel efficiency and vehicle performance, WVDOT not only cuts operational costs but also contributes to sustainability goals. This environmental efficiency can lead to potential savings or incentives, especially in areas where emissions reductions are rewarded through government programs.

- **Predictable Budgeting and Long-Term Cost Control**
  With GoFleet's **fixed pricing model**, WVDOT can expect **predictable costs** for the duration of the contract, eliminating concerns about unexpected price increases. This pricing structure includes all necessary **hardware**, **software**, **maintenance**, and **support** services, allowing for **budget stability** over the contract period. With **no hidden fees** and a clear understanding of ongoing costs, WVDOT can make informed financial decisions and allocate resources effectively, ensuring long-term fiscal responsibility.

Maximizing ROI for WVDOT

In addition to these immediate financial benefits, **GoFleet's solution** ensures that WVDOT will see an ongoing **return on investment** (ROI) as the system is continuously optimized, offering a high level of value year after year. The combination of **fuel savings**, **maintenance reductions**, **labor efficiency**, and **administrative cost savings** provides WVDOT with a **comprehensive, long-term financial benefit** that extends well beyond the initial implementation.

With GoFleet, WVDOT will achieve **sustained savings**, maintain **cost-effective operations**, and enjoy **operational efficiencies** that continue to grow over time, ensuring that fleet management remains both efficient and budget-friendly for years to come.

Conclusion: Why GoFleet?

- **Proven Expertise**: GoFleet has successfully deployed telematics systems for **state DOTs**, **municipal fleets**, and **government agencies** with measurable results.
- **Comprehensive, Flexible Solution**: Our **Geotab-based solution** meets WVDOT's specific requirements for winter operations, real-time tracking, and integration with existing systems.

- **Robust Reporting and Analytics**: Our powerful analytics tools enable **data-driven decision-making** for optimal fleet management.
- **Comprehensive Support**: GoFleet provides **24/7 support**, **customized training**, and **on-site assistance** to ensure WVDOT's fleet runs smoothly at all times.
- **Proven ROI**: GoFleet's solution delivers significant **cost savings**, improving **fuel efficiency**, **maintenance management**, and **labor productivity**.

By selecting GoFleet, WVDOT will have a reliable, secure, and scalable fleet management solution that not only meets but exceeds its operational goals. We look forward to the opportunity to collaborate with WVDOT and help optimize its fleet management operations.

Exhibit A - Pricing Page

CRQM DOT26*21 WINTER FLEET MANAGEMENT

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

3.2 Basic Fleet Management (or equal)	Plan or Feature Description	Unit of Measure	SKU	QTY	Unit Price	Extended Price	YEAR TWO	YEAR THREE	YEAR FOUR
GO Device Bundles with Installation or equal									
Basic Fleet Management	Geotab GO9 or GR9 telematics, Proplus plan, universal harness, standard installation (as defined below), and training or equal, Part# Proplus Plan or equal.	EA	GO Plan	3,000	$ 15.38	$ 46,140.00	$ 46,140.00	$ 46,140.00	$ 46,140.00
Includes (1) of the following:									
	Geotab GO9 telematics device,Part# GO9-LTEATTA or equal	EA	GO9-LTEATTA	3,000	$ -	$ -	$ -	$ -	$ -
	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal	EA	GO9-LTEVZWA	3,000	$ -	$ -	$ -	$ -	$ -
	Geotab GO Rugged 9 telematics devicePart# GR9-LTEATTA or equal	EA	GR9-LTEATTA	3,000	$ -	$ -	$ -	$ -	$ -
	OBDII extension cable pack for GO devicesPart #HRN-BS16S4 or equal	EA	HRN-BS16S4	3,000	$ -	$ -	$ -	$ -	$ -
	Custom 3-Wire harnass kit. the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal	EA	HRN-CW03KW	3,000	$ -	$ -	$ -	$ -	$ -
	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal	EA	HRN-DS06S4	3,000	$ 35.00	$ 105,000.00	$ -	$ -	$ -
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part#HRN-DS06T2 or equal	EA	HRN-DS06T2	3,000	$ -	$ -	$ -	$ -	$ -
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part#HRn-GR09K1 or equal	EA	HRn-GR09K1	3,000	$ -	$ -	$ -	$ -	$ -
	connector kit includes a 9-pin T-harnass and 4 different mounting adapters for use in most Heavy-Duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS09K2 or equal.	EA	HRN-GS09K2	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	HRN-GS16K2	3,000	$ -	$ -	$ -	$ -	$ -
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.	EA	HRN-RS12S2	3,000	$ -	$ -	$ -	$ -	$ -
	3-wire harness kit for GO Rugged. The kit contains the the harness and a fuse kit, Part# HRN-RW03K4 or equal.	EA	HRN-RW03K4	3,000	$ -	$ -	$ -	$ -	$ -
Includes (1) of the following:									
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included, Part# INS-GOHDWIRE or equal.	EA	INS-GOHDWIRE	3,000	$ -	$ -	$ -	$ -	$ -
	Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.	EA	INS-GOSTRD	3,000	$ -	$ -	$ -	$ -	$ -
GO Device Bundles without Installation	Geotab GO9 or GR9 telematics, Proplus plan, universal harness, standard installation (as defined below), and training, Part # Proplus plan or equal. *Self installed*	EA	Go Plan	3,000	$ 14.44	$ 43,320.00	$ 43,320.00	$ 43,320.00	$ 43,320.00
Includes (1) of the following:									

	Geotab GO9 telematics device, Part# GO9-LTEATTA or equal	EA	GO9-LTEATTA	3,000	$ -	$ -	$ -	$ -	$ -
	Geotab GO9 Telematics Device, Part# GO9-LTEVZWA or equal	EA	GO9-LTEVZWA	3,000	$ -	$ -	$ -	$ -	$ -
	Geotab GO Rugged 9 telematics device Part# GR9-LTEATTA or equal	EA	GR9-LTEATTA	3,000	$ -	$ -	$ -	$ -	$ -
	OBDII extension cable pack for GO devices Part #HRN-BS16S4 or equal	EA	HRN-BS16S4	3,000	$ -	$ -	$ -	$ -	$ -
	Custom 3-Wire harnass kit. the custom kit contains the harness and a fuse kit, Part # HRN-CW03KW or equal	EA	HRN-CW03KW	3,000	$ -	$ -	$ -	$ -	$ -
	6-Pin straight harness for heavy-duty Deutsch connector installations in North America, Part# HRN-DS06S4 or equal	EA	HRN-DS06S4	3,000	$ 35.00	$ 105,000.00	$ -	$ -	$ -
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications, Part#HRN-DS06T2 or equal	EA	HRN-DS06T2	3,000	$ -	$ -	$ -	$ -	$ -
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part#HRn-GR09K1 or equal	EA	HRn-GR09K1	3,000	$ -	$ -	$ -	$ -	$ -
	Universal Rugged Heavy-Duty T-Harness Kit - Multi connector kit includes a 9-pin T-harnass and 4 different mounting adapters for use in most Heavy-Duty international vehicles. Eliminates the need to know vehicle information in advance, Part# HRN-GS09K2 or equal.	EA	HRN-GS09K2	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	HRN-GS16K2	3,000	$ -	$ -	$ -	$ -	$ -
	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data, Part# HRN-RS12S2 or equal.	EA	HRN-RS12S2	3,000	$ -	$ -	$ -	$ -	$ -
	3-wire harness kit for GO Rugged. The kit contains the the harness and a fuse kit, Part# HRN-RW03K4 or equal.	EA	HRN-RW03K4	3,000	$ -	$ -	$ -	$ -	$ -
Includes (1) of the following:									
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included, Part# INS-GOHDWIRE or equal	EA	INS-GOHDWIRE	3,000	$ -	$ -	$ -	$ -	$ -
	Installation of a GO device with or without a T-harness Part # INS-GOSTRD or equal.	EA	INS-GOSTRD	3,000	$ -	$ -	$ -	$ -	$ -
OEM embedded Solutions									
	Part # Ford Premium Plan or equal	EA	Ford Premium Plan	3,000	$ 13.31	$ 39,930.00	$ 39,930.00	$ 39,930.00	$ 39,930.00
	Part # GM Premium Plan or equal	EA	GM Premium Plan	3,000	$ 13.31	$ 39,930.00	$ 39,930.00	$ 39,930.00	$ 39,930.00
Extended Coverage									
	Monthly service plan for IOX Iridium satellite add-on. Must be combined with the GO-Bundle. Part #Satellite Plan or equal.	EA	Satellite Plan	3,000	$ 25.69	$ 77,070.00	$ 77,070.00	$ 77,070.00	$ 77,070.00
	IOX Add-On for Iridum Satellite Support (Includes Iridium modem and antenna) Part# IOX-SATIRDV2 or equal	EA	IOX-SATIRDV2	3,000	$ 579.35	$ 1,738,050.00	$ -	$ -	$ -
Public Works (Winter Ops)									

	Monthly service plan for public works add-on. Must be combined with GO device bundle, Part# Public Works Plan or equal.	EA	Public Works Plan	3,000	$ -	$ -	$ -	$ -	$ -
	IOX-WKS integrates with the GO9 device as a part of the Geotab Public Works Solution for government fleets part# IOX-WRKS or equal.	EA	IOX-WRKS	3,000	$ 126.72	$ 380,160.00	$ -	$ -	$ -
	Cable - CS440 Integration, Part# HRN-CS440 or equal.	EA	HRN-CS440	3,000	$ 40.00	$ 120,000.00	$ -	$ -	$ -
	Cable - CS550 Integration, Part# HRN-CS550 or equal.	EA	HRN-CS550	3,000	$ 178.20	$ 534,600.00	$ -	$ -	$ -
	Cable - DB-9 Null Modem Integration, Part# HRN-DB9NM or equal.	EA	HRN-DB9NM	3,000	$ 46.12	$ 138,360.00	$ -	$ -	$ -
	Cable - DB-9 Serial Integration (15FT), Part # HRN-DB9SI1F or equal	EA	HRN-DB9SI1F	3,000	$ 24.00	$ 72,000.00	$ -	$ -	$ -
	Cable - Force America Integration, Part # HRN-FAI or equal	EA	HRN-FAI	3,000	$ 46.12	$ 138,360.00	$ -	$ -	$ -
	Cable - Flex 4 Integration, Part # HRN-FLEX4or equal	EA	HRN-FLEX4	3,000	$ 40.00	$ 120,000.00	$ -	$ -	$ -
	Cable - Giletta Integration, Part # HRN-GILINT or equal.	EA	HRN-GILINT	3,000	$ 33.00	$ 99,000.00	$ -	$ -	$ -
	Cable - Schmidt Integration, Part # HRN-SCHINT or equal.	EA	HRN-SCHINT	3,000	$ 40.00	$ 120,000.00	$ -	$ -	$ -
Camera Add-On Solution									
	Monthly service plan for Surfsight add-on. Must be combined with GO device bundle. Part # Surfsight plan or equal	EA	Surfsight plan	3,000	$ 12.00	$ 36,000.00	$ 36,000.00	$ 36,000.00	$ 36,000.00
	Surfsight - AI-12 Dual Camera w/128GB SD Card, w/Sim & tamper proof case, Part #MKH-SRFAI12128SIB1 and Part # MKH-SRFPERTPCS or equal	EA	MKH-SRFAI12128SIE	3,000	$260.00	$ 780,000.00	$ -	$ -	$ -
	Surfsight adaptor plugs for use with HRN-TNULL. Required for compatibility with Surfsight AI-12 Camera Part # HRN-CBLPWRS5001P or equal	EA	HRN-CBLPWRS5001	3,000	$ 13.20	$ 39,600.00	$ -	$ -	$ -
	Surfsight OBDII Power Adapter, Part # HRN-SGCBOBD or equal.	EA	HRN-SGCBOBD	3,000	$ 15.84	$ 47,520.00	$ -	$ -	$ -
	A T-Harness to connect a GO Device with a custom telematics device, Part # HRN-TNULL or equal	EA	HRN-TNULL	3,000	$ 10.16	$ 30,480.00	$ -	$ -	$ -
Geotab Keyless for Car Sharing Fleets									
	Motorpool operations plan, including telematics-based vehicle access, reservations, training, support, and warranty plan. Must be paired with monthly ProPlus plan. Part# Motorpool Plan or equal.	EA	Motorpool Plan	3,000	$ 68.00	$ 204,000.00	$ 204,000.00	$ 204,000.00	$ 204,000.00
	Tap and Go Keyless plan, including telematics-based vehicle access, training, support, and warranty. Must be paired with monthly ProPlus plan. Part # Keyless Plan or equal	EA	Keyless Plan	3,000	$ 11.25	$ 33,750.00	$ 33,750.00	$ 33,750.00	$ 33,750.00
	IOX Add-On for Keyless functionality, with integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRTINHIB or equal.	EA	IOX-KEYLESS	3,000	$ 120.00	$ 360,000.00	$ -	$ -	$ -
	IOX Add-On for Keyless functionality, without integrated keyfob. Can be paired with Part #INS-GOADV and Part #INS-STRTINHIB or equal.	EA	IOX-KEYLESS-NK	3,000	$ 69.96	$ 209,880.00	$ -	$ -	$ -
	Geotab Keyless NFC fob (with adhesive backing) to be used with Part# IOX-NFCREADERA or equal.	EA	GEO-KLNFCFOB	3,000	$ 3.96	$ 11,880.00	$ -	$ -	$ -
	Starter inhib harness for Geotab Keyless. For use with a part# IOX-Keyless version B1 for bladed key installations requiring starter inhib functionality. NOT for use with non-labeled versions of IOX-Keyless, part# HRN-CX10S4	EA	HRN-CX10S4	3,000	$ 13.20	$ 39,600.00	$ -	$ -	$ -
	QR Tag for IOX-Keyless key shipment to Geotab, Part# SPR-QRTAG or equal	EA	SPR-QRTAG	3,000	$ 1.32	$ 3,960.00	$ -	$ -	$ -
Installation Services									

	Installation of a hardwired Asset tracker. Trip fees up to 50 mi/km are included, part# INS-Assetwired or equal.	EA	INS-Assetwired	3,000	$ 126.00	$ 378,000.00	$ -	$ -	$ -
	Installation of a Solar or Batter Powered Asset Tracker. Trip fees up to 50 mi/km are included. Part # INS-Assetwireless or equal.	EA	INS-Assetwireless	3,000	$ 114.00	$ 342,000.00	$ -	$ -	$ -
	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	INS-Camera	3,000	$ 126.00	$ 378,000.00	$ -	$ -	$ -
	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	INSGOADV	3,000	$ 132.00	$ 396,000.00	$ -	$ -	$ -
	Installation of a GO device with the use of a hardwired connection to the ignition, power and ground. Trip fees up to 50 mi/km are included. Part # INS-GOHDWIRE or equal.	EA	INS-GOHDWIRE	3,000	$ 120.00	$ 360,000.00	$ -	$ -	$ -
	Installation of a GO Rugged Device with or without a T-Harness, part #INS-GORUGGED or equal.	EA	INS-GORUGGED	3,000	$ 132.00	$ 396,000.00	$ -	$ -	$ -
	Installation of a GO device with or without a T-Harness, part# INS-GOSTRD or equal.	EA	INS-GOSTRD	3,000	$ 114.00	$ 342,000.00	$ -	$ -	$ -
	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	INS-GOSWAP	3,000	$ 126.00	$ 378,000.00	$ -	$ -	$ -
	Vehicle not available at the time and place of the scheduled installation, part# INS-NOSHOW or equal.	EA	INS-NOSHOW	3,000	$ 114.00	$ 342,000.00	$ -	$ -	$ -
	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	INS-Removal	3,000	$ 114.00	$ 342,000.00	$ -	$ -	$ -
	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	INS-REMOVALNONG	3,000	$ 36.00	$ 108,000.00	$ -	$ -	$ -
	Service or repair of an exisiting GO device or Geotab accessory. Trip fees up to 50 mi/km are included. Part# INS-Service or equal	EA	INS-Service	3,000	$ 126.00	$ 378,000.00	$ -	$ -	$ -
	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	INS-Tripfee	3,000	$ 1.20	$ 3,600.00	$ -	$ -	$ -
	Installation of Public Works (Winter Ops) solution. Includes spreader and plow controller and one external accessory connection. Part # INS-WTROPS or equal.	EA	INS-WTROPS	3,000	$ 360.00	$ 1,080,000.00	$ -	$ -	$ -
Additional Hardware One Time Cost									
	Blue NFC Driver ID Tag Part#GEO-NFCFOBBLU or Equal	EA	GEO-NFCFOBBLU	3,000	$ 3.96	$ 11,880.00	$ -	$ -	$ -
	NFC Driver ID Sticker Tag with blue inner label Part # GEO-NFCSTKBLU or Equal	EA	GEO-NFCSTKBLU	3,000	$ 3.96	$ 11,880.00	$ -	$ -	$ -
	Bag of (20) qty. Blue NFC Driver ID Tag Part # GEO-NFCSTKBLU30 or Equal	EA	GEO-NFCSTKBLU30	3,000	$ 52.80	$ 158,400.00	$ -	$ -	$ -
	Serialized cable tie, also known as a zip tie (pack of 100) Part # GEO-ZIPSEAL100 or Equal	EA	GEO-ZIPSEAL100	3,000	$ 51.48	$ 154,440.00	$ -	$ -	$ -
	Battery disconnect bypass harness for GO device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the hamass and fuse kit. Part #HRN-BD16K1 or equal.	EA	HRN-BD16K1	3,000	$ 13.20	$ 39,600.00	$ -	$ -	$ -
	Custom proprietary harness for enhanced engine data support on select Fiat and Chrysler vehicles in Latin America Part # HRN-BF11A1 or equal	EA	HRN-BF11A1	3,000	$ 10.16	$ 30,480.00	$ -	$ -	$ -
	OBDII extension cable pack for GO devices - replaces the part# HRN-INSTALLPACKV2, Part# HRN-BS16S4 or equal.	EA	HRN-BS16S4	3,000	$ 10.16	$ 30,480.00	$ -	$ -	$ -
	Flat OBDII extension harness for GO devices, Part # HRN-BS16S4F Or equal	EA	HRN-BS16S4F	3,000	$ 14.52	$ 43,560.00	$ -	$ -	$ -
	OBDIII harness for GO devices - includes special vehicle connector to receive engine data from medium-duty vehicles, part# HRN-BUY16Y5 or equal.	EA	HRN-BUY16Y5	3,000	$ 14.52	$ 43,560.00	$ -	$ -	$ -
	Custom proprietary adapter for Volvo vehicles in Latin America and Europe. Requires Part# HRN-CM24Y1. Part# HRN-CE04A4 or equal.	EA	HRN-CE04A4	3,000	$ 10.16	$ 30,480.00	$ -	$ -	$ -
	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	HRN-CE10K2	3,000	$ 39.60	$ 118,800.00	$ -	$ -	$ -
	4-Pin Custom Adapter for use with Volswagen truck only, Part# HRN-CG04T3 or equal	EA	HRN-CG04T3	3,000	$ 23.76	$ 71,280.00	$ -	$ -	$ -

	Custom 13-pin adapter for use with HRN-GS16K2 Universal Harness Kit Part# HRN-CG13S1 or equal	EA	HRN-CG13S1	3,000	$ 13.20	$ 39,600.00	$ -	$ -	$ -
	Custom propiertary HINO FMS adapter. Requires HRN-CM24Y1. Part#HRN-CH06A2 or equal.	EA	HRN-CH06A2	3,000	$ 10.16	$ 30,480.00	$ -	$ -	$ -
	Custom 10-pin HINO FMS adapter for 2019+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CH10A2 or equal.	EA	HRN-CH10A2	3,000	$ 14.52	$ 43,560.00	$ -	$ -	$ -
	Customer Isuzu FMS adapter for 2017+ vehicle models. Requires HRN-CM24Y1. Part#HRN-CI04A2 or equal	EA	HRN-CI04A2	3,000	$ 14.52	$ 43,560.00	$ -	$ -	$ -
	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	HRN-CK10K2	3,000	$ 26.40	$ 79,200.00	$ -	$ -	$ -
	Harness for custom GO device installations - includes Molex connectors for two OBD and one J1939 points. Part# HRN-CM24Y1 or equal.	EA	HRN-CM24Y1	3,000	$ 14.52	$ 43,560.00	$ -	$ -	$ -
	PSM module connection for Mercedes Sprinters (907 Chassis) for global markets. Requires HRN-CM24Y1. Part # HRN-CP04A2 or equal.	EA	HRN-CP04A2	3,000	$ 20.00	$ 60,000.00	$ -	$ -	$ -
	14-pin connector harness for heavy-duty applications. Refer to the Vehicle Specific Installation document for more information. Part# HRN-CS14S21 or equal.	EA	HRN-CS14S21	3,000	$ 17.42	$ 52,260.00	$ -	$ -	$ -
	14-Pin T-harness for heavy-duty applications. For use with vehicles with an RP1226 diagnostic connection. Part# HRN-CS14T2 or equal.	EA	HRN-CS14T2	3,000	$ 29.04	$ 87,120.00	$ -	$ -	$ -
	Custom harness for Tesla Model 3 vehicles. Part# HRN-CT20T1 or equal.	EA	HRN-CT20T1	3,000	$ 21.78	$ 65,340.00	$ -	$ -	$ -
	Custom Harness for Tesla Model 3 Vehicles. Part# HRN-CT20T11 or equal.	EA	HRN-CT20T11	3,000	$ 21.78	$ 65,340.00	$ -	$ -	$ -
	Custom Harness for Tesla Model Y. Part# HRN-CT26T1 or Equal.	EA	HRN-CT26T1	3,000	$ 17.16	$ 51,480.00	$ -	$ -	$ -
	Custom 3-wire harness kit. The custom kit contains the harness and a fuse kit. Part# HRN-CW03K3 or equal.	EA	HRN-CW03K3	3,000	$ 14.52	$ 43,560.00	$ -	$ -	$ -
	Custom 8-Wire harness kit for vehicles with no supported connectors. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit. Part# HRN-CW08K4 or equal.	EA	HRN-CW08K4	3,000	$ 14.52	$ 43,560.00	$ -	$ -	$ -
	14-pin harness for CAT vehicles, part# HRN-DC14S2 or equal.	EA	HRN-DC14S2	3,000	$ 90.00	$ 270,000.00	$ -	$ -	$ -
	6-pin staright harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS06S4 or equal.	EA	HRN-DS06S4	3,000	$ 25.00	$ 75,000.00	$ -	$ -	$ -
	6-Pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications. Part # HRN-DS06ST2 or equal	EA	HRN-DS06ST2	3,000	$ 29.04	$ 87,120.00	$ -	$ -	$ -
	9-pin straight harness for heavy-duty Deutsch connector installations in North America. Part# HRN-DS09S4 or equal.	EA	HRN-DS09S4	3,000	$ 17.42	$ 52,260.00	$ -	$ -	$ -
	Diagnostic connector for Mercedes Vehicles - used on older generations medium-duty trucks and buses. Part # HRN-EE14S1 or equal.	EA	HRN-EE14S1	3,000	$ 66.00	$ 198,000.00	$ -	$ -	$ -
	Diagnostic connector for European markets, primarily for the DAF Euro 3 up to 2006. Part # HRN-EA16S1 or equal	EA	HRN-EA16S1	3,000	$ -	$ -	$ -	$ -	$ -
	European interface harness for generic vehicles with FMS, part# HRN-ES12S1 or equal.	EA	HRN-ES12S1	3,000	$ 17.42	$ 52,260.00	$ -	$ -	$ -
	Universal Rugged Heavy-Duty T-Harness Kit (IP67) Part# HRN-GR09K1 or equal.	EA	HRN-GR09K1	3,000	$ 29.04	$ 87,120.00	$ -	$ -	$ -
	Unviersal Heavy-Duty T-Harness kit - Multi-connector kit includes 9-pin T-Harness and 4 different mounting adapters for use in most Heavy Duty International Vehicles. Eliminates the need to know the vehicle information in advance. Part # HRN-GS09K2 or equal	EA	HRN-GS09K2	3,000	$ 29.04	$ 87,120.00	$ -	$ -	$ -
	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	HRN-GS16K2	3,000	$ 31.20	$ 93,600.00	$ -	$ -	$ -
	12-pin Komatsu-specific harness for GO RUGGED device. Part# HRN-RC12T2 or equal	EA	HRN-RC12T2	3,000	$ 52.80	$ 158,400.00	$ -	$ -	$ -
	Polaris interface harness for the GO RUGGED device. Part# HRN-RD04S1 or equal	EA	HRN-RD04S1	3,000	$ 21.12	$ 63,360.00	$ -	$ -	$ -
	CAT Specific Adapter, Part# HRN-RMRCA1 or equal	EA	HRN-RMRCA1	3,000	$ 17.42	$ 52,260.00	$ -	$ -	$ -
	Battery disconnect bypass harness for GO RUGGED device. For use on any vehicle with a positive battery terminal disconnect switch. This kit contains the hamass and fuse kit. Part #HRN-RS12S2 or equal.	EA	HRN-RS12S2	3,000	$ 28.38	$ 85,140.00	$ -	$ -	$ -
	Pulse harness for engines not reporting ignition/RPM for the GO RUGGED device. Required for ground service equipment. Part# HRN-RW04S4 or equal	EA	HRN-RW04S4	3,000	$ 40.00	$ 120,000.00	$ -	$ -	$ -

	3-wire harness kit for GO Rugged. The kit contains the harness and fuse kit. Part# HRN-RW03K4 or equal.	EA	HRN-RW03K4	3,000	$ 18.74	$ 56,220.00	$ -	$ -	$ -
	Differential harness used for negative battery disconnect/oil pressure switch/negative output ignition for the GO RUGGED device. Required for ground service equipment. Part# HRN-RW04S4 or equal	EA	HRN-RW04S4	3,000	$ 16.80	$ 50,400.00	$ -	$ -	$ -
	Tri-Pin connector harness for vehicles without diagnostic reports (off-road vehicles only). Requires a GO RUGGED. Part# HRN-RW07T1 or equal.	EA	HRN-RW07T1	3,000	$ 26.40	$ 79,200.00	$ -	$ -	$ -
	8-Wire harness kit for GO Rugged. The kit contains the harness and a fuse kit. Part# HRN-RW08K1 or equal.	EA	HRN-RW08K1	3,000	$ 27.32	$ 81,960.00	$ -	$ -	$ -
	6-way IOX harness for GO RUGGED to provide digital auxiliary support. Part# HRN-RX06S4 or equal	EA	HRN-RX06S4	3,000	$ 14.52	$ 43,560.00	$ -	$ -	$ -
	Ford EDI TUG engine interface harness for the GO RUGGED device. Required for ground service equipment. Part # HRN-RZ04S4 or equal.	EA	HRN-RZ04S4	3,000	$ 21.52	$ 64,560.00	$ -	$ -	$ -
	Kubota gas engine interface harness for the GO RUGGED device. Required for ground service equipment. Part# HRN-RZ04T4 or equal.	EA	HRN-RZ04T4	3,000	$ 21.52	$ 64,560.00	$ -	$ -	$ -
	6 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S6 or equal.	EA	HRN-UD03S6	3,000	$ 13.20	$ 39,600.00	$ -	$ -	$ -
	8 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S7 or equal.	EA	HRN-UD03S7	3,000	$ 13.20	$ 39,600.00	$ -	$ -	$ -
	10 ft extension cable to be used with IOX-RS232D. Part #HRN-UD03S8 or equal.	EA	HRN-UD03S8	3,000	$ 13.20	$ 39,600.00	$ -	$ -	$ -
	14 ft extension cable to be used with IOX-RS232D. Part# HRN-UD03S9 or equal	EA	HRN-UD03S9	3,000	$ 13.20	$ 39,600.00	$ -	$ -	$ -
	European interface harness for Mercedes Sprinters with PSM. Part# HRN-UP21Y2 or equal	EA	HRN-UP21Y2	3,000	$ 11.62	$ 34,860.00	$ -	$ -	$ -
	Input/Output expander to send an alert message to MyGeotab. Part# IOX-Alert or equal.	EA	IOX-Alert	3,000	$ 51.00	$ 153,000.00	$ -	$ -	$ -
	Input/output expander Add-On for GO devices to support analog auxiliary input. [BETA] Part# IOX-Analog or equal.	EA	IOX-Analog	3,000	$ 50.82	$ 152,460.00	$ -	$ -	$ -
	IOX Add-On for GO devices for auxiallary support. Part# IOX-AUXM or equal.	EA	IOX-AUXM	3,000	$ 42.11	$ 126,330.00	$ -	$ -	$ -
	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	IOX-BT	3,000	$ 56.63	$ 169,890.00	$ -	$ -	$ -
	Input/output expander for an external buzzer or beeper. Part # IOX-Buzz or equal.	EA	IOX-Buzz	3,000	$ 56.63	$ 169,890.00	$ -	$ -	$ -
	Input/output expander for CAN integrations (i.e. Mobileye, Valor) Part# IOX-CAN or equal	EA	IOX-CAN	3,000	$ 56.63	$ 169,890.00	$ -	$ -	$ -
	Input/output expander for driver identification - includes tag reader only. Part # IOX-NFCREADERA or equal.	EA	IOX-NFCREADERA	3,000	$ 65.34	$ 196,020.00	$ -	$ -	$ -
	Input/output expander for GO Devices to control a relay. Part# IOX-OutputM or equal	EA	IOX-OutputM	3,000	$ 36.30	$ 108,900.00	$ -	$ -	$ -
	Input/output expander for RS232 support - 3 pin Delphi Connector Part # IOX-RS232D or equal	EA	IOX-RS232D	3,000	$ 50.82	$ 152,460.00	$ -	$ -	$ -
	Input/Output expander for RS232 Support - female connector Part # IOX-RS232F or equal.	EA	IOX-RS232F	3,000	$ 50.82	$ 152,460.00	$ -	$ -	$ -
	Input/output expander for RS232 Support - male connector. Part # IOX-RS232M or equal.	EA	IOX-RS232M	3,000	$ 50.82	$ 152,460.00	$ -	$ -	$ -
	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	IOX-USB	3,000	$ 50.82	$ 152,460.00	$ -	$ -	$ -

	Shunt for GO7, or newer devices with short PIN. Part # SPR-ALDLSHUNT or equal	EA	SPR-ALDLSHUNT	3,000	$ 1.32	$ 3,960.00	$ -	$ -	$ -
	Bracket required for 2015 Ford F-150, Ford Fusion, and Ford Mondeo Vehicles. Part# SPR=BSFBKT or equal	EA	SPR-BSFBKT	3,000	$ 1.78	$ 5,340.00	$ -	$ -	$ -
	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	SPR-INSTALLBAG	3,000	$ 3.96	$ 11,880.00	$ -	$ -	$ -
	GO housing only. Used for marketing purposes. Part# SPR-MKTGOSHELL or equal.	EA	SPR-MKTGOSHELL	3,000	$ 3.96	$ 11,880.00	$ -	$ -	$ -
	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	SPR-NFCBRACKET	3,000	$ 3.30	$ 9,900.00	$ -	$ -	$ -
	Driver ID relay kit. Requires a Geotab Authorized Installer or licensed automotive electrician or mechanic. Part# SPR-Relaykit or equal.	EA	SPR-Relaykit	3,000	$ 26.40	$ 79,200.00	$ -	$ -	$ -
	Cost of standard shipping per order. Part# shipping or equal.	EA	shipping	3,000	$ 15.00	$ 45,000.00	$ -	$ -	$ -
Citizen Insight Solution									
	Citizen Insights Monthly Fee (Population up to 50k) Part# MKT-FEE-CITIZENS1 or equal	Per Month	MKT-FEE-CITIZENS1	3,000	$ 487.50	$ 1,462,500.00	$ 1,462,500.00	$ 1,462,500.00	$ 1,462,500.00
	Citizen Insights Monthly Fee (Population 50k - 100k) Part# MKT-FEE-CITIZENS2 or equal	Per Month	MKT-FEE-CITIZENS2	3,000	$ 920.83	$ 2,762,490.00	$ 2,762,490.00	$ 2,762,490.00	$ 2,762,490.00
	Citizen Insights Monthly Fee (Population 100k - 500k) Part# MKT-FEE-CITIZENS3 or equal	Per Month	MKT-FEE-CITIZENS3	3,000	$ 1,570.83	$ 4,712,490.00	$ 4,712,490.00	$ 4,712,490.00	$ 4,712,490.00
	Citizen Insights Monthly Fee (Population 500k - 1m) Part# MKT-FEE-CITIZENS4 or equal	Per Month	MKT-FEE-CITIZENS4	3,000	$ 2,220.83	$ 6,662,490.00	$ 6,662,490.00	$ 6,662,490.00	$ 6,662,490.00
	Citizen Insights Monthly Fee (Population >1m) Part# MKT-FEE-CITIZENS5 or equal	Per Month	MKT-FEE-CITIZENS5	3,000	$ 2,870.83	$ 8,612,490.00	$ 8,612,490.00	$ 8,612,490.00	$ 8,612,490.00
Asset Tracking Solution									
	Monthly service plan for Positioning Universal Asset Tracker Part#Asset Tracker Plan or equal	Per Month	Asset Tracker Plan	3,000	$ 7.50	$ 22,500.00	$ 22,500.00	$ 22,500.00	$ 22,500.00
	Positioning Universal Asset Tracker (no connector) Part# MKH-TT6600LM0QGL or equal	Per Month	MKH-TT6600LM0QG	3,000	$ 220.00	$ 660,000.00	$ 660,000.00	$ 660,000.00	$ 660,000.00
	Positioning Universal Asset Tracker (With Connector, CAN, RS232, BLE) Part# MKH-TT603LM0QGL or equal	Per Month	MKH-TT603LM0QGL	3,000	$ 250.00	$ 750,000.00	$ 750,000.00	$ 750,000.00	$ 750,000.00
3.4 Professional Services		**Unit of Measure**	**SKU**	**Estimated Qty for Eval. Only**	**Hourly Rate**				
	Professional Services Senior Programmer	per hour		100	$ 175.00	$ 17,500.00	$ 17,500.00	$ 17,500.00	$ 17,500.00
	Professional Services Analysis	per hour		100	$ 150.00	$ 15,000.00	$ 15,000.00	$ 15,000.00	$ 15,000.00
	Professional Services Training Services	per hour		100	$ 125.00	$ 12,500.00	$ 12,500.00	$ 12,500.00	$ 12,500.00
	Project Management	per hour		100	$ 165.00	$ 16,500.00	$ 16,500.00	$ 16,500.00	$ 16,500.00
	Overtime/Emergency	per hour		50	$ 225.00	$ 11,250.00	$ 11,250.00	$ 11,250.00	$ 11,250.00
					Total Bid Cost	**$42,287,100.00**	**$72,750.00**	**$72,750.00**	**$72,750.00**
						$ 15.30			

****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.