



BOARD OF SUPERVISORS AGENDA ITEM REPORT
CONTRACTS / AWARDS / GRANTS

Requested Board Meeting Date: 04/19/2016

or Procurement Director Award ☐

Contractor/Vendor Name (DBA): Iler Group, Inc. (Fleetistics) Headquarters: Wesley Chapel, FL

Project Title/Description:
GPS Tracking Solution

Purpose:

Award of Contract: Master Agreement No. MA-PO-16-272. Contract is for an initial term of one (1) year in an annual amount of \$459,500.00 and includes four (4) one-year renewal options.

Administering Department: Finance and Risk Management.

Procurement Method:

Pursuant to Pima County Procurement Code 11.12.050 Sole Source Procurement, Solicitation No. 210783 was conducted. A Sole Source Procurement Agreement was sent to Iler Group, Inc., the sole source contractor recommended for award of contract.

The attached Estimated Annual Costs Schedule details anticipated expenditures for the GPS Tracking Solution program. The Hardware section includes estimated costs for the as-needed replacement of GPS units and for fleet vehicles requiring new units in a planned expansion of the program. The Service Plan section defines estimated annual maintenance costs on a per-unit, per-month basis. Pricing of materials and services offered in this new Master Agreement No. MA-PO-16-272 have not increased and are consistent with pricing the County has paid since 2011.

Attachments: Master Agreement, Sole Source Procurement Agreement, and Estimated Annual Costs Schedule.

Program Goals/Predicted Outcomes:

Pursuant to Administrative Procedure 30-32 Global Positioning Systems (GPS) in Pima County Vehicles, GPS equipment is installed with the primary goal to efficiently and cost effectively manage use of and foster the safe operation of County vehicles.

Public Benefit:

Effective management of County fleet promoting safe and responsible driving behavior and use of vehicles.

Metrics Available to Measure Performance:

GPS software produces detailed reports on driving behavior, location of County vehicles (live and historical), routes (live and historical), and accident investigation.

Retroactive:

No.

Procure Dept 04/19/16 BM1048

Original Information

Document Type: MA Department Code: PO Contract Number (i.e., 15-123): 16-272
Effective Date: 04/19/2016 Termination Date: 04/18/2017 Prior Contract Number (Synergen/CMS):
☒ Expense Amount: \$ 459,500.00 ☐ Revenue Amount: \$
Funding Source(s): Risk Management Liability Fund

Cost to Pima County General Fund: \$459,500.00

Contract is fully or partially funded with Federal Funds? ☐ Yes ☒ No ☐ Not Applicable to Grant Awards
Were insurance or indemnity clauses modified? ☒ Yes ☐ No ☐ Not Applicable to Grant Awards
Vendor is using a Social Security Number? ☐ Yes ☒ No ☐ Not Applicable to Grant Awards

If Yes, attach the required form per Administrative Procedure 22-73.

Amendment Information

Document Type: Department Code: Contract Number (i.e., 15-123):
Amendment No.: AMS Version No.:
Effective Date: New Termination Date:
☐ Expense ☐ Revenue ☐ Increase ☐ Decrease Amount This Amendment: \$
Funding Source(s):

Cost to Pima County General Fund:

Contact: Paul Turner, Commodity Contracts Officer (PWT) 4/7/16 7/8/16
Department: Procurement Mary Ford 4/8/16 Telephone: 724-3723
Department Director Signature/Date: [Signature] 4/8/16
Deputy County Administrator Signature/Date: [Signature] 4-11-16
County Administrator Signature/Date: [Signature] 4/12/16
(Required for Board Agenda/Addendum Items)

MA-PO-16-272 GPS TRACKING SOLUTION
ESTIMATED ANNUAL COSTS SCHEDULE

Item #	Item Description	Current Unit Price	Annual Quantity	Hardware	Annual Amount	Description/Specification
1	GPS Tracking Device	\$ 158	350	350	\$ 55,440	MYGeoTab GO7 3G GPS tracking and telematic measurement device connects into the vehicle onboard diagnostic system.
2	GEO-IOX GarminNT Garmin Harness	\$ 109	25	25	\$ 2,719	Garmin add-on harness with relay that powers Garmin device for dispatching.
3	EZT Harness	\$ 51	350	350	\$ 17,763	Onboard Diagnostic Harness for GO7 devices. Used to extend location of GO7 device to a location that does not impede driver and prevents tampering.
4	Heavy Duty Harness	\$ 67	25	25	\$ 1,675	Onboard Diagnostic Harness for GO7 devices in heavy duty vehicles. Used to extend location of GO7 device to a location that does not impede driver and prevents tampering. Device is a 9 pin threaded connection specifically for heavy duty vehicles.
				Hardware Subtotal:	\$ 77,596	
				GPS Service Plan		
5	Airtime Fee	\$ 25	14,400 (1200/month)		\$ 360,000	Monthly fee for provides access to data transmitted by installed and active GPS units.
6	Warm-Unit Fee	\$ 15	300 (25/month)		\$ 4,500	Monthly fee for GPS units not installed in vehicles.
7	Network Fee	\$ 1,200	12		\$ 14,400	Monthly fee for GPS network access.
8	Pro Plus Service	\$ 9	300 (25/month)		\$ 2,700	Service level required for Garmin dispatch. Vehicle update is real time and allows messaging between dispatcher and driver.
				Service Plan Subtotal:	\$ 381,600	
				Total:	\$ 459,196	



MASTER AGREEMENT

PIMA COUNTY, ARIZONA

THIS IS NOT AN ORDER - TRANSMISSION CONSTITUTES CONTRACT EXECUTION

Master Agreement No: 16000000000000000272

MA Version: 1

Page: 1

Description: GPS Tracking Solution

ISSUER

Pima County Procurement Department
130 W. Congress St. 3rd Fl
Tucson AZ 85701

Issued By: PAUL TURNER
Phone: 5207243723
Email: paul.turner@pima.gov

TERMS

Initiation Date: 04-19-2016

Expiration Date: 04-18-2017

NTE Amount: \$459,500.00

Used Amount: \$0.00

VENDOR

ILER GROUP INC

2604 Cypress Ridge Blvd Ste 101

Wesley Chapel FL 33544-6311

Contact: Lynn Rios
Phone: 877-467-0326
Email: lynn.rios@fleetistics.com
Terms: 0.0000 %
Days: 30

Shipping Method: Vendor Method
Delivery Type: STANDARD GROUND
FOB: FOB Dest, Freight Prepaid

Modification Reason

Award of Contract effective 04/19/2016 in an annual award amount of \$459,500.00. Attachments: Sole Source Procurement Agreement and Board of Supervisors' Award documents.

This Master Agreement incorporates the attached documents, and by reference all instructions, Standard Terms and Conditions, Special Terms and Conditions, and requirements that are included in or referenced by the solicitation documents used to establish this agreement. All Transactions and contracts are required to conform to these documents.



MASTER AGREEMENT DETAILS

Master Agreement No: 1600000000000000272

MA Version: 1

Page: 2

Line	Description					
1	Pro Plan - Application Access Fees - Per unit per month					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$24.95			
2	Network Fee - Application Access Fees - per unit per month					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$0.9			
3	Units in Warm Status - App Access Fees - Per unit per month					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$15			
4	Pro Plus Plan - App Access Fees - Per unit per month					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$8.85			
5	Licensing Fees - for Add-ins from 3rd Parties					
	Service Contract Amt			Service From	Service To	
	\$0.00					
6	GO7 CDMA - Tracking Device					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$158.4			
7	GEO-HRN-DS09T2 - 9 pin HD T Style Adapter Harness					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	MO	\$66.25			
8	GEO-BS16T2 - Y Cable for OBD II Installation					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$50.75			
9	GEO-HRN-CW03S3 - 3 Wire Adapter Harness					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$18			
10	GEO-HRN-BS16S4 - Low profile OBD Extension Cable					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$16			
11	GEO-IOX-GARMINNT - Garmin Harness without Traffic					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$108.75			
12	GEO-IOX-GARMINWT - Garmin Harness with Traffic					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$137.75			
13	GEO-IOX-NFC - Driver ID Key reader					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$89.7			
14	GEO-IOX-BUZZ - External Buzzer					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$66.15			
15	GEO-IOX-AUX - Auxiliary Wiring Harness for 4 PTOs					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$66.15			
16	NFC FOB - Driver Key Fob					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$9.52			
17	NFC Sticker - Driver Key Sticker					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$8.16			
18	Installation Bracket - Optional Mounting Bracket					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$10.95			
19	Installation Services					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$85			
20	Trip Fee - If On-Site is Requested					
	Service Contract Amt			Service From	Service To	
	\$0.00					
21	Deactivation Fee					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$50			
22	On-Site Tech Support - Per Hour					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$125			

CONTRACTNO. MA-PO-16-272

AMENDMENT NO. _____

This number must appear on all
invoices, correspondence and
documents pertaining to this
contract.

PIMA COUNTY DEPARTMENT OF FINANCE AND RISK MANAGEMENT**PROJECT:** GPS Tracking Solution**CONTRACTOR:** Iler Group, Inc., dba Fleetistics
2604 Cypress Ridge Boulevard, Suite 101
Wesley Chapel, FL 33544**PIMA COUNTY CONTRACT NO.:** MASTER AGREEMENT NO. MA-PO-16-272

SOLE SOURCE PROCUREMENT AGREEMENT**1. AUTHORIZATION**

Pursuant to Pima County Procurement Code 11.12.050 Sole Source Procurement, purchase (delivery) order documents are authorized to be issued utilizing the terms and conditions of the following contract: GENERAL SERVICES AGREEMENT – Pima County; Exhibit A: Scope of Services; and Exhibit B: Price Schedule (total ten (10) pages) under the Pima County Contract Number listed above.

2. STANDARD TERMS AND CONDITIONS

The following additional terms apply to this contract. In case of conflict between the terms stated herein and those of other contract documents, the following terms control:

A. Contract Term/Renewals, Revisions, and Not To Exceed Contract Amount

The initial term of the contract will be for a one (1) year period and include four (4) one-year renewals that may be exercised upon the written agreement of the parties.

County may extend or renew the contract and revise the contract through the issuance by County to Contractor of a revised Master Agreement (MA) document setting forth the requested changes. Failure by Contractor to object in writing to the proposed revisions, terms, conditions and/or specifications within ten (10) calendar days of issuance by County will signify acceptance of all such changes by Contractor and the extension, renewal or amendment will be binding upon the parties, effective on the date of issuance.

The annual not-to-exceed dollar amount under this contract is \$459,500.00.

B. Indemnification Clause:

To the fullest extent permitted by law, Contractor shall defend, indemnify, save and hold harmless Pima County, and its departments, agencies, boards, commissions, officers, officials, agents, and employees (hereinafter referred to as "Indemnitee") from and against any and all claims, actions, liabilities, damages, losses, or expenses (including court costs, attorneys' fees, and costs of claim processing, investigation and litigation) (hereinafter referred to as "Claims") for bodily injury or personal injury (including death), or loss or damage to tangible or intangible property caused, or alleged to be caused, in whole or in part, by the negligent or willful acts or omissions of Contractor or any of its owners, officers, directors, agents, employees or subcontractors. This indemnity includes any claim or amount arising out of, or recovered under, the Workers' Compensation Law or arising out of the failure of such Contractor to conform to any federal, state, or local law, statute, ordinance, rule, regulation, or court decree. It is the specific intention of the parties that the Indemnitee shall, in all instances, except for Claims arising solely from the negligent or willful acts or omissions of the Indemnitee, be indemnified by Contractor from and against any and all claims. It is agreed that, Contractor will be responsible for primary loss investigation, defense, and judgment costs where this indemnification is applicable. In consideration of the award of this contract, the Contractor agrees to waive all rights of subrogation against Pima County, its officers, officials, agents, and employees for losses arising from the work performed by the Contractor for Pima County.

C. Insurance Requirements

The Insurance Requirements herein are minimum requirements for this Contract and in no way limit the indemnity covenants contained in this Contract. Pima County in no way warrants that the minimum limits contained herein are sufficient to protect the Contractor from liabilities that arise out of the performance of the work under this Contract. The Contractor is free to purchase additional insurance.

Contractor's insurance shall be placed with companies licensed in the State of Arizona or hold approved non-admitted status on the Arizona Department of Insurance List of Qualified Unauthorized Insurers. Insurers shall have an "A.M. Best" rating of not less than A- VII. Pima County in no way warrants that the above-required minimum insurer rating is sufficient to protect the Contractor from potential insurer insolvency.

1. Minimum Scope and Limits of Insurance:

Contractor shall procure and maintain, until all of their obligations have been discharged, coverage with limits of liability not less than those stated below.

- a. Commercial General Liability (CGL) – Occurrence Form with limits of \$2,000,000 Each Occurrence and \$2,000,000 General Aggregate. Policy shall include bodily injury, property damage, and broad form contractual liability coverage, and products – completed operations.
- b. Business Automobile Liability – Bodily Injury and Property Damage for any owned, hired, and/or non-owned automobiles used in the performance of this Contract with a Combined Single Limit (CSL) of \$1,000,000.
- c. Workers' Compensation and Employers' Liability - Statutory requirements and benefits. Coverage is compulsory for employers of one or more employees. Employer's Liability - \$500,000.

Note: The Workers' Compensation requirement shall not apply to a Contractor that is exempt under A.R.S. § 23-901, and when such Contractor executes the appropriate Pima County Sole Proprietor (Independent Contractor) Waiver form.

d. Technology Errors and Omissions (E&O) Insurance – The Technology E&O coverage shall have minimum limits of:

- \$1,000,000 Each Claim
- \$2,000,000 Annual Aggregate

Insurance Coverage to include:

- Systems analysis; Software design; Systems programming; Data processing; and Systems integration;
- Outsourcing including outsourcing development and design;
- Systems design, consulting, development and modification;
- Training services relating to computer software or hardware;
- Management, repair and maintenance of computer products, network and systems;
- Marketing, selling, servicing, distributing, installing and maintaining computer hardware or software; and
- Data entry, modification, verification, maintenance, storage, retrieval or preparation of data output.

In the event that the professional liability insurance required by this Contract is written on a claims-made basis, Contractor warrants that any retroactive date under the policy shall precede the effective date of this Contract; and that either continuous coverage will be maintained or an extended discovery period will be exercised for a period of two (2) years beginning at the time work under this Contract is completed.

The policy shall cover professional misconduct or lack of ordinary skill for those positions defined in the Scope of Work.

2. Additional Insurance Requirements:

The policies shall include, or be endorsed to include, as required by this written agreement, the following provisions:

- a. **Additional Insured Endorsement:** The General Liability and Business Automobile Liability Policies shall each be endorsed to include Pima County, its departments, districts, boards, commissions, officers, officials, agents, and employees as additional insureds with respect to liability arising out of the activities performed by or on behalf of the Contractor.
- b. **Subrogation Endorsement:** The General Liability, Business Automobile Liability and Workers' Compensation Policies shall each contain a waiver of subrogation endorsement in favor of Pima County, and its departments, districts, boards, commissions, officers, officials, agents, and employees for losses arising from work performed by or on behalf of the Contractor.
- c. **Primary Insurance Endorsement:** The Contractor's policies shall stipulate that the insurance afforded the Contractor shall be primary for this written agreement and that any insurance carried by Pima County, its agents, officials, employees or Pima County shall be excess and not contributory insurance.
- d. Insurance provided by the Contractor shall not limit the Contractor's liability assumed under the indemnification provisions of this Contract.

3. Verification of Coverage:

Contractor shall furnish Pima County with certificates of insurance (valid ACORD form or equivalent approved by Pima County) as required by this Contract. An authorized representative of the insurer shall sign the certificates.

All certificates and endorsements, as required by this written agreement, are to be received and approved by Pima County before work commences. Each insurance policy required by this Contract must be in effect at, or prior to, commencement of work under this Contract. Failure to maintain the insurance coverages or policies as required by this Contract, or to provide evidence of renewal, is a material breach of contract.

All certificates required by this Contract shall be sent directly to the appropriate County Department. The Certificate of Insurance shall include the Pima County project or contract number and project description on the certificate. Pima County reserves the right to require complete copies of all insurance policies required by this Contract at any time.

4. Notice of Cancellation:

For each insurance policy required by the insurance provisions of this contract, Contractor's insurance shall not be permitted to expire, be suspended or canceled without thirty (30) days prior written notice to Pima County. Such notice shall be mailed, emailed, hand-delivered or sent by facsimile transmission to the Pima County Contracting Representative. Notice shall include the Pima County project or contract number and project description.

5. Approval and Modifications:

Pima County Risk Management reserves the right to review or make modifications to the insurance limits, required coverages, or endorsements throughout the life of this contract, as deemed necessary. Such action will not require a formal Contract amendment but may be made by administrative action.

D. Cancellation for Conflict of Interest

This Agreement is subject to the provisions of A.R.S. Section 38-511.

E. Compliance with Laws

Contractor will comply with all federal, state, and local laws, rules, regulations, standards and Executive Orders, without limitation. In the event any services provided under this contract require a license issued by the Arizona Registrar of Contractors (ROC), Contractor certifies that those services will be provided by a contractor licensed by ROC to perform those services in Arizona. The laws and regulations of the State of Arizona govern the rights, performance and disputes of and between the parties. Any action relating to this Contract must be brought in a court of the State of Arizona in Pima County.

F. Non-Discrimination

CONTRACTOR agrees to comply with all provisions and requirements of Arizona Executive Order 2009-09 which is hereby incorporated into this contract as if set forth in full herein including flow down of all provisions and requirements to any subcontractors. During the performance of this contract, CONTRACTOR must not discriminate against any employee, client or any other individual in any way because of that person's age, race, creed, color, religion, sex, disability or national origin.

G. Non-Appropriation of Funds

COUNTY may cancel this contract pursuant to A.R.S. § 11-251(42) if for any reason the COUNTY Board of Supervisors does not appropriate funds for the stated purpose of maintaining the contract. In the event of such cancellation, COUNTY has no further obligation, other than payment for services or goods that COUNTY has already received.

H. Public Information

Pursuant to A.R.S. § 39-121 et seq., and A.R.S. § 34-603(H) in the case of construction or Architectural and Engineering services procured under A.R.S. Title 34, Chapter 6, all information submitted in response to this solicitation, including, but not limited to, pricing, product specifications, work plans, and any supporting data becomes public information and upon request, is subject to release or review by the general public including competitors.

Any records submitted in response to this solicitation that Contractor reasonably believes constitute proprietary, trade secret or otherwise confidential information must be appropriately and prominently marked as CONFIDENTIAL by Contractor **prior** to the close of the solicitation.

Notwithstanding the above provisions, in the event records marked CONFIDENTIAL are requested for public release pursuant to A.R.S. § 39-121 et seq., COUNTY will release records marked CONFIDENTIAL ten (10) business days after the date of notice to Contractor of the request for release, unless Contractor has, within the ten (10) day period, secured a protective order, injunctive relief or other appropriate order from a court of competent jurisdiction, enjoining the release of the records. For the purposes of this paragraph, the day of the request for release is not counted in the time calculation. Contractor will be notified of any request for such release on the same day of the request for public release or as soon thereafter as practicable.

COUNTY will not, under any circumstances, be responsible for securing a protective order or other relief enjoining the release of records marked CONFIDENTIAL, nor is COUNTY in any way financially responsible for any costs associated with securing such an order.

I. Legal Arizona Workers Act Compliance

CONTRACTOR hereby warrants that it will at all times during the term of this Contract comply with all federal immigration laws applicable to CONTRACTOR's employment of its employees, and with the requirements of A.R.S. § 23-214 (A) (together the "State and Federal Immigration Laws"). CONTRACTOR will further ensure that each subcontractor who performs any work for CONTRACTOR under this contract likewise complies with the State and Federal Immigration Laws.

COUNTY has the right at any time to inspect the books and records of CONTRACTOR and any subcontractor in order to verify such party's compliance with the State and Federal Immigration Laws.

Any breach of CONTRACTOR's or any subcontractor's warranty of compliance with the State and Federal Immigration Laws, or of any other provision of this section, is a material breach of this Contract subjecting CONTRACTOR to penalties up to and including suspension or termination of this Contract. If the breach is by a subcontractor, and the subcontract is suspended or terminated as a result, CONTRACTOR will take such steps as may be necessary to either self-perform the services that would have been provided under the subcontract or retain a replacement subcontractor as soon as possible so as not to delay project completion.

CONTRACTOR will advise each subcontractor of COUNTY's rights, and the subcontractor's obligations, under this Article by including a provision in each subcontract substantially in the following form:

"SUBCONTRACTOR hereby warrants that it will at all times during the term of this contract comply with all federal immigration laws applicable to SUBCONTRACTOR's employees, and with the requirements of A.R.S. § 23-214 (A). SUBCONTRACTOR further agrees that COUNTY may inspect the SUBCONTRACTOR's books and records to insure that SUBCONTRACTOR is in compliance with these requirements. Any breach of this paragraph by SUBCONTRACTOR is a material breach of this contract subjecting SUBCONTRACTOR to penalties up to and including suspension or termination of this contract."

Any additional costs attributable directly or indirectly to remedial action under this Article is the responsibility of CONTRACTOR. In the event that remedial action under this Article results in delay to one or more tasks on the critical path of CONTRACTOR's approved construction or critical milestones schedule, such period of delay will be excusable delay for which CONTRACTOR is entitled to an extension of time, but not costs.

3. ADDITIONAL TERMS AND CONDITIONS FOR THIS CONTRACT

GENERAL SPECIFICATIONS FOR ALL PRODUCTS OR SERVICES

System Inputs Requirements

- 1 The system shall capture all movement within a given time of any vehicle equipped with the GPS module.
- 2 The system shall allow for monitoring of ignition on/off.
- 3 The system shall allow for monitoring of travel start/stop.
- 4 The system shall allow for monitoring of over speed.
- 5 The system shall allow for monitoring of geofence crossing.
- 6 The system shall allow for monitoring of idle time.
- 7 The system shall allow for monitoring of possible accidents
- 8 The system shall allow for monitoring of harsh driving
- 9 The system shall allow for monitoring of possible GPS unit tampering
- 10 The system shall allow for monitoring of seatbelt use
- 11 The system shall allow for the defining of specific mapped routes/destinations.
- 12 The system shall include integrated local map overlays or the ability to link to the county 'Mapguide' system.
- 13 The system shall be able to plot specific landmarks on a map.
- 14 The system shall alert that a vehicle has strayed from a particular predefined area.
- 15 The system shall alert that a vehicle is being moved at a time when it shall not be active.
- 16 The system shall alert that a vehicle has exceeded the posted speed limit or by some other user defined parameter.
- 17 The system shall plot vehicle movement on a map.
- 18 The system shall allow for vehicle tracking and notification (alerts) by the use of triggers such as overspeed, containment area, route deviations, and exclusion areas.
- 19 The system shall be able to overlay information on a map through a reasonable accurate map or a third-party mapping tool to include potential use of Pima County's internal GIS system.
- 20 The system shall alert when the units stop sending data.

- 21 The system shall alert when a vehicle drops off grid.
- 22 The system shall alert when the vehicle stops moving.
- 23 The system shall alert when the vehicle is not moving when it should be.
- 24 The system shall alert when the vehicle is idling for a specific amount of time.
- 25 The system shall alert when the vehicle visits a particular site frequently.
- 26 The system shall allow for alerts by user defined parameters.
- 27 The system shall allow for an integrated mapping component when tracking alerts. For example, users should be able to view one map of entire fleet indicating vehicle location and status.
- 28 The system shall allow for the setup of triggers by vehicle, multiple departments or groups. Pima County should be able to group vehicles based on how it views or reports on its fleet.
- 29 The system shall allow for the management of vehicles at one central point or by the vehicles own department.
- 30 The system shall have drop down menus for selection of criteria for reporting.
- 31 The application shall be able to locate the nearest vehicle to known point, landmark, or address.
- 32 The system should allow for the viewing of a 'location history' of any vehicle.
- 33 The system should be able to locate a vehicle within 50 feet.
- 34 The system shall be able to identify the start and end movement for each vehicle per day, with totals for the week/month.
- 35 The system shall provide for route optimization in which the formulated route can then be forwarded to a navigation device in support of routing capabilities, as well as meet the minimum requirements for GPS tracking.
- 36 The system shall allow for dispatching routes to vehicles equipped with Garmin devices.
- 37 The system shall allow for driver feedback alerts on user defined rule parameters.

System Outputs Requirements

- 1 The system shall produce maps of routes taken by a vehicle with the GPS unit installed.
- 2 The system shall produce reports on speed violation.
- 3 The system shall produce reports on vehicle location.
- 4 The system shall produce reports on vehicle start/stop.
- 5 The system shall produce detailed vehicle activity reports.
- 6 The system shall produce reports on fleet status.
- 7 The system shall produce reports on vehicle idle time.
- 8 The system shall produce reports on frequently visited addresses.
- 9 The system shall produce reports on vehicle routes.
- 10 The system shall allow for real-time event notification.
- 11 The system shall allow for reporting a random sample of vehicles at any time.
- 12 Reports shall be generated by administrator, department or individual.
- 13 The system shall include the ability for customer to create custom reports.
- 14 The system shall include the ability for the customer to create 'ad hoc' reports.

Tracking Devices Requirements.

- 1 The system shall include GPS units that can be installed by Fleet Services staff.
- 2 They system shall allow for deactivation of GPS units to eliminate the monthly charges when not in use.
- 3 The GPS unit shall have the ability to be configured to refresh at any interval between 15 seconds to 15 minutes, and to be reset to a longer interval or completely turned off when the vehicle is not in used.
- 4 The GPS unit shall be of the 'data pusher' or a combination of 'data pusher' and 'data puller' transponder types.
- 5 The GPS unit shall be able to be covertly installed, or locked to prevent tampering.
- 6 The GPS unit shall have a warranty of between 1 to 3 years.
- 7 Units shall be compatible with vehicles 1979 and newer.
- 8 The device used for GPS tracking shall have the capability to interface with other navigation devices that are able to perform routing functions.
- 9 Units shall be 'hard wired' to and powered by the vehicle.
- 10 Units shall perform in ambient air temperatures up to 120 degrees Fahrenheit.

- 11 Vendor shall be responsible for firmware updates on both active units and units that have not yet been installed in vehicles (all purchased units).

Data Retention/Compatibility Requirements

- 1 The system shall allow for the retention of data and that data be available for reporting purposes for at least three (3) years.
- 2 Exports to the County's Shared Application Platforms shall be compatible with ESRI products.

Hosting Service Requirements

- 1 The system shall have the ability to be hosted offsite by the vendor.

Security Requirements

- 1 The system shall have user defined access controls including the ability to limit access by individual, department, or other organizational units.
- 2 The system shall update information and display information in real time through an application (website) which is password accessible.

(THE REMAINDER OF THIS PAGE INTENTIONALLY LEFT BLANK)

IN WITNESS WHEREOF, the parties have approved this Sole Source Procurement Agreement and agree to be bound by the terms and conditions of the Contract on the dates written below.

APPROVED:

Chair, Board of Supervisors

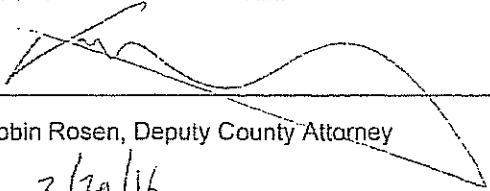
Date

ATTEST

Clerk of Board

Date

APPROVED AS TO FORM:




Tobin Rosen, Deputy County Attorney

3/29/16

Date

APPROVED AS TO CONTENT



Director, Finance and Risk Management

3/30/16

Date

CONTRACTOR:



Signature

ERON ILER, PRESIDENT

Name and Title (Please Print)

4/6/2016

Date

GENERAL SERVICES AGREEMENT – Pima County

This AGREEMENT is made and entered into this 19th day of April, 2016, by and between Pima County, a public body and corporate of the State of Arizona, having its principal place of business at 130 W. Congress, Tucson, AZ 85755 (hereinafter called "Customer"); and Iler Group, Inc., d/b/a Fleetistics, a Florida Corporation, having its principal place of business at 2604 Cypress Ridge Boulevard, Suite 101, Wesley Chapel, Florida 33544 (hereinafter called "Company").

WITNESSETH

WHEREAS, Customer requires the services of Company to provide GPS Tracking Solution; and

WHEREAS, Company submitted the most advantageous response to Customer's request for proposals for a GPS Tracking Solution; and

NOW, THEREFORE, the parties hereto agree as follows:

1. **TERM AND EXTENSION/RENEWAL/CHANGES:** This Agreement, as awarded by Customer, commences on April 19th, 2016 and terminates on April 18th, 2017, unless otherwise terminated or extended pursuant to the provisions of this Agreement. The parties may renew this Agreement for up to four (4) additional one-year periods. Any modification, or extensions of the Agreement terminations date, shall be by formal written amendment executed by the parties hereto.
2. **SCOPE OF SERVICES:** This Agreement establishes the agreement under which the Company will provide Customer with products and services in accordance with the attached Exhibit A: Scope of Services. All goods and services shall comply with the requirements and specifications as called for in this Agreement. This document is incorporated into the Agreement the same as if set forth in full herein.
3. **COMPENSATION AND PAYMENT:** In consideration for the goods and services specified in this Agreement, the Customer agrees to pay Company in an annual amount not to exceed four hundred fifty-nine thousand five hundred dollars (\$459,500.00). Pricing for work or products/materials will be as set forth in Exhibit B: Price Schedule. It is the intention of both parties that pricing shall remain firm during the term of the Agreement. Unless otherwise provided in this agreement, Prices will increase only in conjunction with a renewal of the Agreement.
4. **OWNERSHIP:** Company retains ownership and title of all equipment until Customer has paid in full for equipment and until the parties have fulfilled all terms of the service or lease agreement or Customer has paid termination fees. Upon payment in full, ownership transfers to the Customer. It is the Customer's responsibility to return equipment in good working order at Customer's expense within five (5) calendar days if initial service period is not completed. If equipment is provided at no additional cost above the standard application access fee (AAF) to the Customer for any reason, that equipment remains the property of the Company at all times and forever regardless of other subscription services or application access fees.
5. **WAIVER:** It is the Customer's responsibility to verify that all equipment is working properly upon receipt. Customer WAIVES ALL CLAIMS TO DEFECT, DAMAGE, SHORTAGE, OR

OTHERWISE UNLESS MADE IN WRITING TO COMPANY WITHIN THIRTY (30) DAYS OF DELIVERY OF EQUIPMENT PURCHASED BY CUSTOMER. Customer agrees to pay all shipping, handling, duties, sales taxes, and customs charges that are not shown on this invoice for shipments outside the USA or to local governments as prescribed by state or federal law. All prices are in US dollars unless otherwise indicated. Warranty and Limitation of Liability extend for the duration of the rental period, if applicable.

6. **TERMS AND CONDITIONS OF SERVICE:** This section only applies when Customer purchases a Service directly from the Company which includes equipment required for the service. Customer agrees to make payment in full for Services starting on the delivery date regardless of installation, configuration or other Customer delays. Customer acknowledges having sufficient time prior to the agreement to review and evaluate the Services provided. Ownership of goods, equipment and GPS products in support of the Service remains with the Company at all times and must be returned at the Customer's expense when the service is terminated for any reason within 5 days. Service fee billing ends when devices are received by the Company. Fees for the current month are not refunded. Fees paid for the following month will be refunded in full after all outstanding debt is deducted. It is the Customer's responsibility to provide proof of delivery cancellation or to verify that all equipment is working properly upon receipt. Risk of loss shall pass to Customer or Customer's Agent upon delivery. Limitation of Liability extends for the duration of the period set forth in the agreement. Activation fees and shipping and handling is nonrefundable.
7. **RETURN OF EQUIPMENT AFTER PURCHASE:** This section only applies when Customer purchases equipment from the Company. In the event the equipment is returned after installation or damaged, the Customer shall pay 100% of the current price for a like new device as liquidated damages in addition to fees outlined in Application Access Fee paragraph below.
8. **APPLICATION ACCESS FEE (AAF):** This section only applies when Customer purchases equipment, leases equipment or subscribes to a Service which includes equipment, from the Company or when a separate AAF is paid directly to the Company. AAF fees begin on installation or fourteen (14) days after delivery, whichever comes first.
 - a. Customer may terminate up to 3% of devices in account without penalty and \$50.00 per device for terminations above 3%.
 - b. After the initial subscription service agreement period, the subscription service will automatically renew for a period equal to the initial agreement period, but not for more than one year, unless written notice of termination is received a minimum of thirty (30) days prior to the end of the initial subscription service period or the last automatic renewal period end date. It is the Customer's responsibility to provide notice using the Company's service termination notification process and document and pay all outstanding invoices to the Company and contractors before a termination notice is deemed effective. No other form of documentation is authorized to serve as a termination notice. Proper termination notification does not negate early termination fees being due as listed in this agreement.
 - c. In the event of a disruption of service which is due to malfunctioning equipment that is under warranty and not due to communication network issues (internet, cellular or satellite provider outages), full or partial subscription service credits may be issued

based on the number of units affected, calculated on an hourly basis provided account is current with invoices. Subscription fees for units not affected remain due. Company will provide notice of failure to pay and provide fifteen (15) days from notice to cure defect. Failing to pay for subscription services due may result in account termination, deactivation of units, suspended service, and assessment of early termination fees as described and possible legal action. It is the Customers responsibility to notify the Company within 48 hours of when issues arise and to receive a Support Case number from a Company technical support representative to verify said notification. Service credits are issued only on the creation of a Support Case and Customer providing access to the unit or equipment within five (5) business days by troubleshooting with technical support personnel. Delays due to a lack of Customer cooperation, notification or equipment accessibility are not eligible for service credit.

- d. If a unit or service is transferred to another provider or cancelled, then all data is lost, becomes the property of the Company and a \$95.00 reactivation fee will apply per unit. Customer understands that some units cannot be reactivated which will result in a total loss of value. Some equipment requires returning to the manufacturer at the Customer's expense to reactivate. The Company provides no warranty as to which units can be reactivated for any period of time. Certain units require programming to be done by the Company. Changes to the initial unit configuration may require the Customer to pay to un-install, ship and reprogram units for a \$35.00 per unit programming fee plus shipping and handling fees. Customer agrees that if payment terms are extended there is a 15% APR for late payments calculated daily and a \$50.00 fee per check for insufficient funds.
 - e. After the initial term, AAF fee rate increases will be limited to that actually imposed by data service providers, manufacturers, equal to the Consumer Price Index (<http://www.bls.gov/cpi/>), or market rate for a similar service product and service, whichever is greater; unless the initial rate is below the rate card at the time of purchase. Company shall give Customer 30 days advance written notice of any rate increase. These limitations do not apply to Customers not under a Service Agreement.
 - f. Monthly service includes up to two megabytes of data transfer per SIM card or modem. Service used in a manner for which not intended as determined solely by the Company share result in additional fees relative to data used over the limit. Data is calculated on a calendar month basis. Misuse of the service, improper installation or a defective device may result in immediate termination by the Company to minimize additional fees at the Customer's expense.
9. CUSTOMER SUPPORT AND TRAINING: The Company agrees to provide reasonable online installation and application training support. This excludes managing, installing or maintaining software, monitoring service on behalf of customer or equipment not provided by the Company. Technical support is available Monday-Friday from 0700 to 1800 EST daily, except during Company holidays. Fees will be assessed for Customers using passive technology or support needed above average levels as determined by the Company.
10. WARRANTY & LIMITATION OF LIABILITY: COMPANY MAKES NO EXPRESS OR IMPLIED WARRANTIES INCLUDING WARRANTIES OF MERCHANTABILITY OR

FITNESS FOR A PARTICULAR PURPOSE OF ANY KIND, unless otherwise provided by law. COMPANY IN NO CASE SHALL BE LIABLE FOR SPECIAL, CONSEQUENTIAL, INCIDENTAL, AND INDIRECT, ATTORNEY FEES OR SIMILAR DAMAGES ARISING FROM ANY BREACH OF WARRANTY, EVEN IF COMPANY (OR ITS AGENTS) HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. In no case shall Company's liability exceed the price paid for the goods or services included for which the Company has been paid during the previous twelve (12) months. COMPANY makes no expressed or implied warranty of cellular network coverage, internet service, or performance for "real-time" tracking units, and shall not be responsible for any application access fees or other service provider's provision of services. Equipment and services are warranted on a per device or service basis and based on the terms of the manufacturer warranty of no more than twelve (12) months from delivery unless approved in writing by the Company. The Company may extend an additional limited warranty by addendum. Warranty covers the repair or replacement of device with a like device of equal or greater value and of equal or greater technological capability, at the Company's discretion, excluding labor, bench testing fees, tariffs, duties, customs fees, shipping or handling. A \$35.00 bench testing fee will apply if equipment is found to be working on receipt. Customer agrees to make vehicle or equipment available for troubleshooting by the Company's technical support personnel during technical support hours listed in paragraph (8) before returning equipment for repair or replacement with an RMA number. Customer agrees that replacement equipment will not be provided in advance of "malfunctioning" equipment being received by the Company and tested to confirm equipment is faulty and covered by warranty. Customer agrees that all expenses associated with troubleshooting and repair or replacement of equipment is the sole responsibility of the Customer unless agreed to in writing at the time of sale or as part of an extended service plan at an additional fee. Customer agrees to purchase replacement equipment at market value if equipment cannot be repaired and is not covered by warranty to continue AAF during agreement period. The Company expressly disclaims any duty as an insurer of the equipment, not responsible to repair or replace any equipment that is damaged through accident, abuse misuse, theft, fire, water, casualty, and terrorism, negligent act of Customer or Customer's agents, or act of God. BOTH PARTIES AND THEIR RESPECTIVE OFFICERS, EMPLOYEES, AGENTS OR REPRESENTATIVES SHALL NOT BE LIABLE FOR SPECIAL, CONSEQUENTIAL, INCIDENTAL, INDIRECT, OR SIMILAR DAMAGES ARISING FROM ANY BREACH OF THIS AGREEMENT, INCLUDING LOSS OF COMPANY REVENUE OR PROFITS, FAILURE TO REALIZE EXPECTED PROFITS OR SAVINGS, COST OF CAPITAL, LOSS OF BUSINESS OPPORTUNITIES, LOSS OF GOODWILL OR ANY OTHER NON-DIRECT, PECUNIARY, COMMERCIAL OR ECONOMIC LOSS, UNLESS SAID LOSS ARISES FROM OR IS OTHERWISE CAUSED BY CUSTOMERS OR OTHER PARTIES GROSS NEGLIGENCE.

11. **INSTALLATION AND SERVICE WORK WARRANTY:** Installation and service work provided directly by the Company includes a workmanship warranty for 1 year or duration of a rental or lease from the date of initial installation. The warranty covers defects in equipment and workmanship. Warranty work is to be performed at the original installation location. Travel to additional locations further than the original installation location or outside identified working hours will result in additional reasonable fees based on the rates at the time of the warranty service. It is the Customer's responsibility to make equipment and/or vehicle available during technical support hours listed in paragraph (8) at the Customer's expense. The Company is not responsible for lost wages, business or other Customer expenses incurred to perform warranty work. In the event the Company subcontracts installation or service work to a third party, the Customer agrees that the Company in no situation is liable for an amount greater than the amount paid for services provided by or through the Company and the Company

has been paid in full for same services. The Company does not recommend third party installation and service providers and makes no expressed or implied warranty of a third party and is not liable for their actions, business practices or performance.

12. **LIMITED RETURN POLICY:** The following 10-day limited return policy applies only to sale of equipment. Non-defective equipment purchased as new and which is returned as directed by the Company within 10 calendar days of order, found to be unused (not installed), in original condition, and in original packaging, will be accepted for return with a 15% restocking fee. Shipping and handling fees, installation, activation fees and pro-rated subscription service fees will not be refunded. All returns must be accompanied with a Return Merchandise Authorization (RMA) issued in writing, eNotice (email) or by fax from the Company and written on the outside of the box and will not be accepted otherwise.
13. **DEFAULT:** Customer agrees and acknowledges that time is of the essence with respect to payment required of the Customer hereunder. Failure to pay Company within thirty (30) days of the due date on invoice under this Agreement shall render Customer in default. Company will provide thirty (30) day notice to Customer to cure defect. Failure to pay Company within thirty (30) days of the due date under this Agreement shall render Customer in default. In the event of default, Customer is responsible for all fees and costs associated with collection, including but not limited to fees imposed by any collection agent or attorneys utilized by Company. An annual percentage rate of 15% will be charged to invoices which are sixty (60) days or more past due.
14. **CHANGES TO PRODUCTS AND SERVICES:** The Company reserves the right to add, delete, modify, change, discontinue or limit services or the features, functionality, performance or other aspects of the products from time to time as determined in the Company's sole discretion. The Company will use commercially reasonable efforts to advise the Customer of any such change by posting notice of same to the Company website from time to time or by email. Customer may terminate this Agreement and any subscription agreements in place by providing thirty (30) days' written notice to Company if Company makes any additions, deletions, modifications, changes or discontinues or limits services that materially changes the way Customer uses the equipment or services or precludes Customer for continuing to use the equipment or services in the same manner as contemplated herein.
15. **CUSTOMER CHANGES:** Any Customer changes, alterations or attachments to the equipment may require a change in the charges set forth herein. The Company reserves the right to terminate this Agreement in the event that it shall determine that such changes, alterations, or attachments make it impractical for Company to service the equipment or to retake possession of the equipment. If Customer fails to cure the defect within 30 days written notice to the Customer, the Company reserves the right to terminate this Agreement and impose early termination fees.
16. **INSOLVENCY:** In the event the Company was to become insolvent for unforeseen reasons, the Company will make reasonable efforts to transition service to a 3rd party provider.
17. **NO WAIVER OF RIGHTS:** The Parties acknowledge and agree that any delay or failure of the other to enforce its rights hereunder does not constitute a waiver of such rights, or in any way prevent a party from enforcing such rights, or any other rights hereunder, at a later time.

18. **ENTIRE AGREEMENT:** The Agreement constitutes the entire agreement between the parties, and any and all prior negotiations, agreements (oral or written), or understandings are hereby superseded, updated and replaced by this Agreement except for the terms listed in an awarded contract resulting from a request for proposal (RFP) or Request for Quote (RFQ). When an RFP/RFQ has been awarded and accepted by the Company, provisions in the RFP/RFQ in conflict with the Company's terms and conditions will supersede this agreement. Equipment and service purchased prior to this agreement will now be governed by the terms and conditions herein.
19. **GOVERNING LAW AND VENUE:** This Agreement has been entered into in the State of Arizona and, as such, this Agreement, and the performances due hereunder, shall be construed and governed in accordance with the laws of the State of Arizona. The parties hereby agree that the venue of any action, proceeding, counterclaim, cross-claim, or other litigation relating to, involving or resulting from the enforcement of this Agreement, and the covenants contained herein, shall be in Pima County, Arizona.
20. **NO MODIFICATION OF TERMS:** THE PARTIES EXPRESSLY ACKNOWLEDGE AND AGREE THAT THESE TERMS AND CONDITIONS MAY NOT BE VARIED, MODIFIED, OR CHANGED EXCEPT BY WRITTEN AMENDMENT ATTACHED HERETO EXECUTED BY BOTH PARTIES.
- a. Future orders for products and services placed online using the Company's standard online ordering system will be superseded by this Agreement as long as the customer remains under an annual service Agreement.
21. **DEFINITIONS:** The capitalized terms and variations thereof not otherwise defined elsewhere in this Agreement shall have the meanings as set forth below:
- b. "Application Access Fee" (AAF) means monthly licensing fee for access to data from a device or service to the Customer via a web interface either provided by Manufacturers, 3rd party providers or the Company.
- c. "Device" means any vehicle mounted wireless tracking device or messaging system manufactured for or by the Company.
- d. "Electronic Signature" a signature that consists of one or more letters, characters, numbers or other symbols in digital form incorporated in, attached to or associated with an electronic document equivalent to a physical signature and is legally binding.
- e. "Effective Date" means the effective date of this Agreement as indicated by acceptance of online or by signature.
- f. "Manufacturer" means the entity that engineered or directed the assembly of equipment, supplies data processing services and usually develops the majority of the graphical user interface displaying GPS track data.
- g. "Service" means the delivery of information, knowledge, data or consulting, which may, or may not include equipment or physical goods and services
- h. "Term" means the Initial Term as well as any renewals or extensions thereof.

22. ACCEPTANCE BY ELECTRONIC SIGNATURE: Customer agrees that completing the order online constitutes an electronic signature hereto and shall constitute an original physical signature and shall legally and financially bind the Customer to this and future electronic orders provided by the Company in lieu of returning this signed agreement.

IN WITNESS THEREOF, the parties have hereunto executed this Agreement on the day and year first written above.

CUSTOMER

COMPANY

By: _____

Eron Iler, President,
Iler Group, Inc. dba Fleetistics

Exhibit A: Scope of Services

The intent of this contract is for the purchase of a GPS Tracking Solution for Pima County vehicles. The proposed system shall consist of providing a comprehensive GPS tracking user interface, transmission of data collected by the GPS devices, and GPS tracking devices to efficiently and effectively support the management of the Pima County fleet.

Equipment

The G07 Devices come standard with the following elements: GPS receiver, GPS antenna, a piezo alarm for in cab driver feedback, the ability to capture engine diagnostics, and an expansion port for adding a variety of hardware to expand the capabilities of the device to include driver identification, integrated dispatch and messaging, PTO monitoring, and much more.

Data Collection

Data collection is second by second. Information is transmitted via the Verizon CDMA cellular network using a smart algorithm. This smart algorithm transmits data based on driving behavior and changes in vehicle behavior i.e. direction, speed, braking. This allows for a very detailed breadcrumb trail of the vehicles activity.

Reporting Capabilities

The G07 Device has been designed to meet the needs of fleets large and small. Reports can be run on a single vehicle, a region of vehicles or the entire fleet. Reports are broken down into four main categories: Asset Management, Risk Management, System Reports, and Trips and Activity Reports. Reports may be customized using the features available in MS Excel and custom reports created can be saved and added to the report menus in the user interface. Driver ID can be utilized when a variety of drivers may operate a single vehicle. In this way the driving habits of the *driver* are tracked by his driver key regardless of the vehicle he is operating.

Asset Management - Device reports provide information based on the vehicle including items such as current odometer, engine faults, engine status, and device health. Depth of engine data available is limited to what the vehicle manufacturer has made available through the ECM.

Risk Management - Designed to improve driver behavior and maintain the safety regulations for the fleet. Based on exceptions created by PIMA County. Reports are configured to analyze the % of speed ranges, braking habits and other safety factors. Exceptions rules created by Pima County are used to isolate events of interest. Risk Management reports display important statistics to help identify potential risk areas within you fleet.

System Reports – Used to identify and audit activity of users on the system as well as debugging when troubleshooting issues with a particular device.

Trips and Activity - These productivity reports have been designed to maximize the use of both your vehicles and drivers. They provide the ability to measure time at specific customer sites to analyze where and how time is spent on each job or other location of interest, and better understand travel vs on job site use of time. This data can be used to develop a strategy for improving route efficiency and decreasing mileage, to compare time on the job site vs. off the job site, to more closely examine which vehicles are maximizing their time. Comparing the time spent by technicians on similar tasks helps to identify employees that may be in need of additional training. Similarly, the most productive personnel may be identified and rewarded for their exceptional performance.

Resources

Fleetistics stands ready with the following personnel to meet PIMA County needs:

- Lynn Rios, Senior Account Manager; lynn.rios@fleetistics.com
- Darryl Arnold, Director of Learning Services; darryl.arnold@fleetistics.com

Training & Technical Support

Fleetistics will provide online training as required to ensure personnel are appropriately trained. The general approach to training will be to first "train the trainers" and then work with individuals to ensure complete confidence in their ability to use the software and system. Additional onsite training time can be scheduled if required.

Historical Data

Company agrees to maintain live data collected by the system for at least 1 year. Company further agrees to maintain a total of 3 years of all data collected by the system. County understands data older than 1 year may not be stored on a live system but expects it can be retrieved upon request.

Exhibit B: Price Schedule

Application Access Fees – per unit per month		
Pro plan includes tracking, engine, and accelerometer data	Pro Plan	\$24.95
Network fee		\$0.90
Units in Warm Status		\$15.00
Required for special services including Garmin dispatch & messaging, IOX-CAN add-ons and the newly available active tracking feature	Pro Plus Plan	\$8.85
Licensing fees for add in's from 3rd parties	add ins available in the Geotab Marketplace	call for quote
Equipment & Accessories – one time cost		
• Tracking Device	GO7 CDMA	\$158.40
• 9 pin heavy duty T style adapter harness	GEO-HRN-DS09T2	\$66.25
• Y cable for OBD II Installation	GEO-BS16T2	\$50.75
• 3 wire adapter harness	GEO-HRN-CW03S3	\$18.00
• Low profile OBD extension cable	GEO-HRN-BS16S4	\$16.00
• Garmin Harness without traffic	GEO-IOX-GARMINNT	\$108.75
• Garmin Harness with traffic	GEO-IOX-GARMINWT	\$137.75
• Driver ID Key Reader	GEO-IOX-NFC	\$89.70
• External buzzer	GEO-IOX-BUZZ	\$66.15
• Auxiliary wiring harness for 4 PTO's	GEO-IOX-AUX	\$66.15
• Driver Key Fob	NFC FOB	\$9.52
• Driver Key Sticker	NFC Sticker	\$8.16
• Optional mounting bracket	Installation bracket	\$10.95
Other Services		
	Installation	\$85.00
If on site is requested	Trip Fee	call for quote
	Deactivation	\$50.00
	Onsite tech support per hour	\$125.00