



COOPERATIVE/PIGGYBACK PURCHASE AGREEMENT

AGREEMENT SUMMARY:

1. Cooperative/Piggyback Name:	State of California Statewide Contract
2. Contractor:	GeoTab
3. Cooperative Agency Agreement Name and Agreement Number:	State of California Statewide Contract Number 1-19-58-69
4. Cooperative Agency Initial Agreement Term:	Start Date: 06/18/2019 End Date: 06/17/2022
5. Cooperative Agency's Agreement-Options to extend:	NA
6. Cooperative Agency Amended Term:	NA
7. Cooperative Agency Remaining Options to Renew:	NA
8. City of Stockton Cooperative Purchase Agreement Term:	Start Date: December 2021 End Date: December 2024
9. City of Stockton Cooperative/ Piggyback Purchase Agreement Amount:	Not to Exceed \$422,022.50 for the term of the Agreement.

AGREEMENT

The City of Stockton, a California municipal corporation on behalf of itself and its associated entities ("City"), and the above-named Contractor ("Contractor"), do hereby agree that City shall be granted the pricing, terms, and conditions under the above referenced State of California Statewide Contract Number 1-19-58-69 ("COOP") as such may be amended from time to time. The COOP and associated documents referenced in the agreement are incorporated herein as Exhibit A to this City Cooperative/Piggyback Purchase Agreement ("Agreement").

Contractor shall grant such pricing, terms, and conditions to City for all procurements of goods and services, whether taking place on a City purchase order, purchasing card (credit card), or other purchasing modality, whether via telephone, via the Contractor website, or via direct purchase at a Contractor retail location.

1. **Agreement Term:** The Term of this Agreement shall remain in effect from December 2021 through December 2024 unless terminated earlier by the City.

2. **Insurance and Hold Harmless:** In addition to the pricing, terms and conditions stated in the COOP and the associated documents incorporated herein as Exhibit A, Contractor shall, at Contractor's sole cost and expense and for the full term of the Agreement or any extension thereof, obtain and maintain at least all the insurance requirements listed in attached Exhibit B.

To the fullest extent permitted by law, Contractor shall hold harmless, defend at its own expense, and indemnify the City of Stockton, its officers, employees, agents, and volunteers, against any and all liability, claims, losses, damages, or expenses, including reasonable attorney's fees, arising from all acts or omissions of contractor or its officers, agents, or employees in rendering services under this contract; excluding, however, such liability, claims, losses, damages, or expenses arising from the City of Stockton's sole negligence or willful acts. The duty to defend and the duty to indemnify are separate and distinct obligations. The indemnification obligations of this section shall survive the termination of this Agreement.

3. **Compensation:** City and Contractor do hereby enter into this Agreement for "Telemetry/GPS" available in the above-named COOP and associated documents incorporated herein as Exhibit A and referenced in the attached quote Exhibit C. In no way, shall payment to the Contractor during the term of this Agreement exceed \$422,022.50 for the purchase of GeoTab GPS and telematics hardware. Any person signing this Agreement on behalf of City or Contractor does warrants that he or she has full authority to do so.

4. **Governing Law.** California law shall govern any legal action pursuant to this Agreement with venue for all claims in the Superior Court of the County of San Joaquin, Stockton Branch or, where applicable, in the Federal District Court of California, Eastern District, Sacramento Division.

This Agreement may be amended only by a written amendment, consistent with the COOP, signed by Contractor and City.

CITY OF STOCKTON**CONTRACTOR NAME.**

Harry Black, City Manager

By:

Signature

Print name

ATTEST:

Title:

Eliza Garza CMC, City Clerk

*[If Contractor is a corporation, signatures must
comply with Corporations Code §313]*

APPROVED AS TO FORM:

John Luebberke, City Attorney

By:

Signature

Print name

Title:

EXHIBIT A



Department of General Services
Procurement Division
707 Third Street, 2nd Floor
West Sacramento, CA 95605-2811

EXHIBIT 2
EXHIBIT A

State of California
STATEWIDE CONTRACT
USER INSTRUCTIONS
MANDATORY

****Supplement 3****
****(Incorporates Supplements 1 – 3)****

ISSUE AND EFFECTIVE DATE: ****5/3/2021****

CONTRACT NUMBER: 1-19-58-69

DESCRIPTION: Telemetry/GPS Systems

CONTRACTOR: Geotab

CONTRACT TERM: 6/18/2019 through 6/17/2022

STATE CONTRACT ADMINISTRATOR: Robb Parkison

916-375-5918

robb.parkison@dgs.ca.gov

The contract user instructions, products, and pricing are included herein. All purchase documents issued under this contract incorporate the contract terms and applicable California General Provisions:

[IT General Provisions, rev 09/05/2014](http://www.documents.dgs.ca.gov/dgs/fmc/gspd/gspd401IT.pdf)

(<http://www.documents.dgs.ca.gov/dgs/fmc/gspd/gspd401IT.pdf>)

Cal eProcure link: www.caleprocure.ca.gov

ORDER PLACEMENT INFORMATION

Mailing Address:

Geotab USA, Inc.
770 East Pilot Road
Las Vegas NV, 89119

Fax/Email:

Fax: 888-243-5272
Email: cageotaborders@geotab.com

Contact Information:

Geotab USA, Inc.
Scott Graves

Phone: 800-449-0614
Email: scottgraves@geotab.com

Contractor Website: <https://help.geotab.com/california/>

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Contract User Instructions ****Supplement 3****

All changes to most recent Supplement are in ***bold red italic***. Additions are enclosed in asterisks; deletions are enclosed in brackets.

SUMMARY OF CHANGES

Supplement Number	Description/Articles	Supplement Date
<i>*3*</i>	<i>*Subject contract for Telemetry/GPS Systems is hereby modified to reflect the following changes:</i> ➤ <i>Section 45 Data Sharing added*</i>	<i>*5/3/2021*</i>
2	Subject contract for Telemetry/GPS Systems is hereby modified to reflect the following changes: ➤ Attachment A Cost Pricing Worksheet: Cost worksheet added and deleted line Items ➤ Attachment D Multistream language	2/19/2021
1	Subject contract for Telemetry/GPS Systems is hereby modified to reflect the following changes: ➤ Attachment A Cost Pricing Worksheet: Cost worksheet added a self installation package and NON GPS units*	4/7/2020
N/A	Original Contract Posted	6/18/2019

All other terms and conditions remain the same.

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Contract User Instructions *Supplement 3***1. SCOPE**

The State of California's contract with Geotab USA, Inc.(Contractor) provides Telemetry/GPS Systems at contracted pricing to the State of California (State) and local governmental agencies. The Contractor shall supply the entire portfolio of products as identified in the contract and will be the primary point of contact for data collection, reporting, and distribution of Telemetry/GPS Systems to the State.

The contract term is for three (3) years with an option to extend the contract for seven (7) additional one (1) year period or portion thereof. The terms, conditions, and prices for the contract extension option shall be by mutual agreement between the Contractor and the State. If a mutual agreement cannot be met the contract may be terminated at the end of the current contract term.

2. CONTRACT USAGE/RULES**A. State Departments**

- The use of this contract is mandatory for all State of California departments.
- State departments must adhere to all applicable State laws, regulations, policies, best practices, and purchasing authority requirements, e.g. California Codes, Code of Regulations, State Administrative Manual, Management Memos, and State Contracting Manual Volume 3, as applicable.
- Prior to placing orders against this contract, State departments must have been granted IT purchasing authority by the Department of General Services, Procurement Division (DGS-PD) for the use of this statewide contract. State departments that have not been granted purchasing authority by DGS-PD for the use of the State's statewide contracts may contact DGS-PD's Purchasing Authority Management Section by e-mail at pams@dgs.ca.gov.
- State departments must have a Department of General Services (DGS) agency billing code prior to placing orders against this contract. Ordering departments may contact their Purchasing Authority contact or their department's fiscal office to obtain this information.

B. Local Governmental Agencies

- Local governmental agency use of this contract is optional.
- Local government agencies are defined as "any city, county, city and county, district or other governmental body or corporation, including the California State Universities (CSU) and University of California (UC) systems, K-12 schools and community colleges", empowered to expend public funds for the acquisition of products, per Public Contract Code Chapter 2, Section 10298 (a) (b). While the State makes this contract available to local governmental agencies, each local governmental agency should determine whether this contract is consistent with its procurement policies and regulations.

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- Local government agencies include agencies in other states within the United States. The contractor reserves the right to decline participation from agencies outside of California if it is outside their normal business practices.
 - Local governmental agencies shall have the same rights and privileges as the State under the terms of this contract. Any agencies desiring to participate shall be required to adhere to the same responsibilities as do State agencies and have no authority to amend, modify or change any condition of the contract.
 - A DGS issued billing code is not required for other governmental agencies to place orders against this contract.
- C. Unless otherwise specified within this document, the term “ordering agencies” will refer to all State departments and/or local governmental agencies eligible to utilize this contract. Ordering and/or usage instructions exclusive to State departments or local governmental agencies shall be identified within each article.

3. DGS ADMINISTRATIVE FEES**A. State Departments**

The DGS will bill each State department an administrative fee for use of this statewide contract. The administrative fee should NOT be included in the order total, nor remitted before an invoice is received from DGS.

Current fees are available online in the [Price Book & Directory of Services](https://www.dgs.ca.gov/OFS/Price-Book) (<https://www.dgs.ca.gov/OFS/Price-Book>) (go to Price Book Download and click on Purchasing under Procurement Division).

B. Local Governmental Agencies

For all local government agency transactions issued against the contract, the Contractor is required to remit the DGS-PD an Incentive Fee of an amount equal to 1% of the total purchase order amount excluding taxes and freight. This Incentive Fee shall not be included in the agency's purchase price, nor invoiced or charged to the purchasing entity. All prices quoted to local governmental agency customers shall reflect State contract pricing, including any and all applicable discounts, and shall include no other add-on fees.

4. SB/DVBE OFF-RAMP PROVISION

There is no SB/DVBE off ramp associated with this contract.

5. EXEMPT PURCHASES

There are no exempt purchases associated with this contract.

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Contract User Instructions **Supplement 3****6. PROBLEM RESOLUTION/SUPPLIER PERFORMANCE**

Ordering agencies and/or Contractor shall inform the State Contract Administrator of any technical or contractual difficulties encountered during contract performance in a timely manner. This includes and is not limited to informal disputes, supplier performance, outstanding deliveries, etc. The ordering agency should include all relevant information and/or documentation (e.g., purchase documents).

7. CONTRACT ITEMS

This contract contains both core and non-core items. Core items include the telematics device, training, installation and monthly service plans.

Core Items

Proposed products shall provide a comprehensive in-asset GPS system to collect and report usage, maintenance, and operational data on the following asset categories:

- Category 1 – Light Duty Vehicles
- Category 2 – Heavy Duty Vehicles
- Category 3 – Zero or Low Emission Vehicles
- Category 4 – Non-Self Propelled Assets
- Cellular Data (Monthly Service)
- Satellite Data (Monthly Service)
- Solar Tracker
- AVL Service (Monthly Service)

Non-Core Items

Non-Core Items are items that support the Core components and services. Non-Core items shall be offered at a 20 percent discount off the MSRP. Non-Core Catalog items may include any components related to Telemetry and GPS Systems and services. Such items may include, but are not limited to:

- Driver Identification Device (Key FOB)
- Key FOB Tethers
- Key FOB Readers
- Alternate Power Supply Harness
- Heavy Duty/CanBus Harness
- Light Duty/OBD Harness
- AVL Processor/Interface
- Additional Training
- Additional Installation
- Satellite Modems
- Network Extenders
- AVL Components

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Contract User Instructions *Supplement 3***8. CUSTOMER SERVICE**

Contractor will provide a dedicated account support team and a primary single point of contact for support services to each ordering agency. Back up personnel will be provided in the absence of the primary point of contact.

Live technical support and customer support service will be provided by the Contractor and available by telephone from 6:00 AM PT to 5:00 PM PT, Monday through Friday. Customer support service will also be available by e-mail, chat, or other agreed upon method. Ability to make corrections via the Application service for online data will be available twenty-four (24) hours a day, seven (7) days a week, including holidays.

Incoming calls will be responded to within two (2) hours and substantive responses to user questions will be provided within eight (8) hours (e.g., assistance resolving minor support/administrative issues, retrieving desired data, formatting and saving queries and reports, query results, alternative ways to group, present, or otherwise enhance the understanding of reports, etc.).

Calls of a critical nature (e.g., system down, critical functionality not working correctly, etc.) will be responded to within one (1) hour and substantive responses or resolution provided within four (4) hours.

The Contractor will provide a complete response or resolution to all calls within of forty-eight (48) hours of the call being logged or a time mutually agreed to by the Contractor and the ordering agency.

The Contractor shall provide the following project personnel to comprise the Project Team to include the following (one person can be assigned to multiple roles):

Project Manager

Role: The Contractor Project Manager must provide project management oversight through acceptance of the ordering agency system.

Responsibilities:

- Creates and manages the Project Plan and schedule
- Manages the Contractor Project Team members
- Liaison between ordering agency and Contractor Resources
- Initiates Quality Assurance Processes to monitor the Project
- Manages issues and risks
- Point of escalation for project issues
- Manages the deliverable acceptance process

Business Analyst

Role: The Business Analyst must provide contract requirements verification, a project traceability matrix, and subject matter expertise for the proposed project. The Business

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Analyst will work with the ordering agency authorized personnel. The roles and responsibilities of a Business Analyst can be satisfied by another business title.

Responsibilities:

- Provide a project traceability matrix to the ordering agency authorized personnel. The traceability matrix will be a live, collaborative online document, requiring no new software installed to access the matrix. The matrix will be updated within one (1) day of project changes being made.
- Provides oversight of contract requirement verification, design, configuration, workflow, security design, development, and testing.
- Provide solutions for issues that arise. Any business process changes will be provided to, and approved by ordering agency prior to implementation.
- Provide input to training development, and participate as part of the immediate post-go-live support team.

Technical Lead

Role: The Technical Lead will provide technical subject matter expertise for the proposed ordering agency project implementation. The Technical Lead will work collaboratively with the ordering agency authorized personnel.

Responsibilities:

- Lead the technical team in designing the technical architecture to support the proposed an Application;
- Lead the technical team in tasks for inbound and outbound interfaces, customer development, enhancements, reports, and testing;
- Lead the installation and administrative configuration of the proposed Application and infrastructure;
- Comprehensive technical implementation of the proposed Application;
- Center point of communication for all technical matters concerning the Application and supporting infrastructure;
- Communicate with ordering agency authorized personnel concerning any integration solution that involves ordering agency authorized personnel, prior to any implementation.

Training Lead

Role: The Training Lead's role will plan and lead the design, development, and implementation of the Application and Hardware training program for ordering agency personnel.

Responsibilities:

- Will follow deliverable schedules for ordering agency project
- Will have thorough understanding of the functional and technical requirements of the Application and ordering agency needs
- Will have thorough understanding of the work flow process of the Application at every tier

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- Perform training needs analysis to determine the best method of delivery
- Evaluate participants at every level to determine appropriate training solution
- Lead the implement of the Training Plan

The Contractor will employ these members of the Project Team as regular, fulltime employees throughout the term of the Contract, including all renewals of the Contract. Any Project Team personnel changes after the contract award will not be allowed without prior written approval from the ordering agency. The Contractor will also provide a Project Team to complete the Project. Project Team members who are Contractor's full-time, regular employees will perform at least 50% of the Work to complete the Project. The Contractor may use its personnel or subcontractor personnel to meet the remaining 50% of the effort. The ordering agency may screen or interview members of the Project Team prior to their assignment to the Work. All Project Team members must demonstrate skills appropriate to their assigned roles. The ordering agency may reject any Project Team member for poor performance and request a new member at any time during the contract.

Contact	Phone	Direct Website and Email
Customer Service Unit	800-449-0614	Website: https://help.geotab.com/ Email: cageotabsupport@geotab.com

9. ELECTRONIC CATALOG/CONTRACT WEBSITE CONTENTS

An Electronic Catalog / Contract Website specific to the Statewide Contract for Telemetry/GPS Systems is available and contains the following data elements at minimum:

- Detailed line item descriptions of Telemetry/GPS systems Core items
- Warranty/PPM information
- State-specific contract current pricing
- Quote generation
- Contractor's customer service contact information
- Non-Core items

10. PRE-ORDER CONFIGURATION CONSULTATION (QUOTE GENERATION)

The Contractor shall provide pre-sale pre-order technical consultation and configuration assistance to ordering departments in order to assure acquired configurations are operationally designed for the ordering agency's technology needs. Ordering agencies will assure that the Contractor has been appraised on the technical needs of the systems and components acquired under the contract.

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The Contractor shall provide an offer to ordering agencies in MS Excel spreadsheet format based upon agencies scope of work. The Contractor's offer format spreadsheet must include the following data elements:

- Contractor letterhead
- Offer/Quote "prepared by" name and contact information
- Offer/Quote number
- Date of Offer/Quote
- Ordering agency name
- Ordering agency contact person
- Contract number
- Contract expiration date
 - Table consisting of:
 - Contract Line Item Number
 - Quantity
 - Core/Non-Core (Y/N)
 - Description of Item
 - Manufacturer's Part Number/SKU
 - MSRP/Index Price
 - Contract Discount
 - Contract Unit Price
 - Extended Price (Quantity x Contract Price)
 - Subtotals of taxable and non-taxable items
 - Rate and calculated tax
 - Applicable fees
 - Grand total

12. PRODUCT SUBSTITUTIONS

Products and configurations meeting or exceeding the category requirements shall be available throughout the duration of the contract term. The contract provides for technology refresh as models are discontinued or cease production and must be approved by the contract administrator. These changes will be made in the form of a contract supplement, and will not be effective until the supplement's release.

The Contractor shall not substitute products or configurations or modify catalog information without written approval from the DGS-PD State Contract Administrator.

The Contractor will maintain the contract discount as bid throughout the original term of the contract and any extension, including upon approved substitution.

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If no substitute product is available that meets or exceeds the specifications due to fundamental technology or market change, the State may alter the core items to meet the updated marketplace standards. Obsolescence of a core item may be determined at the discretion of the State.

13. STATE AGENCY INFORMATION TECHNOLOGY CERTIFICATION REQUIREMENT

This requirement does not apply to local government agencies.

For State agencies, a signed certification of compliance with state information technology (IT) policies is required for all IT acquisitions of hardware, software, and services that cost \$5,000 or more. The policy and required format is provided in SAM Section 4819.41.

14. PURCHASE EXECUTION**A. State Departments****1) Std. 65 Purchase Documents**

State departments not transacting in FI\$CAL must use the Purchasing Authority Purchase Order (Std. 65) for purchase execution. An electronic version of the Std. 65 is available at the [Office of State Publishing web site](https://www.dgsapps.dgs.ca.gov/osp/StatewideFormsWeb/Forms.aspx) (<https://www.dgsapps.dgs.ca.gov/osp/StatewideFormsWeb/Forms.aspx>) (select STD Forms).

All Purchasing Authority Purchase Orders (Std. 65) must contain the following:

- Agency Order Number (Purchase Order Number)
- Ordering Agency Name
- Agency Billing Code
- Purchasing Authority Number
- Leveraged Procurement Number (Contract Number)
- Supplier Information (Contact Name, Address, Phone Number, Fax Number, E-mail)
- Line Item number
- Quantity
- Unit of Measure
- Commodity Code Number
- Product Description
- Unit Price
- Extension Price

2) FI\$CAL Purchase Documents

State departments transacting in FI\$CAL will follow the FI\$CAL procurement and contracting procedures.

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Contract User Instructions **Supplement 3****3) Blanket Orders**

The use of blanket orders against this statewide contract is allowed.

B. Local Governmental Agencies

Local governmental agencies may use their own purchase document for purchase execution. The purchase documents must include the same data elements as listed above (Exception: Purchasing Authority Number is used by State departments only).

15. MINIMUM ORDER

The minimum order shall be one (1) unit or service plan.

16. ORDERING PROCEDURE

Ordering agencies are to submit appropriate purchase documents directly to the Contractor(s) via one of the following ordering methods:

- U.S. Mail
- Facsimile
- Email

The Contractor's Order Placement Information is as follows:

ORDER PLACEMENT INFORMATION			
U.S. Mail: Geotab USA, Inc. 770 East Pilot Road, Suite A	Phone: 800-449-0614	Facsimile: 888-243-5272	Email: cageotaborders@geotab.com

When using any of the ordering methods specified above, all State departments must conform to proper State procedures.

Ordering Agencies shall issue a separate Statement of Work (SOW) detailing vehicle types, VINS, installation locations and agreed dates, training, and services, etc., with purchase orders when necessary. Only these order specific details shall be included in the SOW.

Upon receipt of purchase order, Contractor and ordering agency will schedule implementation meetings to develop a plan for implementing Telemetry and GPS Systems in required assets. The Contractor agrees to work with ordering agency to meet the evolving reporting needs of ordering agency.

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Contract User Instructions *Supplement 3***17. ORDER ACCEPTANCE**

The Contractor shall accept orders from any ordering agency. The Contractor shall not accept purchase documents for this contract that:

- Are incomplete
- Contain non-contract items
- Contain non-contract terms and conditions

The Contractor must not refuse to accept orders from any ordering agency for any other reason without written authorization from the State Contract Administrator.

18. ORDER RECEIPT CONFIRMATION

The Contractor must provide the ordering agencies with an order receipt acknowledgment via e-mail/facsimile within one (1) business day after receipt of an order. The acknowledgement will include:

- Contractor Order Number
- Ordering Agency Name
- Agency Order Number (Purchase Order Number)
- Description of Goods
- Total Cost
- Anticipated Delivery Date
- Identification of any Out of Stock/Discontinued Items

Prior to contract award, Contractor shall provide a copy of a preliminary order receipt acknowledgement during the contract execution period.

19. OUT OF STOCK REMEDY

Upon receipt of order acknowledgment identifying out of stock items, the ordering agencies shall have the following options:

- Request back order
- Cancel the item from the order with no penalty

Contractor will provide notification to the ordering agencies regarding out-of-stock items which have been back ordered.

Under no circumstance is the Contractor permitted to make substitutions with non-contract items or unauthorized products.

20. DISCONTINUED ITEM REMEDY

Upon receipt of order acknowledgment identifying discontinued items, the ordering agencies shall have the following options:

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- Amend purchase document to reflect State-approved substitute item (per Article #12, Product Substitutions/Discontinued Items)
- Cancel the item from the order

Under no circumstance is the Contractor permitted to make substitutions with non-contract items or unauthorized products without approval from the CA.

21.DELIVERY SCHEDULES

Delivery for orders placed against this contract shall be in accordance with the following:

A. Locations

Deliveries are to be made (statewide) to the location specified on the individual purchase order, which may include, but not limited to inside buildings, high-rise office buildings, and receiving docks.

B. Schedule**Full Implementation**

Delivery and installation of Telemetry and GPS Systems will vary based on agreed upon schedule determined during the implementation meetings between ordering agency and Contractor.

Individual Asset Up-fit

Individual asset up-fits may take place following a full fleet implementation. Contractor shall complete installation within five (5) business days after receipt of order or installation request.

Parts and Supplies

Delivery of ordered product shall be completed within fifteen (15) calendar days after receipt of an order, unless otherwise agreed to by the ordering agency. Since receiving hours for each ordering agency will vary by facility, it will be the Contractor's responsibility to check with each facility for their specific delivery hours before delivery occurs.

The Contractor must notify the ordering agency within twelve (12) hours of scheduled delivery time if delivery cannot be made within the time frame specified on the order. Contractor is requested to make deliveries in Los Angeles County, Orange County, San Bernardino Metropolitan Area, and San Diego Metropolitan Area during off-peak hours. Off-peak hours are Monday through Friday, 10:00 AM to 4:00 PM PT.

C. Training

The in-asset GPS device and Application training shall be provided to authorized ordering agency personnel at agreed upon ordering agency facility locations throughout the state, at no additional cost to the State.

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The contractor, shall provide a qualified factory authorized service representative (not a salesman) to provide training for Administrative Staff, Managers, and Technicians. A training plan outline will be developed during implementation meetings with the ordering agency. Training shall include, but not be limited to, the following:

- Administration:

The training for Administrative Users shall be provided at the ordering agency headquarters or other site as designated. This training shall consist of two (2), eight (8) hour days minimum with a cap of three (3), eight (8) hour days. Dates of training will be agreed upon during implementation meetings.

- Administrative Staff

One (1) course to be held at ordering agency HQ or designated location.

Up to 15 people

Minimum Two (2) day course three (3) day cap

Highest level of access rights

Comprehensive application/database training course

- Managers and Technicians:

The training for Managers and Technicians shall be provided at locations outlined during the implementation meetings with ordering agency. This training shall include up to thirty (30) classes, a minimum of four (4) hours in length each.

D. Security Requirements

Deliveries may be made to locations inside secure institutional grounds (such as the California State Prisons) that require prior clearances to be made for delivery drivers. Since security clearance procedures for each facility may vary, it will be the Contractor's responsibility for contacting the secure location for security clearance procedures, hours of operation for deliveries and service, dress code, and other rules of delivery.

22. FREE ON BOARD (F.O.B.) DESTINATION

All prices are F.O.B. destination; freight prepaid by the Contractor, to the ordering organization's receiving point. Responsibility and liability for loss or damage for all orders will remain with the Contractor until final inspection and acceptance, when all responsibility will pass to the ordering organization, except the responsibility for latent defects, fraud, and the warranty obligations.

23. SHIPPED ORDERS

All shipments shall be in accordance with the General Provisions, section 12 entitled "Packing and Shipment".

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Contract User Instructions *Supplement 3***24. PACKING SLIP**

A packing label shall also be included with each order shipped and include the following items, visible on the outside of the box:

- Ordering Agency Name
- Delivery Address, Unit, and/or Floor
- Ordering Agency Contact Information

25. SAFETY DATA SHEET

The Contractor shall provide a Safety Data Sheet for product(s) subject to Title 8 of the California Code of Regulations, Section 5194, Hazard Communication. The Safety Data Sheet is to be prepared and delivered in accordance with this Section.

26. INSTALLATION

- A. Installation will be provided in all areas of the state and will be included with the purchase of any device and hardware package. Hardware package includes all hardware and peripherals necessary for system functionality in each asset.
- B. New contractor is responsible to remove previously installed devices peripherals and associated wiring, returning asset to an operational state relative to the general condition of the asset, prior to installing their system components. Ordering agency will provide disposal instructions for removed hardware during the consulting period.
- C. Each ordering agency will provide a list of assets to be equipped with an in-asset GPS monitoring system. The assets may vary in classification (LD, HD, ZEV or NSP), model, make, year, and location within California. All hardware necessary for the installation, will be provided by the contractor at the time of installations on like asset model will be standardized to include wiring routing, device location, and location of power supply. The Contractor will supply service documentation for each model installation configuration to include location diagrams, photos of installed components, service instructions, and troubleshooting instructions. Service documentation packages will be supplied electronically to ordering agency's Contractor Manager and available on Contractor's Application.
- D. The Contractor is responsible for the project planning, implementation, logistics and scheduling of device installations in cooperation and coordination with ordering agency authorized personnel. Installations will typically be accomplished during regular business hours Monday through Friday, 8:00 AM to 5:00 PM, however local operational needs may require evening and weekend installation operations at no additional cost. Installation times will correspond to the asset's availability.

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- E. The Contractor will provide an approved list of installers/field service technicians and/or installation facilities prior to project implementation. The Contractor is required to report installation personnel changes within two (2) days to the ordering agency.
- F. All installations will be completed at an installation location approved by the ordering agency. Changes to installation location require pre-approval by the ordering agency.
- G. During the contract period, additional assets to be equipped with GPS systems will be identified by the ordering agency based on operational needs and service will be activated on new devices upon request of the ordering agency.
- H. Fleet size will vary due to acquisitions, sales, accidents, or unanticipated loss. The Contractor will work with ordering agency to develop a process to allow for deactivation of devices. Deactivated devices will have pro-rated service billing for the month the device was deactivated.
- I. All aftermarket installations will be hidden or protected to minimize tampering or accidental disconnection. All installations will be inspected and approved by ordering agency's authorized personnel prior to releasing the asset for service.
- J. No splicing of OEM wires will be allowed.
- K. All electronic/electrical installations will meet the applicable standards contained within the Caltrans' electronic/electrical standards, Caltrans electronic/electrical quality standards which can be viewed at:
http://www.dot.ca.gov/equipment/QualityStandards/Electric/Electric_pdf/Electrical.pdf
- L. The Contractor will be held liable for any malfunctions or asset damage that occurs as a result of poor quality installations or installations that do not meet the applicable standards contained within the Caltrans' electronic/electrical standards.
- M. All installations will meet the requirements of the California Asset Code Section 26708 and will not cause interference with any existing asset systems. Installations identified as causing interference with existing asset systems, will be repaired, at no cost to the ordering agency, within three (3) business days of notification by ordering agency's authorized personnel.
- N. When installation is complete, the GPS system will be tested by the Contractor/Installer to ensure correct operation prior to release for service. Any installation not meeting the Contract requirements will not be accepted as a compliant system. Contractor will repair any and all non-compliant systems while on site at no additional charge to the ordering agency.
- O. The device/asset installation will be tested by the Contractor/Installer to verify operation by a location ping/event before installation is approved. As a result of the

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ping/event, the Application will show, Asset ID, Asset operator and/or Asset operator ID number, description of asset, Contractor device serial number, VIN, and current location displayed on Application map by latitude and longitude and the nearest address available.

- P. All wiring harnesses will meet as a minimum standard the requirements of the Wiring Harness Manufacturer Association IPC/WHMA-A-620 standards found:
<https://whma.org/ipcwhma-a-620/>
- Q. Contractor shall own and assume all responsibility for all litter, waste, debris, and similar materials arising from or produced by the Contractor under this contract. The Contractor shall clean and keep the work area in an orderly, safe, and clean condition, including, but not limited to, spills and smudges. If the work site is not left clean and in an orderly condition, the Contractor shall be called back to the worksite to clean the worksite at the Contractor's sole expense.
- R. Such litter, waste, debris, and other materials produced during this contract are not expected to include hazardous materials. If hazardous materials are encountered, the Contractor shall stop work and notify the ordering agency.

27. INSPECTION AND ACCEPTANCE

Inspection and acceptance shall be in accordance with the General Provisions, paragraph 16 entitled Inspection, Acceptance and Rejection (refer to Exhibit 8.22, General Provisions - Information Technology, Rev. 09/05/2014).

28. CONTRACT ADMINISTRATION

Both the State and the Contractor have assigned contract administrators as the single points of contact for problem resolution and related contract issues.

Administrator Information	DGS-PD (State Contract Administrator)	Geotab USA Inc. (Contractor)
Contact Name:	Robb Parkison	Scott Graves
Telephone:	(916) 375-5918	800-449-0614
Facsimile:	(916) 375-4613	888-243-5272
Email:	robb.parkison@dgs.ca.gov	scottgraves@geotab.com
Address:	DGS/Procurement Division Attn: Robb Parkison 707 Third Street, 2 nd Floor, MS 201 West Sacramento, CA 95605	Geotab USA, Inc. Attn: Scott Graves 770 E. Pilot Rd Las Vegas, NV 89018

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Contract User Instructions **Supplement 3****29. RETURN POLICY**

Contractor will accept all products for return if returned prior to acceptance by the State Contractor shall offer a credit or refund. Contractor may impose a Restocking Fee. Products returned should be in the packaging as delivered and include all documentation. Lost or damaged packaging materials and/or documentation shall be supplied by the Contractor. The Contractor shall not charge for these materials in excess of the Contractor's cost or the Restocking Fee, whichever is lower. The Contractor shall provide the State CA and/or ordering department a copy of the Contractor's material cost, if requested, within ten (10) days of request.

All returns shall be picked up within seven (7) working days of notification. Notification is defined as notice in writing, by facsimile or e-mail. Shipping or freight costs for returned items that were shipped in error, defective or freight-damaged shall be paid by the Contractor.

30. CREDIT POLICY

The Contractor shall offer credit/refund for the following items:

- Items shipped in error
- Defective or freight-damaged items

In all cases, the ordering agency shall have the option of taking an exchange or receiving a credit, or receiving a refund.

The Contractor will be responsible for the credit or replacement of all products, including those covered by manufacturer warranties. Contractor cannot require the ordering agency to deal directly with the manufacturer.

31. RESTOCKING FEES

The Contractor will not impose a restocking fee on the ordering agency for the following situations:

- Items returned that were damaged upon receipt
- Incorrect items shipped

Re-stocking fees for all other reasons can be no greater than ten percent (10%) of the value of the items needing re-stocking.

32. INVOICING

Invoices shall be submitted to the ordering agencies within seven (7) calendar days from date of delivery. Ordering agencies may require separate invoicing, as specified by each ordering agency.

Prior to contract award, Contractor shall submit a preliminary copy of their invoice during the contract implementation period.

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The State CA shall review and determine acceptability of the invoice and the authorized copy shall become the standard for this contract. The State will notify the Contractor if changes to the invoice need to be made.

33. PAYMENT**A. Terms**

Payment terms for this contract are net forty-five (45) days. Payment will be made in accordance with the provisions of the California Prompt Payment Act, Government Code Section 927, et seq. Unless expressly exempted by statute, the Act requires State departments to pay properly submitted, undisputed invoices not more than forty-five (45) days after the date of acceptance of goods, performance of services, or receipt of an undisputed invoice, whichever is later.

B. CAL-Card Use

State departments may use the CAL-Card for the payment of invoices. Use of the CAL-Card requires the execution of Purchasing Authority Purchase Order (Std. 65) as referenced in Article #39, Purchase Execution and must include all required documentation applicable to the purchase.

The CAL-Card is a payment mechanism, not a procurement approach and, therefore, does not relieve departments from adhering to all procurement laws, regulations, policies, procedures, and best practices, including those discussed in the State Contracting Manual (SCM) Volume 1 and Volume 2. This includes but is not limited to the application of all sales and use tax laws, rules and policies as applicable to the purchase.

C. State Financial Marketplace

The State reserves the right to select the form of payment for all procurements, be it either an outright purchase with payment rendered directly by the State, or a financing/lease-purchase or operating lease via the State Financial Marketplace (GS \$Mart and/or Lease \$Mart). If payment is via the financial marketplace, the Contractor will invoice the State and the State will approve the invoice and the selected Lender/Lessor for all product listed on the State's procurement document will pay the Contractor on behalf of the State.

D. Payee Data Record

Each State accounting office must have a copy of the Payee Data Record (Std. 204) in order to process payments. State departments should forward a copy of the Std. 204 to their accounting office(s). Without the Std. 204, payment may be unnecessarily delayed. State departments should contact the Contractor for copies of the Payee Data Record.

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Contract User Instructions *Supplement 3***34. CAL-CARD INVOICING**

All CAL-Card invoices are to be processed separately from other payment methods and include the elements identified in Article #36, Invoicing. CAL-Card invoices shall be submitted to the CAL-Card account holder. The total invoice amount for each CAL-Card order must reflect a zero (0) balance due or credit, if applicable, and state "paid by CAL-Card".

This website contains additional information regarding [DGS-PD's CAL-Card program](https://www.dgs.ca.gov/PD/Services/Page-Content/Procurement-Division-Services-List-Folder/Enroll-in-CAL-Card-Program-for-Government-Entities) (<https://www.dgs.ca.gov/PD/Services/Page-Content/Procurement-Division-Services-List-Folder/Enroll-in-CAL-Card-Program-for-Government-Entities>).

35. CALIFORNIA SELLER'S PERMIT

The California seller permit number for the Contractor is listed below. State departments can verify that permits are currently valid at the following website: www.cdtfa.ca.gov. State departments must adhere to the file documentation required identified in the State Contracting Manual Volume 2 and Volume 3.

Contractor Name	Seller Permit #
Geotab USA, Inc.	102897608

36. WARRANTY

Equipment provided will be covered under warranty for a minimum period of two (2) year. Warranty period will initiate when installation is complete, the system is activated verified functional, and transmitting accurate data. In the event any contractor supplied equipment becomes inoperative during the warranty period due to a malfunction or through normal use. *Battery warranty period shall be a minimum of 3 (three) years.*

Warranty repairs will take no longer than five (5) business days to diagnose once the Contractor has received a request for repair via telephone, email, or facsimile. Contractor shall provide written acknowledgement of notification within twenty-four (24) hours to ordering agency.

The Contractor shall bear all material and labor costs for repair of equipment defects and failure during the warranty period. The Contractor shall be the main point of contact for all warranty issues and shall facilitate any necessary contact between the ordering agency and the manufacturer.

During the warranty period, the Contractor must:

- Honor all manufacturers' warranties and guarantees on all products offered through the contract.
- Continue to provide warranty service after contract termination until expiration of warranties for products that have been sold under the contract.

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- Provide all labor, parts, and travel necessary to keep the products in good operating condition and preserve its operating efficiency in accordance with its technical specifications.
- Pay any necessary shipment and insurance costs.

The warranty services listed shall include all products, software and firmware maintenance costs and costs of labor, parts, travel, factory overhaul, rehabilitation, transportation and substitute products as necessary.

Substitute products will be comparable to or better than the products removed. In instances where it is necessary for the Contractor to return the products to the factory, the Contractor will be responsible for all costs of the products from the time it leaves the authorized purchaser's site until it is returned to the site in good operating condition.

Only new standard parts or parts equal in performance to new parts will be used in effecting repairs. Parts that have been replaced will become the property of the Contractor except in instances where the State chooses to keep the hard drives. Replacement parts installed will become the property of the authorized purchaser.

All operating system software and firmware will be considered an integral component of the equipment and the Contractor will respond to all requests for warranty service for any failure.

Warranty services during the warranty period will not include products not provided under this contract. Warranty services also will not include repair of damage resulting from transportation by the authorized purchaser between state or local sites or from accident, unless the accident is caused by negligent or intentional acts or omissions of Contractor or its agents.

Packing slip requirements shall be in accordance the General Provisions, section 18 entitled "Warranty".

37. QUALITY ASSURANCE GUARANTEES

The Contractor shall represent and warrant that Telemetry/GPS Systems products provided shall be free from defects in material and workmanship, given normal use and care, over the period of the manufacturer warranty. The terms of this contract will supersede any language to the contrary on purchase orders, invoices, or other sources. Contractors must use new products, parts, and components for all new equipment purchased by the State. Contractors may use parts that are equal in performance to new parts for warranty replacement repair parts only as long as it does not violate manufacturers' warranty.

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Contract User Instructions *Supplement 3***38. EQUIPMENT REPLACEMENT DURING WARRANTY**

If the product(s) provided fails to perform in accordance with technical specifications and functional descriptions contained or referenced in the awarded contract agreement and is subject to warranty response three (3) or more times during any ninety (90) day period, the Contractor will upon the authorized purchaser's request, replace the product(s) at no price. The replacement product(s) will be delivered no later than fifteen (15) working days after the authorized purchaser's request is received by the Contractor. Replacement goods cannot be used, refurbished or recycled, and must be of equal or greater value.

39. PRINCIPAL PERIOD OF MAINTENANCE

The Contractor must provide warranty in accordance with the following Principal Period of Maintenance (PPM).

- Metropolitan Areas shall be 8x5x8 NBD. diagnosis and remediation plan – Eight (8) hours, typically 8:00 am to 5:00 pm, Pacific Time, five (5) days a week, Monday through Friday, eight (8) hour Next Business Day onsite response time in metropolitan areas, excluding State holidays.
- Non-Metropolitan Areas shall be 8x5x2 (two (2) hour call back response time, excluding State holidays.) Diagnosis and a remediation plan shall be underway within 48 hours.

Metropolitan Areas

Counties

San Diego	Orange	Riverside	Los Angeles
San Francisco	Alameda	Sacramento	Santa Clara
San Bernardino	Yolo	Solano	Contra Costa
San Mateo			

Cities

Redding	Stockton	Bakersfield	Ventura
Tracy	San Quentin	Santa Rosa	Santa Barbara
Fonterra	Fresno		

40. RECYCLED CONTENT

State departments are required to report purchases in many product categories. The Postconsumer-Content Certification Form for the Contractor is attached (Attachment #C).

41. SMALL BUSINESS/DISABLED VETERAN BUSINESS ENTERPRISE PARTICIPATION

There is no small business (SB) or disabled veteran business enterprise (DVBE) participation for this contract.

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Contract User Instructions **Supplement 3****42. BIDDER DECLARATION/COMMERCIALLY USEFUL FUNCTION (CUF)**

The DGS-PD, as the awarding department, has assessed the Contractor and subcontractor certifications and CUF during the solicitation evaluation process. Consequently, when executing purchase documents pursuant to this contract, it is not necessary for State departments operating under statewide contract purchasing authority to request the completion of a Bidder Declaration document or perform additional CUF analysis. The department should make a notation of this within their procurement file.

43. TAKE BACK/TRADE IN

Contractor shall make available a Take Back service for similar equipment, including other OEM equipment. It is mandatory that the Contractor offer this Take Back service. However, it is not mandatory that the ordering agency use the service offered. The equipment returned as part of the Take Back service shall be environmentally responsibly managed. To the greatest extent feasible, the equipment is to be refurbished for resale or recycled.

The State reserves the right to remove and retain the Telemetry equipment, including but not limited to any hard disk drives in the equipment, prior to Take Back.

44. ELECTRONIC WASTE RECYCLING

The Contractor will comply with the Electronic Waste Recycling Act of 2003 requiring retailers to collect a recycling fee from consumers on covered electronic devices, starting January 1, 2005. California Public Resources Code Section 42463(f) defines a "covered electronic device" as a video display device containing a screen greater than four inches measured diagonally. The fees must be shown on all purchase orders. See the code identified above for more information and exceptions to this definition or go to [CDTFA Tax Rates - Special Taxes and Fees](https://www.cdtfa.ca.gov/taxes-and-fees/tax-rates-stfd.htm) (<https://www.cdtfa.ca.gov/taxes-and-fees/tax-rates-stfd.htm>) for a breakdown of the fees.

45. **DATA SHARING**

The Contractor will process and transmit the State's Data to provide, maintain and improve Contractor Products and perform obligations under this Agreement and applicable law. The Contractor compiles, stores, and uses State Data commingled with other customer data to produce aggregate and unidentifiable data from which it is not reasonably possible to identify individuals, for the purposes of monitoring and improving the Contractor's Products and for the creation of new products, in accordance with the Geotab Data Analytics Policy. The aggregated and unidentifiable data that the Contractor uses in this manner is no longer associated with an individual vehicle and as such is not State Data. The Contractor will not attempt to disaggregate the data or re-associate it with a vehicle without State consent or unless legally compelled to do so or unless required for safety or troubleshooting purposes.

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46. ATTACHMENTS

- Attachment A – Contract Pricing
- Attachment B – Technical Requirements
- Attachment C – PCRC
- Attachment D – Multistream Language

Contract Name: Telematics/GPS			ATTACHMENT A	
Contract Number: 1-19-58-69			CONTRACT PRICING	
Contractor: Geotab			https://help.geotab.com/california/	
			2/19/2021	
			Supplement 2	
Core Items				
CLIN Number	SKU/Heading	Description	Per Unit	Per Month
CLIN 1	GT # GO9-LTEATTC1 - Bundle contains : GO9-LTEATT HRN-GS16K2 INS-GOSTRD	Geotab GO9 AT&T telematics device, ProPlus plan, universal light duty t-harness, installation, and training.	\$0.00	\$19.75
CLIN 2	GT # GO9-LTEVZWC2 - Bundle contains : GO9-LTEVZW HRN-GS16K2 INS-GOSTRD	Geotab GO9 Verizon telematics device, ProPlus plan, light duty universal t-harness, installation, and training.	\$0.00	\$19.75
CLIN 3	GT # GO9-LTEATTC3 - Bundle contains : GO9-LTEATT HRN-GS09K2 INS-GOSTRD	Geotab GO9 AT&T telematics device, ProPlus plan, heavy duty universal t-harness, installation, and training.	\$0.00	\$19.75
CLIN 4	GT # GO9-LTEVZWC4 - Bundle contains : GO9-LTEVZW HRN-GS09K2 INS-GOSTRD	Geotab GO9 Verizon telematics device, ProPlus plan, heavy duty universal t-harness, installation, and training.	\$0.00	\$19.75
CLIN 5	GT # GO9-LTEATTC5 - Bundle contains : GO9-LTEATT HRN-CW03K3 INS-GOSTRD	Geotab GO9 AT&T telematics device, ProPlus plan, 3 wire harness, installation, and training.	\$0.00	\$19.75
CLIN 6	GT # GO9-LTEVZWC6 - Bundle contains : GO9-LTEVZW HRN-CW03K3 INS-GOSTRD	Geotab GO9 Verizon telematics device, ProPlus plan, 3 wire harness, installation, and training.	\$0.00	\$19.75
CLIN 7	GT # GR8-LTEATTC7 - Bundle contains : GR8-LTEATT HRN-GR09K1 INS-GOSTRD	Geotab GO Rugged 8 telematics device, ProPlus plan, universal t-harness, installation, and training.	\$50.00	\$19.75
CLIN 8	GT # GR8-LTEATTC8 - Bundle contains : GR8-LTEATT HRN-RW03K4 INS-GOSTRD	Geotab GO Rugged 8 telematics device, ProPlus plan, 3 wire harness, installation, and training.	\$50.00	\$19.75
CLIN 9	MTK-MINISTU15KATTC9 Bundle contains : MTK-MINISTU15KATT SPR-LBRACKET INS-GCHDWIRE	Solar powered asset tracker w/bracket, including training and installation and monthly service plan.	\$297.00	\$10.00
CLIN 10	GT # GO9-NOGPSAC18 - Bundle contains : GO9-NOGPSA HRN-GS16K2 INS-GOSTRD	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, universal light duty t-harness, installation, and training.	\$0.00	\$19.75
CLIN 11	GT # GO9-NOGPSAC19 - Bundle contains : GO9-NOGPSA HRN-GS09K2 INS-GOSTRD	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, heavy duty universal t-harness, installation, and training.	\$0.00	\$19.75
CLIN 12	GT # GO9-NOGPSAC20 - Bundle contains : GO9-NOGPSA HRN-CW03K3 INS-GOSTRD	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, 3 wire harness, installation, and training.	\$0.00	\$19.75
SELF INSTALL Packages				
CLIN 13	GT # GO9-LTEATTC10 - Bundle contains : GO9-LTEATT HRN-GS16K2	Geotab GO9 AT&T telematics device, ProPlus plan, universal light duty t-harness, and training. This is a SELF INSTALL PACKAGE	\$0.00	\$18.50
CLIN 14	GT # GO9-LTEVZWC11 - Bundle contains : GO9-LTEVZW HRN-GS16K2	Geotab GO9 Verizon telematics device, ProPlus plan, light duty universal t-harness, and training. This is a SELF INSTALL PACKAGE	\$0.00	\$18.50
CLIN 15	GT # GO9-LTEATTC12 - Bundle contains : GO9-LTEATT HRN-GS09K2	Geotab GO9 AT&T telematics device, ProPlus plan, heavy duty universal t-harness, and training. This is a SELF INSTALL PACKAGE	\$0.00	\$18.50
CLIN 16	GT # GO9-LTEVZWC13 - Bundle contains : GO9-LTEVZW HRN-GS09K2	Geotab GO9 Verizon telematics device, ProPlus plan, heavy duty universal t-harness, and training. This is a SELF INSTALL PACKAGE	\$0.00	\$18.50
CLIN 17	GT # GO9-LTEATTC14 - Bundle contains : GO9-LTEATT HRN-CW03K3	Geotab GO9 AT&T telematics device, ProPlus plan, 3 wire harness, and training. This is a SELF INSTALL PACKAGE	\$0.00	\$18.50
CLIN 18	GT # GO9-LTEVZWC15 - Bundle contains : GO9-LTEVZW HRN-CW03K3	Geotab GO9 Verizon telematics device, ProPlus plan, 3 wire harness, and training. This is a SELF INSTALL PACKAGE	\$0.00	\$18.50
CLIN 19	GT # GR8-LTEATTC16 - Bundle contains : GR8-LTEATT HRN-GR09K1	Geotab GO Rugged 8 telematics device, ProPlus plan, universal t-harness, and training. This is a SELF INSTALL PACKAGE	\$50.00	\$18.50
CLIN 20	GT # GR8-LTEATTC17 - Bundle contains : GR8-LTEATT HRN-RW03K4	Geotab GO Rugged 8 telematics device, ProPlus plan, 3 wire harness, and training. This is a SELF INSTALL PACKAGE	\$50.00	\$18.50
CLIN 21	GT # GO9-NOGPSAC21 - Bundle contains : GO9-NOGPSA HRN-GS16K2	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, universal light duty t-harness, and training. This is a SELF INSTALL PACKAGE	\$0.00	\$18.50
CLIN 22	GT # GO9-NOGPSAC22 - Bundle contains : GO9-NOGPSA HRN-GS09K2	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, heavy duty universal t-harness, and training. This is a SELF INSTALL PACKAGE	\$0.00	\$18.50
CLIN 23	GT # GO9-NOGPSAC23 - Bundle contains : GO9-NOGPSA HRN-CW03K3	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, 3 wire harness, and training. This is a SELF INSTALL PACKAGE	\$0.00	\$18.50
Non-Core Items				

Hardware				
Ancillary Non-Core	SKU/Heading	Description	Per Unit	Per Month
Non-Core	HRN-DS06T2	6-pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications.	\$25.00	\$0.00
Non-Core	HRN-GR09K1	Universal Rugged Heavy-Duty T-Harness Kit (IP67)	\$25.00	\$0.00
Non-Core	HRN-GS09K2	Universal Heavy-Duty T-Harness Kit — Multi-connector kit includes a 9-pin T-harness and 4 different mounting adapters for use in most Heavy-Duty international vehicles. Eliminates the need to know vehicle information in advance.	\$25.00	\$0.00
Non-Core	HRN-GS16K2	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.	\$25.00	\$0.00
Non-Core	HRN-RMRCa1	CAT specific adapter	\$15.00	\$0.00
Non-Core	HRN-DC14S2	14-pin harness for CAT vehicles	\$56.00	\$0.00
Non-Core	HRN-RX06S4	6-way IOX harness for GO RUGGED to provide digital auxiliary support.	\$13.00	
Non-Core	IOX-AUXM	IOX Add-On for GO devices for auxiliary support	\$35.00	\$0.00
Non-Core	HRN-RS12S2	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data.	\$13.00	\$0.00
Non-Core	HRN-CM24Y1	Harness for custom GO device installations — includes Molex connectors for two OBD and one J1939 ports.	\$13.00	\$0.00
Non-Core	HRN-BS04A1	Adapter harness used in with HRN-DS06T2, HRN-DT09T2, and HRN-GS09K2 for enhanced engine support on 2017 Kenworth and Peterbilt trucks.	\$14.00	\$11.20
Non-Core	HRN-BS16S4	OBDII extension cable pack for GO devices — replaces the HRN-INSTALPACKV2.	\$9.00	\$7.20
Non-Core	HRN-BS16S4F	Flat OBDII extension harness for GO devices.	\$11.00	\$8.80
Non-Core	HRN-BS16S5	OBDII extension harness for GO devices.	\$8.00	\$6.40
Non-Core	HRN-BU16Y5	OBDII harness for GO devices — includes special vehicle connector to receive engine data from Mitsubishi Fuso or medium-duty vehicles.	\$10.00	\$8.00
Non-Core	HRN-CH06A2	Custom proprietary HINO FMS adapter. Requires HRN-CM24Y1.	\$14.00	\$11.20
Non-Core	HRN-CH10A2	Custom 10-pin HINO FMS adapter for 2019+ vehicle models. Requires HRN-CM24Y1.	\$20.00	\$16.00
Non-Core	HRN-C04A2	Customer Isuzu FMS adapter for 2017+ vehicle models. Requires HRN-CM24Y1.	\$11.00	\$8.80
Non-Core	HRN-CP04A2	PSM module connection for Mercedes Sprinters (S07 Chassis) for global markets. Requires HRN-CM24Y1.	\$16.00	\$12.80
Non-Core	HRN-CS14S21	14-pin connector harness for heavy-duty applications. Refer to the Vehicle Specific Installation document for more information.	\$13.20	\$10.56
Non-Core	HRN-CT06A1	Custom adapter for Tesla Model S vehicles. Requires HRN-CM24Y1.	\$14.00	\$11.20
Non-Core	HRN-CT06A11	Customer adapter for Tesla Model S and Model X vehicles. Requires HRN-CM24Y1.	\$14.00	\$11.20
Non-Core	HRN-CT20T1	Custom harness for Tesla Model 3 vehicles.	\$30.00	\$24.00
Non-Core	HRN-CT20T11	Custom harness for 2019+ Tesla Model 3 vehicles.	\$15.00	\$12.00
Non-Core	HRN-DS06S4	6-pin straight harness for heavy-duty Deutsch connector installations in North America.	\$12.00	\$9.60
Non-Core	HRN-DS09S4	9-pin straight harness for heavy-duty Deutsch connector installations in North America.	\$12.00	\$9.60
Non-Core	HRN-EE14S1	Diagnostic connector for Mercedes vehicles — used on older generation medium-duty trucks and buses.	\$90.00	\$72.00
Non-Core	HRN-ES12S1	European interface harness for generic vehicles with FMS.	\$12.00	\$9.60
Non-Core	HRN-LP21Y2	European interface harness for Mercedes Sprinters with PSM.	\$16.00	\$12.80
Non-Core	HRN-CW08K4	Custom 8-wire harness kit for vehicles with no supported connectors. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit.	\$16.25	\$13.00
Non-Core	HRN-CW03K3	Custom 3-wire harness kit. The custom kit contains the harness and a fuse kit.	\$16.25	\$13.00
Non-Core	HRN-RW03K4	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit.	\$21.25	\$17.00
Non-Core	HRN-CK10K2	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.	\$30.00	\$24.00
Non-Core	HRN-CE10K2	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.	\$45.00	\$36.00
Driver Identification				
Ancillary Non-Core	SKU/Heading	Description	Per Unit	Per Month
Non-Core	IOX-NFCREADERA	IOX Add-On for NFC Tag Reader with mounting bracket - used for Driver ID.	\$56.00	\$0.00
Non-Core	GEO-NFCFOBBLU	Blue NFC Driver ID Tag.	\$4.00	\$0.00
Non-Core	GEO-NFCSTKBLU	NFC Driver ID Sticker Tag with blue inner label.	\$4.00	\$0.00
Non-Core	GEO-NFCFOBBLU20	Bag of 20 qty. Blue NFC Driver ID Tag.	\$48.00	\$0.00
Non-Core	GEO-NFCSTKBLU20	Bag of 20 qty. NFC Driver ID Sticker Tag with blue inner label.	\$48.00	\$0.00
Non-Core	INS-GOADV	One-time installation of IOX-NFCREADER.	\$90.00	\$0.00
Non-Core	GEO-KLNFCFOB	Geotab Keyless NFC fob (with adhesive backing) to be used with IOX-NFCREADER.	\$4.00	\$0.00
In Cab Coaching				
Ancillary Non-Core	SKU/Heading	Description	Per Unit	Per Month
Non-Core	IOX-GOTALK	IOX Add-On for GO devices for Text-to-Speech Speaker for Driver Feedback.	\$100.00	\$0.00
Non-Core	INS-GOADV	One-time installation of IOX-GOTALK.	\$90.00	\$0.00
Extended Coverage				
Ancillary Non-Core	SKU/Heading	Description	Per Unit	Per Month
Non-Core	IOX-SATIRDV2K1 Includes IOX-SATIRDV2 INS-GOADV	IOX Iridium satellite add-on (harness and antenna included), installation, training and monthly service plan. Must be combined with CLIN 3 or 4 at \$19.75 plus \$34.25 monthly service fee. Total monthly service plan will be \$54.00	\$674.00	\$34.25

Winter Solution

Ancillary Non-Core		SKU/Heading	Description	Per Unit	Per Month
Non-Core		MTK-WT10XLTEATT	IOX Add-On for winter operations spreader interfacing and data collection, includes HRN-IOX10X. Must be combined with CLIN 1 thru 8 or CLIN 10 thru 23 at \$19.75 plus \$15.25 monthly service fee. Total monthly service plan will be \$35.00	\$235.20	\$15.25
Non-Core		PUBLIC WORKS PLAN	Monthly plan for the public works add-in within MyGeotab. Must be combined with CLIN 1 thru 8 or CLIN 10 thru 23.	\$0.00	\$15.25
Non-Core		HRN-IOX10X	Cable - WT10X IOX to I/O Cable	\$35.20	\$0.00
Non-Core		HRN-MIC2DC	Cable - Muncie Advantage+ Integration	\$48.00	\$0.00
Non-Core		HRN-DB9SI15	Cable - DB-9 Serial Integration (15FT)	\$14.00	\$0.00
Non-Core		HRN-FAI	Cable - Force America Integration	\$14.00	\$0.00
Non-Core		HRN-CS550	Cable - CS550 Integration	\$309.76	\$0.00
Non-Core		HRN-CS440	Cable - CS440 Integration	\$28.00	\$0.00
Non-Core		HRN-DB9NM	Cable - DB-9 Null Modem Integration	\$28.00	\$0.00
Non-Core		HRN-FLEX4	Cable - Flex 4 Integration	\$16.00	\$0.00
Non-Core		HRN-SCHINT	Cable - Schmidt Integration	\$384.00	\$0.00
Non-Core		HRN-GILINT	Cable - Giletta Integration	\$55.04	\$0.00
Non-Core		HDW-PPSENK	Telemetry - Plow Proximity Sensor Kit	\$112.00	\$0.00
Non-Core		HDW-HYDPS	Telemetry - Hydraulic Pressure sensor 100 to 1500PSI	\$112.00	\$0.00
Non-Core		INS-WTROP5	One-time installation of Winter operations add on and cables.	\$360.00	\$0.00

Camera Solutions					
Ancillary Non-Core		SKU/Heading	Description	Per Unit	Per Month
Non-Core		MKH-CAMCP2NALTE64K1	Front facing camera. Must be paired with a GO device.	\$499.98	\$22.45
Non-Core		INS-CAMK1	One-time installation of MKH-CAM	\$138.00	\$0.00
Non-Core		MKH-CAMCP2NALTE64K2	Front and rear facing cameras with DVR functionality. Must be paired with a GO device.	\$884.72	\$22.45
Non-Core		INS-CAMK2	One-time installation of front and rear cameras	\$600.00	\$0.00

Keyless					
Ancillary Non-Core		SKU/Heading	Description	Per Unit	Per Month
Non-Core		KEYLESS PLAN	Tap and Go Keyless plan, including telematics-based vehicle access, training, support, and warranty. Must be paired with monthly ProPlus plan.	\$0.00	\$7.00
Non-Core		MOTORPOOL PLAN	Motorpool operations plan, including telematics-based vehicle access, reservations, training, support, and warranty. Must be paired with monthly ProPlus plan.	\$0.00	\$22.00
Non-Core		IOX-KEYLESS	IOX Add-On for Keyless functionality, with integrated keyfob. Can be paired with INS-GOADV and INS-STRTINHIB (if necessary).	\$61.00	\$0.00
Non-Core		IOX-KEYLESS-NK	IOX Add-On for Keyless functionality, without integrated keyfob. Can be paired with INS-GOADV and INS-STRTINHIB (if necessary).	\$61.00	\$0.00
Non-Core		HRN-CX09V5	IOX-KEYLESS expansion harness for bladed key ignition to inhibit functionality. Can be paired with INS-STRTINHIB.	\$10.40	\$0.00
Non-Core		SPR-QRTAG	QR Tag for IOX-KEYLESS key shipment to Geotab.	\$2.00	\$0.00
Non-Core		INS-STRTINHIB	One-time installation of starter inhibit harness for bladed key ignition to inhibit starter functionality. Must be paired with IOX-KEYLESS hardware.	\$90.00	\$0.00
Non-Core		INS-STRTINHIB	One-time installation of starter inhibit harness for bladed key ignition to inhibit starter functionality. Must be paired with IOX-KEYLESS hardware and INS-GOADV (unless GO device and IOX-NFCREADER is already installed).	\$90.00	\$0.00
Non-Core		SPR-RELAYKIT	Driver ID relay kit. Requires a Geotab Authorized Installer or licensed automotive electrician or mechanic.	\$24.00	\$0.00

Unbundled Offering					
Ancillary Non-Core		SKU/Heading	Description	Per Unit	Per Month
Non-Core		GO9-LTEATT	Geotab GO9-AT&T telematics device	\$68.00	\$14.25
Non-Core		GO9-LTEVZW	Geotab GO9-Verizon telematics device	\$68.00	\$14.25
Non-Core		GR8-LTEATT	Geotab rugged AT&T telematics device	\$114.00	\$14.25
Non-Core		GO9-NOGPSA	Geotab GO9 (no GPS) AT&T telematics device	\$68.00	\$14.25
Non-Core		INS-GOSTRD	One-time installation of GO Device and Harness	\$85.00	\$0.00
Non-Core		Ford OEM	Ford OEM Embedded Solution	\$0.00	\$19.75
Non-Core		GM OEM	GM OEM Embedded Solution	\$0.00	\$20.75

Miscellaneous					
Ancillary Non-Core		SKU/Heading	Description	Per Unit	Per Month
Non-Core		Requirements Analysis	Onboarding requirements analysis and database setup are free of charge, additional requirements analysis will be charged at the provided rate.	\$100.00 Hr	\$0.00
Non-Core		Design and Build	The design, build, and testing of initial database features are free of charge, additional design, build, and test will be charged at the provided rate.	\$100.00 Hr	\$0.00
Non-Core		Test and Report	The design, build, and testing of initial database features are free of charge, additional design, build, and test will be charged at the provided rate.	\$100.00 Hr	\$0.00
Non-Core		Report Development	Custom report generation and dashboards are free of charge, additional non-standard reports and dashboards will be charged at the provided rate.	\$100.00 Hr	\$0.00
Non-Core		Additional Training and Installation	Additional installation fee including training for Non Core add ons	\$100.00 Hr	\$0.00
Non-Core		Professional Services	Standard support, rules configuration, geofence creation, report generation, all included free of charge. Additional professional services will be charge at the included rate.	\$130.00 Hr	\$0.00
Non-Core		Take Back	Take back service. Must be paired with GO9-LTE or INSTALL above	\$10.00	\$0.00

Non-Core	INS-NOSHOW	Vehicle not available at the time of scheduled install	\$100.00	\$0.00
Non-Core	SUSPEND PLAN	Monthly suspend rate plan option for CLIN1 thru CLIN6 or CLIN10 thru CLIN23. Device can only remain on suspend mode for a maximum of two months	\$0.00	\$5.00
Non-Core	PROPLUS SHARE PLAN	Add an additional ProPlus subscription to an existing GO-connected vehicle. Stream a mirror of the telematics data from the primary MyGeotab database to a second database	\$0.00	\$6.85
Non-Core	INS-GOADV	One-time installation of GO device, harness, and up to 2 IOX cables.	\$90.00	\$0.00

General Requirements

- A. Contractor shall participate in the California Bureau of Automotive Repairs Continuous Testing Program (BAR CTP) development. Contractor must maintain participation for the duration of the contract including approved extension period(s) and transmit necessary data for program compliance.
- B. All equipment delivered will be tested to ensure it is operable and free from any defects or damage and is fully operational prior to shipment.
- C. The Contractor will furnish upgraded equipment with improved technology, including OEM technology, at the request of the ordering agency. However, any hardware change must be pre-approved by the ordering agency. If it is determined that upgraded equipment is to replace existing equipment, the ordering agency and the Contractor will develop an agreed upon implementation plan that will include a systematic process to ensure a smooth transition occurs. The transition plan timeline will be based upon the Agencies' staffing levels, operational needs, and training requirements.
- D. All required data points for the Enterprise-Level Web Based Data Application (Application) and reporting, will be tied to the VIN or other Agency specific unique identifier (such as asset ID) and not the GPS device serial number. This will ensure no data loss if the device needs to be replaced in an asset.
- E. If an asset is sold or otherwise removed from the Agency fleet, a device deactivation process will be established. Data related to the inactive fleet asset will not be lost or archived, but available in the Application with all reporting functionality. Device re-use, where applicable, is required unless the device is defective or malfunctioning.
- F. The GPS device and On-Board Diagnostic II (OBD II) link connector device will be the latest and most technically advanced model available from the Contractor. Contractor shall provide a product generation history upon request any time during the contract period.
- G. Contractor shall agree to establish reoccurring meetings with the ordering agency to discuss any issues with the Application, and deliverables and remedies.
- H. The Application, Contractor Owned Storage Data Bases (data warehouse), and Program Interface (PI) will be Software as a Service (SaaS). All terms and conditions shall be compliant with State Model Cloud Computing Service Special Provisions (Software as a Service).
- I. The solution shall enable role based access control that demonstrates compliance of least privilege and address segregation of duties compliance.

Asset Categories Defined

Products shall be installed systems into the following asset categories, and be compatible with the web based data application.

Light Duty Vehicles (Category 1)

Light duty (LD) vehicles are defined as being powered by an internal combustion engine equipped with OBD II protocol diagnostics and diagnostic connector. If asset does not have OBD II capabilities, alternative harness configurations must be made. All available data from the asset will be collected via the OBD II or alternative, diagnostic connector and transmitted wirelessly to the Application. OBD II emissions data necessary to comply with the BAR CTP shall be transferred directly to BAR daily, or as required by program policy, guidelines, statute or regulation. LD assets include, but are not limited to:

- Sedans
- Pickups
- Motorcycles

Heavy Duty Vehicles (Category 2)

Heavy duty (HD) vehicles are defined as being powered by an internal combustion engine equipped with Communication Protocol (CAN-bus) diagnostics J1708 & 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 will be collected via the CAN-bus connector, if equipped, and transmitted wirelessly to the Application. HD assets include, but are not limited to:

- Snow Plow Trucks
- Snow Blowers
- Paint Striper Trucks
- Personal Hoist Trucks
- Street Sweepers
- Mower Tractors
- Attenuator Trucks

Zero or Low Emission Vehicles (Category 3)

Zero or Low Emission Vehicle (ZEV) assets may include light duty or heavy duty vehicles. Zero or Low Emission Vehicle assets may include hydrogen fuel cell vehicles, pure battery electric vehicles, plug-in hybrid electric vehicles and compressed natural gas (CNG) vehicles. All available data from the asset will be collected via the diagnostic connector and transmitted wirelessly to the Application. OBD II emissions data necessary to comply with the BAR CTP shall be transferred directly to BAR daily, or as required by program policy, guidelines, statute or regulation. Current fleet consists of, and devices shall be compatible with, but not limited to the list below. BAR CTP is applicable to any vehicle with an Internal Combustible Engine. The fleet will grow as technology grows and new vehicle offerings become available.

- Chevrolet Volt
- Chevrolet Bolt
- Chevrolet Spark
- Ford C-Max
- Ford Focus
- Hyundai Tucson
- Hyundai Sonata
- Kia Soul
- Nissan Leaf
- Toyota Mirai
- Toyota Prius Plug-In
- Toyota Rav4 EV
- Sterling L8513

Non-Self Propelled Assets (Category 4)

Non-Self Propelled Assets (NSP) are not equipped with a means of propulsion or self-powered electrical system. Data will be collected via self-powered GPS device or if the asset has a standalone electrical system, the contractor shall provide for an alternative electrical power interface. Ordering agency will determine installation type. All data will be transmitted wirelessly to the Application. Non- self-propelled Fleet assets include, but are not limited to:

- Trailers
- Mobile Signs

In-Asset Data Services Requirements

The data and hardware service will include hardware and data transfer services, data collection, data storage, reporting, diagnostic trouble code (DTC) and alerts. Application shall be capable of supporting an ordering agency's fleet size potentially as large as fifteen-thousand (15,000) assets and twenty-five thousand (25,000) asset operators, depending on ordering agency's fleet count. Data plans shall be unlimited for both Cellular and Satellite requirements.

The data and hardware service will also include overlay mapping and wireless data transmission services for assets in all regions of California and neighboring states. Contractor shall provide a solution for areas without the ability to transmit data, in all areas of California and neighboring states.

Transmission of data from the in-asset hardware will be wireless and bidirectional to and from the Contractors and/or ordering agency's data warehouse. Troubleshooting, such as firmware updates and device health checks, will be pushed to the in-asset hardware via the network. All wireless transmission and communications shall take place over secure and encrypted channels.

Contract service rates are only applicable to properly approved and installed devices actively sending complete data. The ordering agency reserves the right, and will be assigned rights, to activate or de-activate any device(s), at any time, via the Application and/or through Contractor's customer service representative.

The data collection, storage, reporting, and alert service will be provided statewide, twenty-four (24) hours a day, seven (7) days a week, including all holidays. 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.

GPS Device and OBD II Link Software

The following data points at a minimum, will be collected by the Contractors device:

- Asset Usage information
 - Location information by latitude and longitude and nearest address where available
 - Date and time of travel
 - Trip route
 - Mileage of trips
 - Dash odometer values at beginning and end of each trip
 - ECM engine operating hours
 - Storage location
 - Asset operator ID

- Days of use
- Diagnostic Information
 - Malfunction Indication Light (MIL)
 - Diagnostic Trouble Codes
 - Fluid levels
 - Tire pressure monitoring
 - Emissions monitor status
- Asset operator behavior
 - Excessive idling
 - Speeding
 - Harsh braking
 - Harsh acceleration
- Other
 - Fuel Usage
 - Green House Gas Emissions
 - Low fuel
 - Low charge

All aftermarket GPS devices must record location via trips through event-based data transmissions or pings, in latitude and longitude and nearest address where available.

In-Asset Data Requirements

Data Alert notices

For all connected device types, alerts shall include, but are not limited to, the following:

- Asset use via Geofencing
- Accident notification
- Rapid acceleration/deceleration
- Maintenance reminders such as oil change due, inspections due, etc.
- Excessive idle and speeding events
- Low primary power supply and battery level trend reporting
- Loss of primary power supply
- Odd hour activity as defined by ordering agency

Alerts may be sent via e-mail, short message services (SMS) or multimedia message services (MMS) and will be user definable via the Application based on user hierarchy.

Data transfers and updates will be configurable as required by the ordering agency. Available alert type will evolve with industry availability.

ZEV Specific Data Required

- a. Fuel consumption
- b. Electricity usage by asset (kWh)
- c. Hydrogen usage in kilograms by asset.
- d. Fuel consumption for plug-in gas hybrid asset
- e. Percentage of miles driven on electricity for plugin hybrid asset
- f. Number of charging sessions per day, week, etc. per asset
- g. Average mileage for hybrid electric Hydrogen – if available
- h. For each charging session include the following:
 - i. Starting and Ending State of Charge (SOC)
 - ii. Total length of charging event
 - iii. Event start and stop time
 - iv. Amount paid per event transaction, if available
 - v. Electricity consumed (Kwh)
 - vi. Type of charger (level one, level two, and DC fast charger) if available.
 - vii. Location of event
- i. Average starting and ending charging event SOC for each asset – if available
- j. Average length of charging session (for each asset and/or the entire fleet) within any report time span– if available
- k. Kilowatt hour consumption while charging (per charging session)

Device Storage

Devices will store data without loss, for a minimum of forty-five (45) days at maximum data gathering rate. When assets are operating in an area of no service, they will store data and transmit stored data when coverage is available. When device storage has reached capacity the device will overwrite stored data beginning with the oldest data and progressing forward. Devices that reach capacity shall not “lock up” requiring a hard restart effectively erasing any stored data.

In-Asset Hardware Requirements

- A. All aftermarket GPS devices installed at any time by the Contractor will be of the most current available technology capable of communicating with OBD II or CAN-bus protocols to effectively process GPS, diagnostic, and sensor (AVL) data. Devices will transmit all data via wireless data transmission service(s) to the Contractor's and/or ordering agency's data warehouse server(s). Data transmission and communication shall take place over secure and encrypted channels.
- B. All aftermarket GPS devices will be installed utilizing industry standard "Y" cabling sized appropriately for electrical load and shielded to prevent interference during operation and data transfer. "Y" cables shall connect directly to OEM installed OBD II or CAN-bus diagnostic port connectors. In the absence of an OEM installed diagnostic connector, a 3 wire connection is acceptable to supply platform voltage, ground, and ignition (key on) signal. All installed devices connected to the OBD II diagnostic port or CAN-bus diagnostic port will "step aside" electronically when diagnostic equipment is attached allowing diagnostic data to pass freely via the OBD II or CAN-bus, as applicable, while performing diagnostic work. This "step aside" function will be accomplished automatically and will not require physically unplugging the telemetry device.
- C. Each selected asset will be equipped with the most current Radio-Frequency Identification (RFID) or equivalent proximity (non contact) technology to identify asset operators and will have an audible asset operator alarm alerting the asset operator to register their ID if not accomplished within thirty (30) seconds of key on event. Device must be in the form of a proximity or quick identifier. Device firmware will be configured to request the asset operator ID within ten (10) seconds of key on event. The asset operator ID interface device will be mounted in an accessible location for easy use and will not impair the asset operator's vision, cause a safety hazard to any occupant, or interfere with any OEM systems. Asset operator identity including the specific personnel ID number will be viewable only in the Application or through reports for defined user hierarchical roles. All aftermarket hardware will be of robust construction capable of withstanding off-road operating conditions (including but are not limited to, unusual shaking, vibration, extreme temperatures (-25 F to 150 F), dust, and noise).
- D. All aftermarket GPS devices installed at any time by the Contractor will be the most current available technology capable and will communicate with OBD II or CAN-bus control systems as appropriate, 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. In order to provide proper GPS device functionality, reporting capabilities, data integrity, and effective GPS device communication with onboard asset systems and data transmission network(s), device firmware will be updated regularly to match evolving asset control protocol and communication technology advancements and configured to eliminate

interference with asset systems communication. If, during the contract period, technology evolves and devices update generationally, the contractor will make devices, installation services or OEM technology available for ordering agency to procure.

- E. No component will cause harmful interference with, nor be adversely affected by mobile shortwave radio receivers or transmitters. The Contractor will supply and install any shielding or noise suppression equipment required to prevent transmission or receipt of harmful interference. As required by Part 15 of the Federal Communications Commission (FCC) Rules, a label will be placed in a conspicuous location on the main control unit that states the following: "This device complies with part 15 of the FCC rules. Operation is subject to the following two conditions: (1) This device may not cause harmful interference, and (2) this device must accept any interference received, including interference that may cause undesired operation." This section applies to devices, connection harnesses, and any peripheral/associated equipment installed.
- F. Health Check
- 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).
 - The Application may query all devices daily to determine "Health" as an alternate method.
 - Supplied battery voltage trend analysis will be conducted each week on all installed and activated devices to preempt non-reporting devices. Contractor will notify ordering agency authorized personnel of assets identified in the analysis as suspect by supplying asset ID, device serial number, last reported location of asset trend analysis, and current supplied battery voltage.
- G. All aftermarket GPS devices for powered devices will be 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 industry as requested by ordering agency. Devices installed on non-self-propelled assets will report, at a minimum, Asset ID, internal battery charge level in volts, position information in latitude and longitude, and date of position information change.
- H. All GPS devices will obtain dash odometer and/or 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 manufacturer data stream. When the dash odometer and/or Dash hour-meter PID is/are 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 time period. Manual adjustments of meter information from the calculations mentioned above will be updated annually by the Contractor in the Application. Contractor will supply an annual certification of accuracy of odometers and hour-meters to ordering agency.

- I. All GPS devices must provide usage and movement information for assets travelling at speeds slower than that of normal motorized assets (equal to or greater than one (1) mile per hour), including non-passenger assets.
- J. All GPS devices will be configured to operate, report, and communicate within a primary voltage range of 6vdc (volts direct current) – 36vdc as supplied by each individual asset platform. No voltage converter or reducers will be allowed.
- K. Additional devices, components and hardware will be available for purchase by each ordering agency, to avoid downtime and ensure new assets have GPS installed with little delay. Cost for surplus devices and equipment will not exceed the initial Contract quoted price.
- L. Each GPS device must incorporate input/output ports to accommodate asset operator ID method, alert buzzer for asset operator ID, and two (2) additional port for potential expansion.
- M. Compliant with Federal Motor Carrier Standards (FMCS) regulations for collecting and reporting Daily Vehicle Inspection Reports (DVIR) and Electronic Logging Device (ELD), current at the time of bid.

Non-Self-Propelled (Category 4)

Selected assets that do not have an electrical system will be equipped with GPS devices powered by an internal rechargeable battery. Devices shall be capable of providing utilization information such as, but not limited to, hours of use, days of use, distance travelled, and location. Devices may be equipped with solar panels to facilitate charging of internal battery. If solar is not an option, contractor must provide alternative means of battery charging. For trailer applications the device will 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.

Selected assets that have 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 ordering agency operational needs will be determined by Contractor and ordering agency during the consulting period.

Automated Vehicle Location (AVL)

Contractor shall 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:

- Must be in compliance with state and federal asset operator reporting requirements
- 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.
- Automate the collection and reporting of highway maintenance activities
- Provide video feed of winter maintenance activities
- Real time tracking of assets for highway incident response and winter operations
- Achieve a ROI that at a minimum sustains the use of a telematics program

The Contractor will provide all equipment, service and labor to collect the data necessary to assess the current conditions associated with each of the objectives listed above.

AVL Program and Services shall meet the following requirements:

- Compatibility with a wide variety of light duty and heavy duty vehicles
- All cellular and GPS antennas shall be internal to the unit
- Contain serial ports for Power Take Off (PTO) inputs
- Contain battery power for unpowered assets or a rechargeable solution
- Alternate communications modem, i.e. satellite modem, for areas with limited cell service
- Provide real-time PTO tracking, service and detailed reporting and alerts, including:
 - Spreader operation
 - Brine control
 - Material flow
 - Plow operation
 - Wiper operation
 - Forward and rear facing video feeds
 - Warning lamp operation
 - Current weather conditions, including road surface temp and pavement conditions
- Ability to provide real-time asset control, detailed reporting and alerts, including:
 - ELD (www.fmcsa.dot.gov/hours-service/elds/electronic-logging-devices)
 - Daily Vehicle Inspection Records (DVIR)
 - Video capability for reporting out of service items

- PTO work time
- Compliance with FMCS regulations for DVIR and ELD current at the time of bid
- Ability to interface with Asset Works Fleet Anywhere (FA) and Hansen Integrated Maintenance Management Systems (IMMS) to collect/input the following data:
 - DVIR data (FA and IMMS)
 - Out of service report data (FA and IMMS)
 - Subsystems and PTO data (FA and IMMS)
 - Component data (FA and IMMS)
 - ELD asset operator ID, duty status and hours of service (IMMS)
 - Material data (IMMS)
 - Highway Maintenance Reports (IMMS)
- AVL Software Requirements:
 - Provides web based program access that requires no software installation to state computers
 - Provides continual program updates through the web without service interruption
 - Provides the administrative ability to include unlimited users, unlimited grouping hierarchy, unlimited geo-fences, and methods to group assets outside of the normal grouping hierarchy

Data Storage Services

- A. The Contractor will provide a secure confidential Data Warehouse, and help desk facility with an uninterruptible power source, firewall protections, and a backup disaster recovery plan.
- B. The Data Warehouse will operate twenty-four (24) hours a day, seven (7) days a week, including holidays. The Contractor 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.
- C. The Data Warehouse will 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.

- D. The Data Warehouse will have duplicate data storage devices with automated fail-over and automatic re-establishment of the duplicate databases upon replacement of the failed storage device.
- E. The Contractor will 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 at time of bid submission.
- F. All data produced will be the property of ordering agency and will 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.
- G. 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.
- H. Data points as defined during the implementation process between the Contractor and ordering agency will integrate with Fleet Management Software/Programs in use by ordering agency via PI or equivalent means.
- I. Ordering agency will regularly batch or import new data into, or update data in the Contractor 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 ordering agency or by the Contractor. Proof of successful batch or update completion is required if completed by Contractor and will be provided to the ordering agency.
- J. During the implementation of the project the Contractor will work with ordering agency to create a Data Mapping Specification to ensure the ability to bilaterally move data from an ordering agency system to the Contractor system.
- K. All data collected by Contractor is owned by the ordering agency. Any use of, or change to, ordering agency data must be approved by the ordering agency, in writing prior to use of, or change to ordering agency data.

- L. The Data Warehouse will have bidirectional secure and encrypted communication with the Contractor Application portal.
- M. Ordering agency shall have the option to direct data to multiple alternative “cloud” or data warehouses instead of, or in addition to, the Contractor’s database

Enterprise-Level Web Based Data Application

- A. The Application will allow state personnel to access securely the asset data stored in the Data Warehouse. The Application will 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 will be collected every one (1) second and transmitted directly to the Application of each ordering agency via cloud-based PI.
- B. The Contractor will offer this service in such a manner that the ordering agency has no responsibility for the database, the Application software, or the technical infrastructure and associated processes and procedures. Access to the Application and the underlying database will be provided through the web will be secure, encrypted and role-based.
- C. The Contractor will provide an internet secure link to ordering agency to the Contractor’s Application and server with all data processing functions occurring solely on the Contractor’s servers.
- D. The Application will not require installation of contractor provided software or applications on state-owned computers.
- E. The Contractor will 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 will be backed-up prior to release of any changes. At least one (1) prior version of the backed up data should be available, tested and ready in the event a roll back is required.
- F. The Application will 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 will be a seamless route tracking log of the fleet asset movement during the given time parameters. These reports will be customizable by authorized ordering agency via the Application interface.
- G. The Application UI map should be updated with the current vehicles location within thirty (30) seconds of vehicle movement
- H. Due to possible data drift for calculated odometer and hour-meter readings, the Application will 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.

- I. The Application will accommodate an unlimited user base with a minimum of one thousand (1,000) concurrent users per ordering agency account.
- J. The Application will 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 agency to set a date for password changes if required. The Contractor will establish the initial ordering agency user accounts based on personnel information provided by the ordering agency during the consulting phase. The Contractor's customer support will 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):
 - View Data – Current Location
 - View Data/Run Reports – Historical Location
 - View Data – Asset Diagnostics
 - View Data – Asset Operator
 - Run Reports – Asset Diagnostics
 - Manage Users
 - Manage Groups
 - Register/Edit Assets
 - Edit Odometer/ECM engine hours
 - Manage Geofences
 - Manage Scheduled Reports
 - Manage Alerts
 - Run Device Reports
 - View All Users
 - Manage Asset Operators
 - Manage Asset Operator ID Key Assignments
 - Manage Asset Operator Schedules
 - View Analytics Dashboard
 - View Asset Operator Behavior Dashboard
 - Show Asset Operator Information
 - Public Geofence Creation
- K. User hierarchy templates will be available, customizable, and one (1) click or equivalent, if approved by ordering agency and assignable to speed the process of establishing user rights. Initial templates will be created by the Contractor based on the rights hierarchy provided by the ordering agency. Authorized personnel will have

rights to create, edit, and assign custom rights and edit the templates mentioned above on an as needed basis.

- L. Provisions to mask certain data points, such as operator and location, will be available based on user hierarchy.
- M. Each ordering agency will supply a list of authorized personnel to the Contractor during project 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.
- N. The Application will 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% 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.
- O. The Application will have acceptable processing performance for mapping and tracking data. Acceptable is defined as a response time of between three to four (3-4) seconds for standard and ten (10) seconds to run complex process and content availability of 99.9 percent of the time.
- P. The Contractor will provide the ability to download or export all data directly from the Application.
- Q. The Application will 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.
- R. The overlay maps will 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.
- S. The Application will 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.

- T. The Application will have a scalable search functionality. The ordering agency will have access to search based on ordering agency defined hierarchies, asset identifiers (year, make, model, Vehicle Identification Number (VIN) or Asset ID). A wildcard search feature is required.
- U. The Application database will be compatibly structured to allow seamless data transfer to the ordering agency's servers at any time if deemed necessary by the ordering agency.
- V. The Application will have real-time, secure bidirectional information transfer with the User Portal and Contractor Data Warehouse.
- W. The Application will allow users to access the application utilizing Microsoft Internet Explorer 11 or higher, Mozilla Firefox, or Google Chrome web browsers.
- X. The Application data transmission shall use Transport Layer Security (TLS) 1.2 and above.
- Y. The Contractor 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 the agency's information and information assets.
- Z. All 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:
- Asset Identification number
 - VIN
 - Year/Make/Model
 - Telemetry Harness Type and part number
 - Telemetry/GPS device model and serial number

Web Application Reporting

The Application will provide or generate the reports described within this section, if the required data is available from each selected asset. Reports will provide real time information, as needed. Reports will 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.

All reports will 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.

Reports will be readable on screen, printable and downloadable. Reports will be downloadable from the Application and be transmitted to the ordering agency 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 the data transmission exceeds the allowable size for emailing, even with Zip file format, a Secure File Sharing process will be created. The Application will 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.

Overlay Mapping Analysis

- Asset's location will be tracked 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.
- The Contractor is responsible for identifying gaps in data. All gaps in data will be investigated and acted upon by the Contractor to minimize impact to the ordering agency. The Contractor will report to the ordering agency all data gap instances and proposed solutions including time lines to correct the cause. If the cause is not related to hardware malfunction, data transmission coverage issue, or installation fault, the Contractor will 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).
- Mapping will 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 Application overlay map. The ping or event based data transmission will locate the asset regardless of ignition status.
- Overlay maps will 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.
- Overlay maps will load within a ten (10) second timeframe.
- Overlay maps and asset location will be updated within thirty (30) seconds when a device condition/health check is requested via the application portal.
- Overlay mapping will be scalable to display individual assets up to and including a nationwide view.

- Mapping will 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.

Application Generated Reports

The Application will 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:

- Asset(s) ID
- Asset operator name(s) and ID number(s)
- GPS device type and serial number
- Asset(s) odometer value
- Asset(s) summed mileage
- Alerts
- Geofence location(s)/violation(s)
- Ordering agency groups
- Ordering agency hierarchy
- VIN
- Asset year
- Asset manufacturer
- Asset model
- Asset fuel type
- Ordering agency defined regions, or
- Ordering agency assigned asset attributes

Equipment Report

The Application will provide an on demand report of all assigned Asset (in use). The report will include at a minimum:

- Asset ID
- Ordering Agency hierarchy
- Current dash odometer reading
- Asset operator name and ID number
- Asset year
- Asset make
- Asset model
- Contractor device serial number
- VIN
- Location latitude and longitude, nearest address where available and geofence information

Equipment Alert Report

The Application will provide at a minimum the ability to generate an alert report queried by Asset ID and date parameters. This report will 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:

- Identifying the type and time of alert, example MIL commanded on (as applicable)
- Excessive idling
- Speeding
- Off network
- Non-reporting unit
- Device disconnected
- Battery or supply voltage near lower threshold
- Diagnostic Trouble Code
- Geofence entrance or exit
- Unidentified operator

Automobile Log Report

The Application will 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:

- Asset ID
- Asset operator name and ID number
- Ordering agency hierarchy
- Date and time of travel
- Begin trip dash odometer/dash hour-meter
- End trip dash odometer/dash hour-meter
- Trip mileage
- Engine hours
- Trip start location
 - Latitude and Longitude
 - Nearest address where available
 - Geofence information
- Trip end location
 - Latitude and Longitude
 - Nearest address where available
 - Geofence information
- Hyperlink to map for each location
- Overnight storage location for date of trip(s)

Usage Summary Report

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

- Asset ID
- Ordering agency hierarchy
- Days used
- Begin dash odometer/dash hour-meter value
- End dash odometer/dash hour-meter value
- Mileage and/or hours used
- Overnight storage location
- Start latitude and longitude
- End latitude and longitude
- Nearest Addresses where available
- Hyperlink to map for each location
- Any geofences the asset stopped within
- Fuel used for the time period

Activity Detail Report

This report will show all of the asset activity data listed below, and be adjustable to any time range as for a little as a one-hour time period and up to a year. This report will be available on demand or as a scheduled daily, weekly or monthly delivered report. ordering agency will have 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:

- Asset ID
- Asset operator name and ID number
- Ordering agency hierarchy
- Latitude and longitude location for each ping
- Asset hierarchy information
- Hyperlink to map for each location
- Nearest Addresses where available
- Date and time of each ping
- Asset operator ID for each ping
- Ignition Status for each ping
- Directional heading
- Average speed

- Max speed
- Instantaneous speed
- Posted speed

Fleet Asset Management Report

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

- Days used
- Ending dash odometer value
- Ending hour-meter value
- Asset ID
- Asset Operator ID
- year/make/model
- VIN

Speeding Violation Report

A Speeding Violation Report will be provided on a weekly basis. This report will show the raw data and data in graph form. The report will be available in .PDF and Excel. Contractor must be willing to 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 applicable agency shall pay for any costs and expenses incurred by Contractor to satisfy the applicable agency's request. This report will include and be scalable by:

- Asset ID
- Asset operator name and ID number
- Ordering agency hierarchy
- Average speed
- Minimum speed
- Maximum speed
- Duration of speed
- Posted speed
- Latitude and longitude
- Hyperlink to map for each location
- Nearest address where available
- Ordering agency defined hierarchy

Overnight Storage Report

The Overnight Storage Report will 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 will identify the overnight storage location for all assets and will include:

- Asset ID
- Asset operator name and ID number
- Ordering agency hierarchy
- Date
- Time
- Begin of day location latitude and longitude and nearest address where available)
- End of day location (latitude and longitude and nearest address where available)
- Hyperlink to map for begin and end locations
- Mileage traveled
- Engine hours for the day

Key Fob “Frequently Operated Button” Compliance Report (Asset Operator ID)

The Key Fob Compliance Report will 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 will provide, per trip, if an asset operator was assigned for the trip. This report will show the raw data and the data in graph format acceptable to ordering agency.

Malfunction Indicator Lamp Report:

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

- VIN
- Asset ID
- Ordering agency hierarchy
- License Number
- Year
- Make
- Model
- Fuel Type
- MIL status (on/off)
- Active DTC's
- Monitor Status (complete/incomplete):
 - Catalyst
 - Fuel System
 - Oxygen Sensor(s)
 - Oxygen Sensor Heater(s)
 - Secondary Air System
 - Misfire

- Comprehensive Component
- Exhaust Gas Recirculation System
- Evaporative System
- Heated Catalyst

The MIL report will have the following filters based on current BAR/CARB program requirements and regulations:

- Pass
- Failed
- Ineligible – Indicates assets not subject to BAR/CARB smog check
- CTP – Indicates assets participating in BAR/CTP Program

Custom Reporting Requirements

The Contractor agrees to work with ordering agency to meet the evolving reporting needs of ordering agency. Reports will 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 will include the ordering agency defined asset hierarchy. Ordering agency defined asset operator hierarchy will also be included whenever a report requires asset operator information.

Program Interface (PI)

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

- The Application
- Ordering agency fleet management software
- ELD
- Ordering agency's electric vehicle charger network
- Ordering agency bulk fuel network
- Ordering agency commercial fuel network
- The State of California's, Employee Identity Software, per ordering agency.

The PI will provide one directional, real-time information to the BAR CTP, DGS Office of Fleet Asset Management (OFAM) Fleet Asset Management System (FAMS) and ordering agency ESRI software. At this time, BAR and ESRI are the only known working PI. Contractor must be able to work with agencies on additional PI. The Application information transfer will be seamless, undetectable to log in users, and will not require portal exit log out to execute. Information must be accessible to authorized fleet managers.

- B. Required data elements will be collected and an ability provided to integrate those data elements via free PIs into third-party application for reporting. Third-party application could include fleet asset management software, such as AssetWorks.
- C. The PI will push available industry standard diagnostic information to the fleet management software, as required by the ordering agency.
- D. The PI will 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 ordering agency fleet management software.
- E. The PI will pull asset information, such as hierarchy, year, make, model, VIN, license plate and other asset identifying information, as needed from the fleet management software.
- F. Further data definitions, data mapping specifications, and Representational State Transfer Architecture (RESTful) services will be developed during the consulting period.
- G. The Roadmap will also be developed during the consulting period and agreed upon by the Contractor and ordering agency. The Roadmap will include potential changes in ordering agency data needs, fleet management software or need for other changes to the data definitions or RESTful services.
- H. The security and privacy of the PI will meet or exceed the security and privacy requirements of the Application.
- I. The terms of service and service level for the PI will be established by a collaborative team comprised of Contractor, ordering agency, and ordering agency IT and will be drafted during the consulting phase by the Contractor in writing. The Contractor must obtain ordering agency, and ordering agency IT written approval prior to commencement.
- J. Any licensing (interface, data, code) and any policies will be provided in writing by the Contractor. Contractor must obtain ordering agency, and ordering agency IT written approval prior to commencement.
- K. A Changelog will be provided, in writing, to ordering agency. 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 ordering agency and Contractor Technical Lead.
- L. The PI will be available twenty-four (24) hours a day, seven (7) days a week, including all holidays, unless notification is given twenty-four (24) hours in advance, for updates or upgrades to the PI. The updates or upgrades to PI should be

completed after regular business hours of 6 AM to 5 PM PT. 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.

- M. Training will be provided to designated ordering agency staff for use of the PI.
- N. The PI will be supported at no additional cost to the ordering agencies, as any other service in the contract.
- O. The Contractor shall patch operating software for vulnerability, at a minimum, every thirty (30) calendar days.

Security

The minimum standards for security are listed below:

- A. The Contractor will have a written risk management process for data loss and data breach of servers, web application, PI, devices, or asset through devices after the implementation meeting with the ordering agency.
- B. Data Warehouse security processes, firewalls, and communication encryption will be provided in writing after the implementation meeting with the ordering agency.
- C. In the event of a breach, the Contractor will disclose as required by the California Civil Code 1798.29, Section 1, Section 1.5, and Section 2.
- D. The Contractor will 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).
- E. The physical data centers will only allow access to authorized employees.
- F. The physical data centers will 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.
- G. The Application will employ Secure File Transfer Protocol and Secure Hypertext Transfer Protocol.
- H. Contractor will audit its own security policies and procedures at least yearly and update/upgrade as technology advances. Contractor shall provide a copy of the annual audit at no cost. The data contained in the annual report will be certified by the Contractor for accuracy.

- I. 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.
- J. The system shall be compliant with State Model: Cloud Computing Special Provisions for Software as a Service (SaaS)

The 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 a Contractor and/or ordering agency's owned data warehouse.

PCRC Certification Workbook

Post Consumer Recycled Content (PCRC) Percentages Worksheet

Contractor: Geotab USA, Inc.
Revision: 1

Instructions:

1. For all line items offered to the State, Bidder shall list the minimum percentage, if not exact percentage, of postconsumer material within the State Agency Buy Recycled Campaign (SABRC) Reportable Product Categories.
2. **Sample #1** - If the line item contains PCRC that meets or exceeds the SABRC minimum percent PCRC, Contractor(s) shall enter "Yes" in Column D. Bidders must also enter the product's PCRC percentage in appropriate SABRC category column.
3. **Sample #2** - If the line item contains PCRC, but does not contain the SABRC minimum percent PCRC, Contractor(s) shall enter "No" in Column D. Bidders must also enter the product's PCRC percentage in appropriate SABRC category column.
4. **Sample #3** - If the line item does not contain PCRC, Contractor(s) shall enter "N/A" in the the column, "Product meets SABRC Minimum PCRC Content."
5. Refer to SABRC Reportable Product Categories Table for more information regarding categories listed.

Contract Line Item Number (CLIN)	Item Description	Manufacturer	Manufacturer's Part Number	Product meets SABRC Minimum PCRC Content	Postconsumer Recycled Content Percentage (%) per SABRC Product Category											
					70%	80%	10%	70%	10%	50%	30%	10%	30%	50%	retread	
					Antifreeze	Compost, Co-Compost & Mulch	Glass Products	Lubricating Oils	Metal Products	Paint	Paper Products	Plastic Products	Printing and Writing Papers	Tire-Derived Product	Tires	
1	White copy paper	Manufacturer 1	123456	Yes									100%			<-- Sample #1
2	Packaging	Manufacturer 2	123457	No							20%	5%				<-- Sample #2
3	Case, Computer	Manufacturer 3	123458	N/A												<-- Sample #3
1	GO9-LTE GPS Telemetry Device	Geotab	GO9-LTEATT	NA												
2	IOX-SATIRDV2 Satellite Modem	Geotab	IOX-SATIRDV2	NA												
3	MKH-TT600LM0QGL Solar Powered Asset Tracker	Flex	MKH-TT600LM0QGL	NA												
4	IOX-WTR AVL Spreader and Plow Interface	BSM	IOX-WTR	NA												
5	IOX-CAM AVL Camera	Zenduit	IOX-CAM	NA												

Attachment D

State of California Contract 1-19-58-69 for Telemetry/GPS Systems

Multi-Streaming Services Terms and Conditions

Multi-streaming services allow data from a device to be streamed to the primary database of Geotab USA, Inc. (“**Contractor**”) and to one or more secondary databases (each a “**Secondary Database**”) simultaneously. By ordering multi-streaming services listed in the electronic catalog described in Section 3.8 of State of California Contract 1-19-58-69 for Telemetry/GPS systems (the “**Contract**”) from Contractor, the State of California (the “**State**”) or a California or other local government agency that has subscribed to certain services available under the Contract (an “**Ordering Agency**”) may request that data be streamed to one or more Secondary Databases maintained by the Contractor.

To ensure that the Contractor can comply with applicable laws, the State and each Ordering Agency, as applicable, must only use multi-streaming services if they agree to be bound by the following representations, warranties, acknowledgements, covenants, conditions and restrictions:

1. For the purpose of these multi-streaming services terms and conditions, “business purpose”, “collection”, “device”, “personal information”, “processing”, “sell”, and “third party” shall have the meanings ascribed to them under the *California Consumer Privacy Act of 2018* or any successor or superseding legislation (“**CCPA**”).
2. In connection with the collection or processing of personal information by the State or any Ordering Agency, (i) such collection and processing must be for a business purpose; and (ii) the State or Ordering Agency must not sell any personal information to any third party.
3. The State or Ordering Agency represents, warrants and covenants to the Contractor, its affiliates and their respective licensors that:
 - (a) in connection with the collection or processing of personal information by the State or Ordering Agency, the State or Ordering Agency will provide all notices necessary in connection with the collection and processing of personal information by the State, the Ordering Agency, the Contractor, and the Contractor’s subcontractors, including streaming that personal information to each applicable Secondary Database;
 - (b) the State or Ordering Agency will obtain all consents, permissions, and instructions necessary for streaming personal information or personal data to each applicable Secondary Database;
 - (c) the State or Ordering Agency will have an appropriate privacy program in place, including without limitation reasonable security procedures and practices, and will comply with such program; and
 - (d) the State or Ordering Agency will be responsible and liable for providing accurate and complete device information and Secondary Database information for the purposes of enabling and disabling each data stream to or from each Secondary Database.
4. The State or Ordering Agency acknowledges and agrees that Contractor, its affiliates and their respective licensors will rely upon such representations, warranties, acknowledgements, covenants, conditions and restrictions in connection with the provision of multi-streaming services.
5. The State or Ordering Agency hereby releases and forever discharges, and will indemnify and hold harmless, the Contractor, its affiliates, its licensors, agents, and contractors, and their respective shareholders, directors, officers, employees and representatives, from and against any responsibility or liability in connection with a breach of such representations, warranties, acknowledgements, covenants, conditions or restrictions.

**EXHIBIT B
INSURANCE REQUIREMENTS
(NOT APPLICABLE)**

EXHIBIT C



Contact: Drake Zwahlen
Agency/Department Name: City of Stockton
Email: drakezwahlen@geotab.com
Fleet Size: 500+
Phone: 6193583222
Quote Date: 4/20/2021 11:36:59
Quote Number: qjbli

Thank you for considering Geotab for your fleet management needs.
This quote is valid for 90 days from the quote date unless extended in writing by Geotab. For further information, please contact california@geotab.com (copied in email).

One-Time Cost

Core/Non core	CLIN	SKU	Per Unit Cost	MSRP	Discount	Description	Quantity	Amount
Core	CLIN 14	GT # GO9-LTEVZW C11	\$0			Geotab GO9 Verizon telematics device, ProPlus plan, HRN GS16K2, and training. This is a SELF INSTALL PACKAGE	550	\$0.00
Non-core	Hardware	IOX-AUXM	\$35.00	43.75	20%	IOX Add-On for GO devices for auxillary support	150	\$5,250.00

Subtotal	\$5,250.00
9% Tax Rate	\$472.50
Total	\$5,722.50

Monthly Costs

Core/Non core	CLIN	SKU	Per Month Cost	MSRP	Discount	Description	Quantity	Amount
Core	CLIN 14	GT # GO9-LTEVZW C11	\$18.50			Geotab GO9 Verizon telematics device, ProPlus plan, HRN GS16K2, and training. This is a SELF INSTALL PACKAGE	550	\$10,175.00
Total Monthly Cost (Tax not included)	\$10,175.00							

Expiration Date of Contract: 6/17/2022

Acceptance of Products, Pricing and Terms and Conditions

All terms and conditions are governed by the State of California - Department of General Services - Agreement Number 1-19-58-69

All applicable county/city/state sales tax for these products and services will be added to the final invoice(s).

Please submit all purchase orders via email to Geotab at cageotaborders@geotab.com



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Email: drakezwahlen@geotab.com

Phone: 6193583222

Quote Date: 9/21/2021

Quote Number: qjbli

Core one-time costs (550 Vehicles on CLIN 14):	\$0.00
Non-core one-time costs (150 units):	\$5,250.00
Sales tax (9%):	\$472.50
One time equipment cost with taxes:	\$5,722.50
36 month service cost (\$10,175.00 monthly)	\$366,300.00
*Contingency fee	\$50,000.00
Sales Tax:	NA
Total Cost for 3 years of service, equipment, and project contingency:	\$422,022.50

*Contingency fee is for additional services that may be needed at implementation.
Additional work will be quoted and follow City approval process.

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