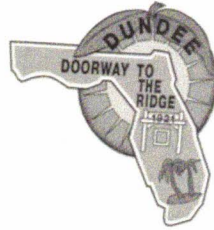


TOWN OF DUNDEE
PRICE QUOTE SHEET



DATE: 11/4/2024

DEPARTMENT: TOWN OF DUNDEE

NAME OF PERSON SECURING THE QUOTE: John Vice

GENERAL DESCRIPTION OF ITEM: GPS tracking software, Dash Cams for Fleet

Vendor Selected:

VENDOR #1

COMPANY NAME: Samsara

CONTACT NUMBER: 505-770-4409

PRICE: \$8,185.00

NAME OF REPRESENTATIVE: Kyle (Emailed)

SHIPPING: included in price

COMMENTS: GPS tracking software, Dash Cams for Fleet

Vendor Selected:

VENDOR #2

COMPANY NAME: Faster Asset Solutions

CONTACT NUMBER: 757-623-1700

PRICE: \$10,919.94

NAME OF REPRESENTATIVE: John (emailed)

SHIPPING: included in price

COMMENTS: GPS tracking software, Dash Cams for Fleet

Vendor Selected:

VENDOR #3

COMPANY NAME: Michelin Connected Fleet

CONTACT NUMBER: 800-480-7090

PRICE: \$10,754.40

NAME OF REPRESENTATIVE: Katrina (Emailed)

SHIPPING: included in price

COMMENTS: GPS tracking software, Dash Cams for Fleet

DEPARTMENT DIRECTOR/SUPERVISOR: *Johnathan Uno*

FINANCE DIRECTOR APPROVAL: *Quynh Bell*

TOWN MANAGER APPROVAL: *JW*

ADDITIONAL COMMENTS: _____

SOLE SOURCE JUSTIFICATION: _____

DATE: 11/4/2024
DATE: 11/4/24
DATE: _____



SOLUTION PROPOSAL

FLEET MANAGEMENT SOFTWARE

Johnathon Vice

Town of Dundee, FL

Quote #: 2752

Quote Date: Sep 24, 2024

Quote Expires: Dec 31, 2024

FASTER

FASTER Asset Solutions Quote and Proposal



Johnathon Vice

Director-Public Works

Town of Dundee, FL

FASTER Asset Solutions is pleased to submit our proposal, Town of Dundee, FL-Telematics.

FASTER has been in business since 1982 and provides Fleet Management Information Solutions (FMIS) to cities, counties, states, universities, airports, transits, public utilities, and private companies. FASTER is the single largest FMIS provider to city and municipal fleets in North America.

FASTER is an Industry Leader for 3 key, strategic reasons:

FASTER has the Most Experienced Staff in the Industry:

Seventy percent of FASTER's technical staff have been with the company for more than 10 years. No other vendor fields the level of responsive, industry knowledgeable, technical support staff as FASTER. This provides more efficient implementations, superior 24/7-365 support, and ultimately better system utilization and ROI.

FASTER Invests in the Long-Term:

For more than 40 years FASTER has continuously improved FASTER solutions across three generations of technology. FASTER Web™ is latest, cloud-based Fleet Management Information Solution and includes the ability to integrate easily with other software through API technology. Additionally, FASTER issues multiple new updates each year that include new features and improvements across multiple aspects of the solution.

FASTER is Product and Service Focused:

Likely the most important distinction of FASTER is the strategy of continually reinvesting in FASTER products, solutions, and staff. This has created a justifiable reputation within the FASTER Client base, Strategic Partners and beyond that FASTER has industry leading software and the most responsive and knowledgeable support team in the asset management space.

Thank you for the opportunity to earn your business. If there is any additional information we can provide, or questions we can answer, please let us know.

Sincerely,

Best Regards,

John Griffin

FASTER Asset Solutions

Enterprise Sales Manager

Direct 757.623.1700 ext 3034

Mobile: 205.515.2167

John.G@fasterasset.com

John Griffin

john.g@fasterasset.com



FASTER Asset Solutions

760 Lynnhaven Pkwy, Suite 203
Virginia Beach, VA 23452
United States

T: 4023055850

Prepared for Town of Dundee, FL
Johnathon Vice
FL
United States

T: 863-514-6636
E: jvice@townofdundee.com

Quote #	2752
Date	Sep 24, 2024
Expires	Dec 31, 2024
Contact	John Griffin

ACCEPT QUOTE

Town of Dundee, FL-Telematics

Telematics

Annual Fees

Category	Item	Qty
TELEMATICS / Samsara	<p>Samsara License for Asset Gateways</p> <p>Samsara's fleet tracking solution includes hardware accessories and a per gateway license. Gateway licenses provide all ongoing elements of the service, including:</p> <ul style="list-style-type: none"> - Real-time location and vehicle telematics - Dashboard access with unlimited administrator accounts - Driver App for iOS and Android devices with unlimited driver accounts - Over-the-air software feature upgrades - API access as it relates to features for integration with 3rd party systems - Maintenance and phone support <p>Samsara (Code: TELSAM)</p>	25
TELEMATICS / Samsara License	<p>SAMSARA License for Front-Facing AI Dash Cam</p> <p>Samsara's camera solution includes hardware accessories and a per camera license. Camera licenses provide all ongoing elements of the service, including:</p> <ul style="list-style-type: none"> ● 1080p front-facing, 720p driver-facing resolution with 30 FPS capture ● 121° front-facing, 177° driver-facing field of view ● Built-in speaker for driver coaching ● AI to analyze driver behavior and road conditions in real-time ● Pairs with the Vehicle Gateway to automatically upload footage to the Samsara Connected Operations Cloud <p>Samsara (Code: TELSAM)</p>	6

Please contact us if you have any questions.

Total Annual Support And Maintenance	\$10,919.94 USD
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ACCEPT QUOTE

Cost Breakdown

Category	Annual Fees
TELEMATICS / Samsara	\$8,424.00
TELEMATICS / Samsara License	\$2,495.94
Total	\$10,919.94 USD



- All sales subject to a [FASTER Asset MSA](#) or similar agreement.
- Standard agreement for recurring pricing model is 60 months.
- Cancellation of service prior to term expiration will result in an early termination fee equal to 25% of the recurring fees for the remaining term period.
- PAYMENT TERMS:
 - One Time Fees:
 - 30% Due at Purchase Confirmation
 - 30% Due upon completion of kickoff call and environment established
 - Kick off call is completed with the client, software environment installation and setup, initial group of logins are delivered to client
 - 20% Due at System Overview
 - Access to client resources for system operation provided, software use training session delivered.
 - 20% Due at Delivery of Converted Data and GO LIVE of software package

Legacy Data Preparation and Cleanup

FASTER Asset Solutions always recommends that customers confirm that all legacy system data is current, accurate, and in good order. Data maintained in good order from previous systems will not typically require any corrections and can be imported effectively and efficiently into the FASTER Web product without issue. In the event that there are legacy data issues that require correction by the customer, FASTER Web consultants will support those efforts for our customers by providing guidance and advice.