

MA3695 Wireless Voice, Data and Accessories Attachment C: Costsheets				
Attachment: C				
Category 3A: Fleet Management Costsheets				
VENDOR		Geotab USA, Inc.		
Monthly Recurring Cost				
Description		monthly	total annual cost	OFFEROR NOTES Describe plan attributes and characteristics per the
Basic Fleet Management	Price Per	\$19.75		Bundle includes: GO Device, Pro-Plus Plan, Light or Heavy duty harness and professional installation, training
Service Requirements				
Description		requirements		
Basic Fleet Management		*Solution to track, monitor & dispatch vehicles while collecting information on vehicle location & operation		
Installation & Set Up Costs				
Description		cost per	Total Set Up Cost	OFFEROR NOTES Details of Installation and Set Up of customer's
Total One Time Cost for Installation, Set Up and Basic System Administrator Training	10	\$0.00	\$0.00	Installation by a certified installer is included in the Geotab offer for NASPO . Geotab provides database, onboarding and training
Installation & Set Up Requirements				
Description		requirements		
Installation, Set Up and Basic System Administrator Training		*Set up and configuration of customer's instance in provider's hosted environment. *install each device in vehicle and connect to OBD-II		

The limited lifetime warranty does not include shipping RMA devices to Geotab. Minimum 12-month commitment required, and a \$135 cost recovery fee applies if

MA 3695 Attachment C: Authorized Dealers

- Acadian Total Security, LLC
- Advantage Asset Tracking Corporation (USA)
- E.J. Ward, Inc.
- GPS Fleet Management Solution
- SecureQuip Systems Ltd
- AttriX Technologies Inc.
- Assured Telematics Inc.
- Badger Fleet Solutions LLC
- BlueArrow Telematics Inc (USA)
- Eagle Wireless Communications LLC
- Electronic Engineering Co.
- EMS Technology Solutions LLC
- EnVue Telematics LLC
- Fleet Solutions LLC dba USA Fleet Solutions
- Baus Systems
- Fleet Nav Systems
- Enterprise Fleet Management
- DiCan
- Systems & Telematics Solutions LLC
- Goosetown Enterprises, Inc
- Glover International Trucks Ltd
- Fleetcard Inc., dba Impact Fleet
- Blackhole Technologies, Inc.
- M.A. Olson Enterprises LLC dba DBA Dynasty Communications
- Argos Connected Solutions LLC
- Can Am Wireless LLC
- Carben Tec
- Fleet Hoster LLC
- Altec Industries
- 785216 Ontario Limited o/a GoGPS
- Go Fleet Corporation (USA)
- Fleetistics (ILER Group, Inc.)
- Ideal Distribution LLC (PGT Technologies)
- Phoenix Direct Communications Inc
- RMJ Technologies TX, Inc.
- Rushcare, Inc.
- Sawatch Group
- Safety First

MA3695 Wireless Voice, Data and Accessories
Attachment G Plan Coverage
Carrier lists every plan and feature available under the NASPO ValuePoint contract, and provides full details of the plan or feature.
Fill in each column for each plan or feature included. Enter "not applicable" or "N/A" for any column that does not apply to a specific plan or feature.
Plans used in the Offerors submission Attachment C are to be entered on this attachment.

Plan # of Feature #	Plan or Feature Description	Monthly Cost Before Discount	Discount Percentage	NASPO ValuePoint Monthly Cost	One time Cost Amount	Description of One Time Cost	Plan or Feature Rules & Restrictions	Available to new Users Currently
CLIN 1	Geotab GO9 AT&T telematics device, ProPlus plan, HRN-GS16K2, installation, and training.	\$23.00	14.13%	\$19.75	\$0.00	Go device,light duty harness, Pro-Plus Plan.	To find what is included in the ProPlusRate plan click here	
CLIN 2	Geotab GO9 Verizon telematics device, ProPlus plan, HRN-GS16K2, installation, and training.	\$23.00	14.13%	\$19.75	\$0.00	Go device,light duty harness, Pro-Plus Plan.	To find what is included in the ProPlusRate plan click here	
CLIN 3	Geotab GO9 AT&T telematics device, ProPlus plan, HRN-GS09K2, installation, and training.	\$23.00	14.13%	\$19.75	\$0.00	Go device,heavy duty harness, Pro-Plus Plan.	To find what is included in the ProPlusRate plan click here	
CLIN 4	Geotab GO9 Verizon telematics device, ProPlus plan, HRN-GS09K2, installation, and training.	\$23.00	14.13%	\$19.75	\$0.00	Go device,heavy duty harness, Pro-Plus Plan.	To find what is included in the ProPlusRate plan click here	
CLIN 5	Geotab GO9 AT&T telematics device, ProPlus plan, HRN-CW03S3, installation, and training.	\$23.00	14.13%	\$19.75	\$0.00	Go device,3-wire harness, Pro-Plus Plan.	To find what is included in the ProPlusRate plan click here	
CLIN 6	Geotab GO9 Verizon telematics device, ProPlus plan, HRN-CW03S3, installation, and training.	\$23.00	14.13%	\$19.75	\$0.00	Go device,3-wire harness, Pro-Plus Plan.	To find what is included in the ProPlusRate plan click here	
CLIN 7	Geotab GO Rugged 8 telematics device, ProPlus plan, HRN-GR09K1, installation, and training.	\$23.00	14.13%	\$19.75	\$50.00	Go Rugged (for yellow iron machinery) ,light duty	To find what is included in the ProPlusRate plan click here	
CLIN 8	Geotab GO Rugged 8 telematics device, ProPlus plan, HRN-RV03S4, installation, and training.	\$23.00	14.13%	\$19.75	\$50.00	Go Rugged (for yellow iron machinery) ,heavy duty	To find what is included in the ProPlusRate plan click here	
CLIN 9	Solar powered asset tracker w/Lbracket, including training and installation and monthly service plan.	\$10.00	0.00%	\$10.00	\$297.00	Solar powered asset tracker w/Lbracket.		
CLIN 10	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, HRN-GS16K2, installation, and training.	\$23.00	14.13%	\$19.75	\$0.00	NO-GPS (for law enforcement) Go	To find what is included in the ProPlusRate plan click here	
CLIN 11	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, HRN-GS09K2, installation, and training.	\$23.00	14.13%	\$19.75	\$0.00	NO-GPS (for law enforcement) Go	To find what is included in the ProPlusRate plan click here	
CLIN 12	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, HRN-CW03S3, installation, and training.	\$23.00	14.13%	\$19.75	\$0.00	NO-GPS (for law enforcement) Go device,3-	To find what is included in the ProPlusRate plan click here	
The limited lifetime warranty does not include shipping RMA devices to Geotab. Minimum 12-month commitment required, and a \$135 cost recovery fee applies if this service is canceled in the first 12 months. A device will be deemed accepted on the earlier of (1) installation in a vehicle or (2) 10 days after receipt of order. Billing will begin for each accepted device on the first day of the month following acceptance of that device for usage during the previous month and will be prorated accordingly if the device is in use for less than the entire month.								
SELF INSTALL Packages								
CLIN13	Geotab GO9 AT&T telematics device, ProPlus plan, HRN-GS16K2, and training.	\$21.55	14.13%	\$18.50	\$0.00	Same as CLIN 1 without profession installation	To find what is included in the ProPlusRate plan click here	
CLIN14	Geotab GO9 Verizon telematics device, ProPlus plan, HRN-GS16K2, and training.	\$21.55	14.13%	\$18.50	\$0.00	Same as CLIN 2 without profession installation	To find what is included in the ProPlusRate plan click here	
CLIN15	Geotab GO9 AT&T telematics device, ProPlus plan, HRN-GS09K2, and training.	\$21.55	14.13%	\$18.50	\$0.00	Same as CLIN 3 without profession installation	To find what is included in the ProPlusRate plan click here	
CLIN16	Geotab GO9 Verizon telematics device, ProPlus plan, HRN-GS09K2, and training.	\$21.55	14.13%	\$18.50	\$0.00	Same as CLIN 4 without profession installation	To find what is included in the ProPlusRate plan click here	
CLIN17	Geotab GO9 AT&T telematics device, ProPlus plan, HRN-CW03S3, and training.	\$21.55	14.13%	\$18.50	\$0.00	Same as CLIN 5 without profession installation	To find what is included in the ProPlusRate plan click here	
CLIN18	Geotab GO9 Verizon telematics device, ProPlus plan, HRN-CW03S3, and training.	\$21.55	14.13%	\$18.50	\$0.00	Same as CLIN 6 without profession installation	To find what is included in the ProPlusRate plan click here	
CLIN19	Geotab GO Rugged 8 telematics device, ProPlus plan, HRN-GR09K1, and training.	\$21.55	14.13%	\$18.50	\$50.00	Same as CLIN 7 without profession installation	To find what is included in the ProPlusRate plan click here	
CLIN20	Geotab GO Rugged 8 telematics device, ProPlus plan, HRN-RV03S4, and training.	\$21.55	14.13%	\$18.50	\$50.00	Same as CLIN 8 without profession installation	To find what is included in the ProPlusRate plan click here	
CLIN21	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, HRN-GS16K2, and training.	\$21.55	14.13%	\$18.50	\$0.00	Same as CLIN 10 without profession installation	To find what is included in the ProPlusRate plan click here	
CLIN22	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, HRN-GS09K2, and training.	\$21.55	14.13%	\$18.50	\$0.00	Same as CLIN 11 without profession installation	To find what is included in the ProPlusRate plan click here	
CLIN23	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, HRN-CW03S3, and training.	\$21.55	14.13%	\$18.50	\$0.00	Same as CLIN 12 without profession installation	To find what is included in the ProPlusRate plan click here	
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Extended Coverage								
Non-Core	IOX Iridium satellite add-on (harness and antenna included), installation, training and monthly service plan. Must be combined with CLIN 1 thru 8 or 10 thru 23. Monthly price of this item is in addition to the GO device.	\$38.25	10.46%	\$34.25	\$674.00	For clients that operate outside of the cellular coverage		
Public Works (Winter Ops, Street Sweepers, so on)								
Non-Core	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 AND the front and rear facing camera solution. Monthly price of this item is in addition to the GO device and camera solution monthly fees.	\$19.06	20.00%	\$15.25	\$235.20	Geotab Public Works helps government agencies manage vehicles such as salt spreaders, snow plows, street sweepers, and waste management	To find out what controller Integrations Geotab offers for Public Works click here.	
Camera Solutions								
Non-Core	Front facing camera. Must be paired with a GO device.	\$28.06	20.00%	\$22.45	\$499.98	For clients that require a		
Unbundled Offering								
Non-Core	Geotab GO9 AT&T telematics device	\$17.81	20.00%	\$14.25	\$68.00	Unbundled AT&T offer for	To find what is included in the ProPlusRate plan click here	
Non-Core	Geotab GO9 Verizon telematics device	\$17.81	20.00%	\$14.25	\$68.00	Unbundled Verizon offer	To find what is included in the ProPlusRate plan click here	
Non-Core	Geotab rugged AT&T telematics device	\$17.81	20.00%	\$14.25	\$114.00	Unbundled offer for clients	To find what is included in the ProPlusRate plan click here	
Non-Core	Geotab GO9 (no GPS) AT&T telematics device	\$17.81	20.00%	\$14.25	\$68.00	Unbundled AT&T offer for	To find what is included in the ProPlusRate plan click here	
Geotab Keyless for Car Sharing Fleets								
Non-Core	Motorpool operations plan, including telematics-based vehicle access, reservations, training, support, and warranty. Must be paired with monthly ProPlus plan.	\$40.00	45.00%	\$22.00	\$0.00	Motorpool operations plan, including telematics-based vehicle access,	To find out what is included in the Geotab car sharing offer click here	
Non-Core	Tap and Go Keyless plan, including telematics-based vehicle access, training, support, and warranty. Must be paired with monthly ProPlus plan.	\$8.75	20.00%	\$7.00	\$0.00	Tap and Go Keyless plan, including telematics-based vehicle access,		
All bundle offers are subject to the below								
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Additional Hardware One time Cost								
Non-Core	IOX Add-On for Keyless functionality, with integrated keyfob.				\$61.00			
Non-Core	IOX Add-On for Keyless functionality, without integrated keyfob.				\$61.00			
Non-Core	IOX-KEYLESS expansion harness for bladed key ignition to inhibit functionality.				\$12.80			
Non-Core	QR Tag for IOX-KEYLESS key shipment to Geotab.				\$2.00			
Non-Core	One-time installation of harness HRN-CX09Y5 for bladed key ignition to inhibit functionality and/or IOX-KEYLESS				\$90.00			
Non-Core	3-wire harness for GO devices - PWR, GND, IGN.				\$9.00			
Non-Core	3-wire harness for the GO RUGGED				\$13.00			

Non-Core	8-wire adapter for vehicles with connectors that are not supported on other harnesses, Requires HRN-CM24Y1.				\$5,60	
Non-Core	Custom adapter for Mack vehicles in North America. Requires HRN-CM24Y1.				\$19,20	
Non-Core	Custom proprietary adapter for Volvo and Mack FMS vehicles in North America. Requires HRN-CM24Y1.				\$15,00	
Non-Core	Custom 8-wire harness kit for vehicles with no supported connectors, Requires HRN-CM24Y1. The custom kit				\$13,00	
Non-Core	Custom 3-wire harness kit. The custom kit contains the harness and a fuse kit.				\$13,00	
Non-Core	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit.				\$17,00	
Non-Core	Custom harness kit for Mack vehicles, 2018 or older, in North America. Requires HRN-CM24Y1. The custom kit				\$24,00	
Non-Core	Custom harness kit for Volvo/Mack vehicles, 2019 or newer, in North America. Requires HRN-CM24Y1. The				\$36,00	
Non-Core	6-pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other				\$25,00	
Non-Core	Universal Rugged Heavy-Duty T-Harness Kit (IP67)				\$25,00	
Non-Core	Universal Heavy-Duty T-Harness Kit— Multi-connector kit includes a 9-pin T-harness and 4 different mounting				\$25,00	
Non-Core	Universal OBDII T-Harness Kit— Multi-connector kit includes a T-harness and twelve different mounting adapters for use in most				\$25,00	
Non-Core	CAT specific adapter				\$15,00	
Non-Core	14-pin harness for CAT vehicles				\$56,00	
Non-Core	6-way IOX harness for GO RUGGED to provide digital auxiliary support.				\$13,00	
Non-Core	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data.				\$13,00	
Non-Core	Harness for custom GO device installations — includes Molex connectors for two OBD and one J1939 points.				\$13,00	
Non-Core	Adapter harness used in with HRN-DS09T2, HRN-DT09T2, and HRN-GS09K2 for enhanced engine support on 2017 Kenworth				\$11,20	
Non-Core	OBDDII extension cable pack for GO devices — replaces the HRN-INSTALLPACKV2.				\$7,20	
Non-Core	Flat OBDDII extension harness for GO devices.				\$8,80	
Non-Core	OBDDII extension harness for GO devices.				\$6,40	
Non-Core	OBDDII harness for GO devices — includes special vehicle connector to receive engine data from Mitsubishi Fuso or				\$8,00	
Non-Core	Custom proprietary HINO FMS adapter, Requires HRN-CM24Y1.				\$11,20	
Non-Core	Custom 10-pin HINO FMS adapter for 2019+ vehicle models. Requires HRN-CM24Y1.				\$16,00	
Non-Core	Customer Isuzu FMS adapter for 2017+ vehicle models. Requires HRN-CM24Y1.				\$8,80	
Non-Core	PSM module connection for Mercedes Sprinters (907 Chassis) for global markets, Requires HRN-CM24Y1.				\$12,80	
Non-Core	14-pin connector harness for heavy-duty applications. Refer to the Vehicle Specific Installation document for more information.				\$10,56	
Non-Core	Custom adapter for Tesla Model S vehicles, Requires HRN-CM24Y1.				\$11,20	
Non-Core	Customer adapter for Tesla Model S and Model X vehicles. Requires HRN-CM24Y1.				\$11,20	
Non-Core	Custom harness for Tesla Model 3 vehicles.				\$24,00	
Non-Core	6-pin straight harness for heavy-duty Deutsch connector installations in North America.				\$9,60	
Non-Core	9-pin straight harness for heavy-duty Deutsch connector installations in North America.				\$9,60	
Non-Core	Diagnostic connector for Mercedes vehicles — used on older generation medium-duty trucks and buses.				\$72,00	
Non-Core	European interface harness for generic vehicles with FMS.				\$9,60	
Non-Core	European interface harness for Mercedes Sprinters with PSM.				\$12,80	
Non-Core	IOX Add-On for GO devices for auxiliary support				\$35,00	
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Driver Identification -Non Monthly						
Non-Core	IOX Add-On for NFC Tag Reader with mounting bracket - used for Driver ID.				\$56,00	
Non-Core	Blue NFC Driver ID Tag.				\$4,00	
Non-Core	NFC Driver ID Sticker Tag with blue inner label.				\$4,00	
Non-Core	Bag of 20 qty. Blue NFC Driver ID Tag.				\$48,00	
Non-Core	Bag of 20 qty. NFC Driver ID Sticker Tag with blue inner label.				\$48,00	
Non-Core	One-time installation of IOX-NFCREADER.				\$90,00	
In Cab Coaching						
Non-Core	IOX Add-On for GO devices for Text-to-Speech Speaker for Driver Feedback.				\$100,00	
Non-Core	One-time installation of IOX-GOTALK.				\$90,00	
Winter Solution						
Non-Core	Cable - WT10X IOX to I/O Cable				\$35,20	
Non-Core	IOX Cable for IOX Device				\$35,20	
Non-Core	Cable — Muncie Advantage+ Integration				\$48,00	
Non-Core	Cable - DB-9 Serial Integration (15FT)				\$14,00	
Non-Core	Cable - Force America Integration				\$14,00	
Non-Core	Cable - CS550 Integration				\$309,76	
Non-Core	Cable - CS440 Integration				\$28,00	
Non-Core	Cable - DB-9 Null Modem Integration				\$28,00	
Non-Core	Cable - Flex 4 Integration				\$16,00	
Non-Core	Cable - Schmidt Integration				\$384,00	
Non-Core	Cable - Gletta Integration				\$55,04	
Non-Core	Telemetry - Flow Proximity Sensor Kit				\$112,00	
Non-Core	Telemetry - Hydraulic Pressure sensor 100 to 1500PSI				\$112,00	
Non-Core	One-time installation of Winter operations add on and cables.				\$360,00	
Installation Services						
Non-Core	One-time installation of GO Device and Harness or two IOX devices				\$85,00	Installation charges for clients take the unbundled option
Non-Core	Vehicle not available at the time of scheduled install				\$100,00	Installation charges for no shows

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