

## Atlantic Broom Pricing

Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
CTM-200 modem Plow and Spreader Kit (includes hydraulic sensor for front plow)	4G-LTE tracking with ECM data, sensor monitoring, spreader data transmission, and WiFi hotspot creation	SH-M2M-004-K	All parts and repairs	5 YEARS FOR MODEM, 1 YEAR FOR ALL OTHER PARTS
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
<b>Hardware Costs</b>				
Hardwired GPS Devices for Municipal Owned Vehicles (completely installed including manufacturers warranties)		\$ 1,499.99		
Mobile GPS Devices for Municipal Owned Vehicles (completely installed including manufacturer's warranties)		N/A		
Mobile GPS Devices for Contractor Owned Vehicles (completely installed including manufacturer's warranties)		N/A		
<b>Monthly Operational Costs</b>				
AVL Monitoring Monthly Data Services				
Frequency - 5 seconds Fee per Month - Verizon 300 MB Plan with ConnectAnywhere Monthly Fee		\$ 29.50		
Frequency - 10 seconds Fee per Month - Verizon 75 MB Plan with ConnectAnywhere Monthly Fee		\$ 27.50		
Frequency - 15 seconds Fee per Month - Verizon 75 MB Plan with ConnectAnywhere Monthly Fee		\$ 27.50		
Frequency - 5 seconds Fee per Month and WiFi hotspot creation - Verizon 1 GB Plan with ConnectAnywhere Monthly Fee *Subject to overage charges dependable on WiFi usage		\$ 36.50		
Frequency - 5 seconds Fee per Month - AT&T 300 MB Plan with ConnectAnywhere Monthly Fee		\$ 39.50		

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Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
Frequency – 10 seconds Fee per Month - AT&T 300 MB Plan with ConnectAnywhere Monthly Fee		\$ 39.50		
Frequency – 15 seconds Fee per Month - AT&T 300 MB Plan with ConnectAnywhere Monthly Fee		\$ 39.50		
Frequency – 5 seconds Fee per Month and WiFi hotspot creation - AT&T 1 GB Plan with ConnectAnywhere Monthly Fee *Subject to overage charges dependable on WiFi usage		\$ 46.50		
Frequency – 5 seconds Fee per Month - Sprint 300 MB Plan with ConnectAnywhere Monthly Fee		\$ 29.50		
Frequency – 10 seconds Fee per Month - Sprint 75 MB Plan with ConnectAnywhere Monthly Fee		\$ 27.50		
Frequency – 15 seconds Fee per Month - Sprint 75 MB Plan with ConnectAnywhere Monthly Fee		\$ 27.50		
Frequency – 5 seconds Fee per Month and WiFi hotspot creation - Sprint 1 GB Plan with ConnectAnywhere Monthly Fee *Subject to overage charges dependable on WiFi usage		\$ 36.50		
Reactivation Fee per Month		\$ -		
<b>Software Costs</b>				
AVL Monitoring Software including training, installation, and reporting (completely installed including manufacturers warranties)		\$ -		

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Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
CTM-200 modem with 4G-LTE tracking and ECM data	4G-LTE tracking with ECM data and WiFi hotspot creation	SH-M2M-004-K	All parts and repairs	5 YEARS FOR MODEM, 1 YEAR FOR ALL OTHER PARTS
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
<b>Hardware Costs</b>				
Hardwired GPS Devices for Municipal Owned Vehicles (completely installed including manufacturers warranties)		\$ 1,089.99		
Mobile GPS Devices for Municipal Owned Vehicles (completely installed including manufacturer's warranties)		N/A		
Mobile GPS Devices for Contractor Owned Vehicles (completely installed including manufacturer's warranties)		N/A		
<b>Monthly Operational Costs</b>				
AVL Monitoring Monthly Data Services				
Frequency - 5 seconds Fee per Month - Verizon 75 MB Plan with ConnectAnywhere Monthly Fee		\$ 27.50		
Frequency - 10 seconds Fee per Month - Verizon 20 MB Plan with ConnectAnywhere Monthly Fee		\$ 25.00		
Frequency - 15 seconds Fee per Month - Verizon 20 MB Plan with ConnectAnywhere Monthly Fee		\$ 25.00		
Frequency - 5 seconds Fee per Month and WiFi hotspot creation - Verizon 1 GB Plan with ConnectAnywhere Monthly Fee		\$ 36.50		
Frequency - 5 seconds Fee per Month - AT&T 300 MB Plan with ConnectAnywhere Monthly Fee		\$ 39.50		
Frequency - 10 seconds Fee per Month - AT&T 20 MB Plan with ConnectAnywhere Monthly Fee		\$ 31.50		
Frequency - 5 seconds Fee per Month and WiFi hotspot creation - AT&T 1 GB Plan with ConnectAnywhere Monthly Fee		\$ 46.50		
Frequency - 5 seconds Fee per Month - Sprint 75 MB Plan with ConnectAnywhere Monthly Fee		\$ 27.50		

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Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
CTM-200 modem with 4G-LTE tracking and ECM data	4G-LTE tracking with ECM data and WiFi hotspot creation	SH-M2M-004-K	All parts and repairs	5 YEARS FOR MODEM, 1 YEAR FOR ALL OTHER PARTS
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
Frequency - 10 seconds Fee per Month - Sprint 20 MB Plan with ConnectAnywhere Monthly Fee		\$ 25.00		
Frequency - 15 seconds Fee per Month - Sprint 20 MB Plan with ConnectAnywhere Monthly Fee		\$ 25.00		
Reactivation Fee per Month		\$ -		
<b>Software Costs</b>				
AVL Monitoring Software including training, installation, and reporting (completely installed including manufacturers warranties)		\$ -		

## Atlantic Broom Pricing

Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
<i>AU7 modem Plow Kit (includes hydraulic sensor for front plow)</i>	<i>3G tracking with sensor monitoring</i>	<i>SH-M2M-003</i>	<i>All parts and repairs</i>	<i>1 YEAR FOR ALL PARTS</i>
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
<b>Hardware Costs</b>				
Hardwired GPS Devices for Municipal Owned Vehicles (completely installed including manufacturers warranties)		\$ 674.99		
Mobile GPS Devices for Municipal Owned Vehicles (completely installed including manufacturer's warranties)		N/A		
Mobile GPS Devices for Contractor Owned Vehicles (completely installed including manufacturer's warranties)		N/A		
<b>Monthly Operational Costs</b>				
AVL Monitoring Monthly Data Services				
Frequency - 5 seconds Fee per Month - Verizon 20 MB Plan with ConnectAnywhere Monthly Fee		\$ 21.00		
Frequency - 10 seconds Fee per Month - Verizon 10 MB Plan with ConnectAnywhere Monthly Fee		\$ 20.00		
Frequency - 15 seconds Fee per Month - Verizon 10 MB Plan with ConnectAnywhere Monthly Fee		\$ 20.00		
Frequency - 5 seconds Fee per Month - AT&T 20 MB Plan with ConnectAnywhere Monthly Fee		\$ 26.50		
Frequency - 10 seconds Fee per Month - AT&T 10MB Plan with ConnectAnywhere Monthly Fee		\$ 24.00		
Frequency - 15 seconds Fee per Month - AT&T 10 MB Plan with ConnectAnywhere Monthly Fee		\$ 24.00		
Reactivation Fee per Month		\$ -		
<b>Software Costs</b>				
AVL Monitoring Software including training, installation, and reporting (completely installed including manufacturers warranties)		\$ -		

## Atlantic Broom Pricing

Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
AU7 modem with track and trace and sensor integration for heavy duty vehicles	3G tracking with sensor monitoring	SH-M2M-004-K	All parts and repairs	1 YEAR FOR ALL PARTS
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
<b>Hardware Costs</b>				
Hardwired GPS Devices for Municipal Owned Vehicles (completely installed including manufacturers warranties)		\$ 419.99		
Mobile GPS Devices for Municipal Owned Vehicles (completely installed including manufacturer's warranties)		N/A		
Mobile GPS Devices for Contractor Owned Vehicles (completely installed including manufacturer's warranties)		N/A		
<b>Monthly Operational Costs</b>				
AVL Monitoring Monthly Data Services				
Frequency - 5 seconds Fee per Month - Verizon 20 MB Plan with ConnectAnywhere Monthly Fee		\$ 21.00		
Frequency - 10 seconds Fee per Month - Verizon 10 MB Plan with ConnectAnywhere Monthly Fee		\$ 20.00		
Frequency - 15 seconds Fee per Month - Verizon 10 MB Plan with ConnectAnywhere Monthly Fee		\$ 20.00		
Frequency - 5 seconds Fee per Month - AT&T 20 MB Plan with ConnectAnywhere Monthly Fee		\$ 26.50		
Frequency - 10 seconds Fee per Month - AT&T 10MB Plan with ConnectAnywhere Monthly Fee		\$ 24.00		
Frequency - 15 seconds Fee per Month - AT&T 10 MB Plan with ConnectAnywhere Monthly Fee		\$ 24.00		
Reactivation Fee per Month		\$ -		
<b>Software Costs</b>				
AVL Monitoring Software including training, installation, and reporting (completely installed including manufacturers warranties)		\$ -		

## Atlantic Broom Pricing

Atlantic Broom Pricing				
Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
<i>CalAmp 3030 modem with track and trace for light duty vehicles</i>	<i>3G tracking</i>	<i>SH-M2M-010</i>	<i>All parts and repairs</i>	<i>1 YEAR FOR ALL PARTS</i>
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
<b>Hardware Costs</b>				
Hardwired GPS Devices for Municipal Owned Vehicles (completely installed including manufacturers warranties)		N/A		
Mobile GPS Devices for Municipal Owned Vehicles (completely installed including manufacturer's warranties)		\$ 249.99		
Mobile GPS Devices for Contractor Owned Vehicles (completely installed including manufacturer's warranties)		\$ 249.99		
<b>Monthly Operational Costs</b>				
AVL Monitoring Monthly Data Services				
Frequency – 5 seconds Fee per Month - Verizon 20 MB Plan with ConnectAnywhere Monthly Fee		\$ 21.00		
Frequency – 10 seconds Fee per Month - Verizon 10 MB Plan with ConnectAnywhere Monthly Fee		\$ 20.00		
Frequency – 15 seconds Fee per Month - Verizon 10 MB Plan with ConnectAnywhere Monthly Fee		\$ 20.00		
Frequency – 5 seconds Fee per Month - AT&T 20 MB Plan with ConnectAnywhere Monthly Fee		\$ 26.50		
Frequency – 10 seconds Fee per Month - AT&T 10MB Plan with ConnectAnywhere Monthly Fee		\$ 24.00		
Frequency – 15 seconds Fee per Month - AT&T 10 MB Plan with ConnectAnywhere Monthly Fee		\$ 24.00		
Reactivation Fee per Month		\$ -		

## Atlantic Broom Pricing

Atlantic Broom Pricing				
Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
<i>CalAmp 3030 modem with track and trace for light duty vehicles</i>	<i>3G tracking</i>	<i>SH-M2M-010</i>	<i>All parts and repairs</i>	<i>1 YEAR FOR ALL PARTS</i>
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
<b>Software Costs</b>				
AVL Monitoring Software including training, installation, and reporting (completely installed including manufacturers warranties)		\$ -		



## Atlantic Broom Line Item Pricing

CTM-200 modem Plow and Spreader Kit (includes hydraulic sensor for front plow)

<b>Part #</b>	<b>Item Description</b>	<b>Price</b>
SH-M2M-004-k	Chameleon CTM-200 LTE Modem Kit (includes CTM-200 MC7700 LTE modem, power cable, case, GPS/Cell antenna).	\$777.78
SH-ANT-004	LX WIFI/WPAN Windshield Mount Antenna	\$15.84
SH-CON-001-K	ATC Power Kit (Contains two ATC Add-A-Circuits, two ATC 5 Amp Fuses, and one Ground Ring Terminal)	\$8.88
SH-SCC-KIT	Spreader Cable	\$31.24
SH-ECM-001-K	J-1939 Y-Cable with ECM Data CAN-Cable	\$60.72
SH-SEN-011-K	4 Wire 15 Ft. Input Cable with 2 GPIO Blocks (9 pin)	\$25.57
SH-SEN-015	Hydraulic Pressure Sensor Kit (Includes 3000psi sensor, hydraulic t-fitting, 30' SJEOW 2-wire cable, inline ATC fuse holder, ATC fuse, 2x 14-16AWG butt splice connectors)	\$194.58
Installation	Installation	\$350.00
Project Management	Project Management	\$15.00
Shipping	Shipping	\$20.38
	<b>Total Hardware Cost per Unit</b>	<b>\$1,499.99</b>

## Atlantic Broom Line Item Pricing

CTM-200 modem with 4G-LTE tracking and ECM data

<b>Part #</b>	<b>Item Description</b>	<b>Price</b>
SH-M2M-004-K	Chameleon CTM-200 LTE Modem Kit (includes CTM-200 MC7700 LTE modem, power cable, case, GPS/Cell antenna).	\$777.78
SH-ANT-004	LX WIFI/WPAN Windshield Mount Antenna	\$15.84
SH-CON-001-K	ATC Power Kit (Contains two ATC Add-A-Circuits, two ATC 5 Amp Fuses, and one Ground Ring Terminal)	\$8.88
SH-ECM-001-K	J-1939 Y-Cable with ECM Data CAN-Cable	\$60.72
Installation	Installation	\$195.00
Project Management	Project Management	\$15.00
Shipping	Shipping	\$16.77
	<b>Total Hardware Cost per Unit</b>	<b>\$1,089.99</b>

## Atlantic Broom Line Item Pricing

AU7 modem Plow Kit (includes hydraulic sensor for front plow)

<b>Part #</b>	<b>Item Description</b>	<b>Price</b>
SH-M2M-003-K	ATrack AU7 (Verizon) GPS Vehicle Tracker Kit (includes power/IO cable, 900mAH LiPo battery, and GPS antenna)	\$258.48
SH-CON-001-K	ATM Fuse Kit (includes 2 ATM Add-a-Circuits, 2 ATM 5A fuses, 1 ground ring term	\$8.88
SH-SEN-015	Hydraulic Pressure Sensor Kit (Includes 3000psi sensor, hydraulic t-fitting, 30' SJEOW 2-wire cable, inline ATC fuse holder, ATC fuse, 2x 14-16AWG butt splice connectors)	\$194.58
Installation	Installation	\$180.00
Project Management	Project Management	\$15.00
Shipping	Shipping	\$18.05
<b>Total Hardware Cost per Unit</b>		<b>\$674.99</b>

*AU7 modem with track and trace and sensor integration for heavy duty vehicles*

<b>Part #</b>	<b>Item Description</b>	<b>Price</b>
SH-M2M-003-K	ATrack AU7 (Verizon) GPS Vehicle Tracker Kit (includes power/IO cable, 900mAH LiPo battery, and GPS antenna)	\$258.48
SH-CON-001-K	ATM Fuse Kit (includes 2 ATM Add-a-Circuits, 2 ATM 5A fuses, 1 ground ring term	\$8.88
Installation	Installation	\$120.00
Project Management	Project Management	\$15.00
Shipping	Shipping	\$17.63
	<b>Total Hardware Cost per Unit</b>	<b>\$419.99</b>

## Atlantic Broom Line Item Pricing

*CalAmp 3030 modem with track and trace for light duty vehicles*

<b>Part #</b>	<b>Item Description</b>	<b>Price</b>
SH-M2M-010	CalAmp LMU-3030 OBDII Plug and Play GPS tracking unit	\$156.86
Installation	Installation	\$60.00
Project Management	Project Management	\$15.00
Shipping	Shipping	\$18.13
	<b>Total Hardware Cost per Unit</b>	<b>\$249.99</b>