



## Pricing

**Section 13 Spreadsheet “Price Proposal in Response to RFP# MAPC 2016 AVL” attached with the following pricing tabs:**

- Installed Vehicle GPS Tracking Devices & Automatic Vehicle Location Solution for municipality-owned vehicles.
- Mobile, battery powered GPS Tracking Devices & Automatic Vehicle Location Solution for contractors and temporary vehicles.

### Tracking Devices included in Pricing Proposal

<p><b>Vestige Standard Hardwired Tracker</b></p> <ul style="list-style-type: none"> <li>• Hardwired Tracking Device</li> <li>• Simple three wire installation</li> <li>• 5 inputs/3 outputs for PTO, driver ID, sensors, and more</li> <li>• Power management sleep modes</li> <li>• Over-the-air configuration and firmware updates</li> <li>• Operating Voltage 6-32 VDC</li> </ul>	
<p><b>Vestige Cirus Controls Compatible Hardwired Tracker</b></p> <ul style="list-style-type: none"> <li>• Hardwired Tracking Device</li> <li>• Simple three wire installation</li> <li>• 7 inputs/5 outputs for serial data, PTO, driver ID, sensors, and more</li> <li>• Power management sleep modes</li> <li>• Over-the-air configuration and firmware updates</li> <li>• Operating Voltage 6-32 VDC</li> </ul>	
<p><b>Vestige PERSA Mobile Tracker</b></p> <ul style="list-style-type: none"> <li>• Mobile Tracking Device</li> <li>• Battery powered</li> <li>• Water Resistant</li> <li>• Optional Car Charger</li> <li>• Power management sleep modes</li> <li>• Over-the-air configuration and firmware updates</li> </ul>	

**See pricing matrix for service plans, options and accessories.**

### ROI Overview

Industry research suggests ROI benefits as follows:

- Reduce unauthorized use and out-of-route travel
- Reduce fuel use by up to 30%
- Increase productivity by up to 12%
- Reduce overtime by 15%

## The Vestige Group Pricing

Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
Vestige GPS Tracking Solution for Vehicles	GPS Vehicle Tracking Solution	N/A	Devices covered for defects for workmanship and quality	1-Year
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) - Minimum of 10 devices for on-site install	\$ 259.99	\$ 189.99	\$ 70.00	27%
Cirus Controls Compatible Hardwired GPS Devices for Municipal Owned Vehicles (completely installed including manufacturers warranties) - Includes basic installation Cirus integration based on time estimate and hourly rate below. Minimum of 10 devices for on-site install	\$ 309.99	\$ 239.99	\$ 70.00	23%
ODB-II Plug In GPS Tracker for Municipal Owned Vehicles (No Installation Required - Plugs into ODB-II port, including manufacturer's warranties)	\$ 199.99	\$ 139.99	\$ 60.00	30%
OPTIONAL Wifi Hotspot/mobile broadband Add-On Device (installation included) Minimum of 10 devices for on-site install. Wireless connectivity not included. Can be used as a standalone device.	\$ 499.99	\$ 449.99	\$ 50.00	10%
Mobile GPS Devices for Municipal Owned Vehicles (completely installed including manufacturer's warranties)	See Mobile GPS Options Tab	See Mobile GPS Options Tab	N/A	N/A
Mobile GPS Devices for Contractor Owned Vehicles (completely installed including manufacturer's warranties)	See Mobile GPS Options Tab	See Mobile GPS Options Tab	N/A	N/A
Discount Option for self-install - Tracker	N/A	\$ 29.99	N/A	N/A
OPTIONAL External "Inside Windshield" Antenna for Hardwired GPS Device (please specify need for external antenna when ordering.)	\$ 29.99	\$ 19.99	\$ 10.00	33%
OPTIONAL In-Cab Video Camera/Recorder - One Camera Solution - Can also be used as a standalone solution. - Minimum of 10 devices for on-site install	\$ 849.99	\$ 649.99	\$ 200.00	24%
OPTIONAL In-Cab Video Camera/Recorder - Two Camera Solution - Can also be used as a standalone solution. - Minimum of 10 devices for on-site install	\$ 999.99	\$ 799.99	\$ 200.00	20%
Discount Option for self-install - In-Cab Video Camera/Recorder	N/A	\$ 49.99	N/A	N/A

## The Vestige Group Pricing

Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
Vestige GPS Tracking Solution for Vehicles	GPS Vehicle Tracking Solution	N/A	Devices covered for defects for workmanship and quality	1-Year
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
<b>Monthly Operational Costs</b>				
AVL Monitoring Monthly Data Services (Specify charges corresponding to update frequency in seconds e.g. data is transmitted by GPS device every XX seconds). Higher frequency is preferred. NOTE: Pricing includes "Software as a Service" tracking portal access, training and support.				
Frequency - 10 seconds Fee per Month	\$ 29.99	\$ 24.99	\$ 5.00	17%
Frequency - 30 seconds Fee per Month	\$ 24.99	\$ 21.99	\$ 3.00	12%
Frequency - 60 seconds Fee per Month	\$ 22.99	\$ 19.99	\$ 3.00	13%
Frequency - 120 seconds Fee per Month	\$ 19.99	\$ 16.99	\$ 3.00	15%
Suspend fee for months when TRACKING service is suspended	\$ 7.99	\$ 4.99	\$ 3.00	38%
Additional Monthly Fee for Cirrus Controls Salt Monitoring	\$ 4.99	\$ 2.49	\$ 2.50	50%
OPTIONAL Monthly Service Fee: In-Cab Video Camera/Recorder Platform - One or Two Camera Solution. Can also be used as a standalone solution. Wireless connectivity not included.	\$ 29.99	\$ 24.99	\$ 5.00	17%
<b>Software Costs</b>				
AVL Monitoring Software including training, installation, and reporting (completely installed including manufacturers warranties)	N/A - Software as a Service only			
OPTIONAL GIS Integration - Export data to WMS server for real-time import into Vestige portal (original layer)	\$ 3,500.00	\$ 2,500.00	\$ 1,000.00	29%
OPTIONAL GIS Integration - Export data to WMS server for real-time import into Vestige portal (each additional layer)	\$ 1,000.00	\$ 750.00	\$ 250.00	25%
OPTIONAL Use of available Vestige Web Services for pulling data from Vestige portal for import into GIS system. One-time set up charge.	\$ 1,000.00	\$ 750.00	\$ 250.00	25%
<b>Supplies, Maintenance, Repair Materials, and Extended Warranties</b>				

## The Vestige Group Pricing

Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
Vestige GPS Tracking Solution for Vehicles	GPS Vehicle Tracking Solution	N/A	Devices covered for defects for workmanship and quality	1-Year
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
Non-Warranty Replacement installed Tracking device (Installation not included)	\$ 229.99	\$ 149.99	\$ 80.00	35%
Non-Warranty Replacement installed Cirrus Controls Compatible Tracking device (Installation not included)	\$ 289.99	\$ 210.99	\$ 79.00	27%
Installation cost for sensor installation, advanced installation - hourly	\$ 99.99	\$ 89.99	\$ 10.00	10%
Maintenance per Hour	\$ 129.99	\$ 119.99	\$ 10.00	8%
<b>All Other Costs</b>				
<b>Discounts</b>				
Volume discount 3.5% Off 100 - 249 (all units must be in a single transaction)				
Volume discount 5% Off 250 and above (all units must be in a single transaction)				
<b>Alternate Purchase Option - 36 Month No Capex Operating Lease</b>				
Standard Tracking Device FULL YEAR GPS Tracking Operating Lease Fee for Solution with monthly billing including Tracking Device, Installation, Data Service, Software as a Service Tracking Access, Training and Support based on a 36 month contract. Devices are warrantied for full term of lease. Lease includes a "Non-appropriation of funds clause" to comply with purchasing regulations. See lease contract for details. Minimum of 10 devices for on-site install				
Frequency - 10 seconds Fee per Month	\$ 37.49	\$ 29.99	\$ 7.50	20%
Frequency - <del>30</del> seconds Fee per Month	\$ 34.99	\$ 27.99	\$ 7.00	20%
Frequency - <del>60</del> seconds Fee per Month	\$ 32.49	\$ 25.99	\$ 6.50	20%
Frequency - <del>120</del> seconds Fee per Month	\$ 29.99	\$ 23.99	\$ 6.00	20%
Discount Option for self-install - Tracker - Lease - Monthly Discount	N/A	\$ 4.99	N/A	N/A
One-Time Lease Fee (flat fee for all units purchased on a single lease contract, not per device)	\$ 95.00	\$ 95.00	\$ -	0

## The Vestige Group Pricing

Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
Vestige GPS Tracking Solution for Vehicles	GPS Vehicle Tracking Solution	N/A	Devices covered for defects for workmanship and quality	1-Year
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
Standard Tracking Device SEASONAL GPS Tracking Operating Lease Fee for Solution with monthly billing (6 months active/6months suspended) including Tracking Device, Installation, Date Service, Software as a Service Tracking Access, Training and Support based on a 36 month contract. - 12 monthly payments per year. Devices are warrantied for full term of lease. Lease includes a "Non-appropriation of funds clause" to comply with purchasing regulations. See lease contract for details. Minimum of 10 devices for on-site install				
Frequency - 10 seconds Fee per Month	\$ 29.99	\$ 24.74	\$ 5.25	18%
Frequency - 30 seconds Fee per Month	\$ 27.49	\$ 22.74	\$ 4.75	17%
Frequency - 60 seconds Fee per Month	\$ 25.99	\$ 21.49	\$ 4.50	17%
Frequency - 120 seconds Fee per Month	\$ 23.99	\$ 19.99	\$ 4.00	17%
Discount Option for self-install - Tracker - Lease - Monthly Discount	N/A	\$ 4.99	N/A	N/A
One-Time Lease Fee (flat fee for all units purchased on a single lease contract, not per device)	\$ 95.00	\$ 95.00	\$ -	0%
Cirus Controls Compatible Tracking Device FULL YEAR GPS Tracking Operating Lease Fee for Solution with monthly billing including Tracking Device, Tracking Device Installation, Cirus Controls integration subject to hourly rate. Date Service, Software as a Service Tracking Access, Training and Support based on a 36 month contract. Devices are warrantied for full term of lease. Lease includes a "Non-appropriation of funds clause" to comply with purchasing regulations. See lease contract for details. Minimum of 10 devices for on-site install				
Frequency - 10 seconds Fee per Month	\$ 42.49	\$ 32.49	\$ 10.00	24%
Frequency - 30 seconds Fee per Month	\$ 39.99	\$ 30.74	\$ 9.25	23%
Frequency - 60 seconds Fee per Month	\$ 37.49	\$ 28.99	\$ 8.50	23%
Frequency - 120 seconds Fee per Month	\$ 34.99	\$ 26.99	\$ 8.00	23%
Discount Option for self-install - Tracker - Lease - Monthly Discount	N/A	\$ 4.99	N/A	N/A

## The Vestige Group Pricing

Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
Vestige GPS Tracking Solution for Vehicles	GPS Vehicle Tracking Solution	N/A	Devices covered for defects for workmanship and quality	1-Year
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
One-Time Lease Fee (flat fee for all units purchased on a single lease contract, not per device)	\$ 95.00	\$ 95.00	\$ -	0%
Cirus Controls Compatible Tracking Device SEASONAL GPS Tracking Operating Lease Fee for Solution with monthly billing (6 months active/6months suspended) including Tracking Device, Tracking Device Installation, Cirus Controls integration subject to hourly rate. Date Service, Software as a Service Tracking Access, Training and Support based on a 36 month contract - 12 payments per year. Devices are warrantied for full term of lease. Lease includes a "Non-appropriation of funds clause" to comply with purchasing regulations. See lease contract for details. Minimum of 10 devices for on-site install				
Frequency - 10 seconds Fee per Month	\$ 33.49	\$ 26.99	\$ 6.50	19%
Frequency - 30 seconds Fee per Month	\$ 31.49	\$ 25.49	\$ 6.00	19%
Frequency - 60 seconds Fee per Month	\$ 29.49	\$ 23.99	\$ 5.50	19%
Frequency - 120 seconds Fee per Month	\$ 27.49	\$ 22.24	\$ 5.25	19%
Discount Option for self-install - Tracker - Lease - Monthly Discount	N/A	\$ 4.99	N/A	N/A
One-Time Lease Fee (flat fee for all units purchased on a single lease contract, not per device)	\$ 95.00	\$ 95.00	\$ -	0%
OPTIONAL FULL YEAR In-Cab Video/One Camera Operating Lease Fee for Solution with monthly billing including Camera/Recorder Device, Installation, Software as a Service Viewing Portal Access, Training and Support based on a 36 month contract. Data Service Not Included. Devices are warrantied for full term of lease. Lease includes a "Non-appropriation of funds clause" to comply with purchasing regulations. See lease contract for details. Minimum of 10 devices for on-site install	\$ 46.49	\$ 39.99	\$ 6.50	14%
Discount Option for self-install - One-Camera Solution - Lease - Monthly Discount	N/A	\$ 7.49	N/A	N/A

## The Vestige Group Pricing

The Vestige Group Pricing				
Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
Vestige GPS Tracking Solution for Vehicles	GPS Vehicle Tracking Solution	N/A	Devices covered for defects for workmanship and quality	1-Year
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
One-Time Lease Fee - Only Required for standalone camera purchase without GPS Tracking solution.	\$ 95.00	\$ 95.00	\$ -	0%
OPTIONAL In-Cab Video/Two Camera Operating Lease Fee for Solution with monthly billing including Camera/Recorder Device, Installation, Software as a Service Viewing Portal Access, Training and Support based on a 36 month contract. Data Service Not Included. Lease includes a "Non-appropriation of funds clause" to comply with purchasing regulations. See lease contract for details. Minimum of 10 devices for on-site install	\$ 59.99	\$ 50.99	\$ 9.00	15%
Discount Option for self-install - Two-Camera Solution - Lease - Monthly Discount	N/A	\$ 9.99	N/A	N/A
One-Time Lease Fee - Only Required for standalone camera purchase without GPS Tracking solution without tracking devices.	\$ 95.00	\$ 95.00	\$ -	0%

## The Vestige Group Pricing

Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
Vestige GPS Tracking Solution for Vehicles	GPS Vehicle Tracking Solution	N/A	Devices covered for defects for workmanship and quality	1-Year
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)	See Fleet Option Tabs	See Fleet Option Tabs	N/A	N/A
Mobile GPS Devices for Municipal Owned Vehicles (completely installed including manufacturer's warranties) - No Installation Required.	\$ 199.99	\$ 139.99	\$ 60.00	30%
Mobile GPS Devices for Contractor Owned Vehicles (completely installed including manufacturer's warranties) - No Installation Required.	\$ 199.99	\$ 139.99	\$ 60.00	30%
Optional Car Charger Adaptor for Activity Tracker	\$ 19.99	\$ 17.99	\$ 2.00	10%
Optional Belt/Lanyard Holster for Activity Tracker	\$ 19.99	\$ 17.99	\$ 2.00	10%
<b>Monthly Operational Costs</b>				
AVL Monitoring Monthly Data Services (Specify charges corresponding to update frequency in seconds e.g. data is transmitted by GPS device every XX seconds). Higher frequency is preferred. NOTE: Pricing includes "Software as a Service" tracking portal access, training and support.				
Frequency - 10 seconds Fee per Month - NOTE: NOT RECCOMENDED for use on battery power only.	\$ 29.99	\$ 24.99	\$ 5.00	17%
Frequency - <del>30</del> seconds Fee per Month	\$ 24.99	\$ 21.99	\$ 3.00	12%
Frequency - <del>60</del> seconds Fee per Month	\$ 22.99	\$ 19.99	\$ 3.00	13%
Frequency - <del>120</del> seconds Fee per Month	\$ 19.99	\$ 16.99	\$ 3.00	15%
Frequency - No Tracking (Portable device only - for Personal Duress Use)	\$ 14.99	\$ 12.49	\$ 2.50	17%
OPTIONAL - Live monitoring service for Personal Duress Use Only	\$ 9.99	\$ 9.99	\$ -	0%
OPTIONAL - Smartphone Tracking App for Android or Apple - Community provides smartphones - per Month	\$ 19.99	\$ 16.99	\$ 3.00	15%



## The Vestige Group Pricing

Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
Vestige GPS Tracking Solution for Vehicles	GPS Vehicle Tracking Solution	N/A	Devices covered for defects for workmanship and quality	1-Year
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
OPTIONAL - One-Time Activation Fee per device - Smartphone Tracking App for Android or Apple	\$ 24.99	\$ 19.99	\$ 5.00	20%
Suspend fee for months when TRACKING service is suspended	\$ 7.99	\$ 4.99	\$ 3.00	38%
<b>Software Costs</b>				
AVL Monitoring Software including training, installation, and reporting (completely installed including manufacturers warranties)	N/A - Software as a Service only			
OPTIONAL GIS Integration - Export data to WMS server for real-time import into Vestige portal (original layer)	\$ 3,500.00	\$ 2,500.00	\$ 1,000.00	29%
OPTIONAL GIS Integration - Export data to WMS server for real-time import into Vestige portal (each additional layer)	\$ 1,000.00	\$ 750.00	\$ 250.00	25%
OPTIONAL Use of available Vestige Web Services for pulling data from Vestige portal for import into GIS system. One-time set up charge.	\$ 1,000.00	\$ 750.00	\$ 250.00	25%
<b>Supplies, Maintenance, Repair Materials, and Extended Warranties</b>				
Non-Warranty Replacement installed Tracking device (Installation not included)	See Fleet Option Tabs	See Fleet Option Tabs	N/A	N/A
Replacement Mobile GPS Tracking device (installation not included)	\$ 199.99	\$ 139.99	\$ 60.00	30%
<b>Discounts</b>				
Volume discount 3.5% Off 100 - 249 (all units must be in a single transaction)				
Volume discount 5% Off 250 and above (all units must be in a single transaction)				
<b>All Other Costs</b>				
<b>Alternate Purchase Option - 36 Month No Capex Operating Lease</b>				

## The Vestige Group Pricing

The Vestige Group Pricing				
Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
Vestige GPS Tracking Solution for Vehicles	GPS Vehicle Tracking Solution	N/A	Devices covered for defects for workmanship and quality	1-Year
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
Mobile Tracking Device FULL YEAR GPS Tracking Operating Lease Fee for Solution with monthly billing including Tracking Device, Date Service, Software as a Service Tracking Access, Training and Support based on a 36 month contract. Devices are warrantied for full term of lease. Lease includes a "Non-appropriation of funds clause" to comply with purchasing regulations. See lease contract for details.				
Frequency - 10 seconds Fee per Month	\$ 32.49	\$ 25.99	\$ 6.50	20%
Frequency - 30 seconds Fee per Month	\$ 29.99	\$ 22.99	\$ 7.00	23%
Frequency - 60 seconds Fee per Month	\$ 27.49	\$ 20.99	\$ 6.50	24%
Frequency - 120 seconds Fee per Month	\$ 24.99	\$ 18.99	\$ 6.00	24%
Frequency - No Tracking (Portable device only - for Personal Duress Use)	\$ 14.99	\$ 11.99	\$ 3.00	20%
One-Time Lease Fee (flat fee for all units purchased on a single lease contract, not per device)	\$ 95.00	\$ 95.00	\$ -	0%
Mobile Tracking Device SEASONAL GPS Tracking Operating Lease Fee for Solution with monthly billing (6 months active/6months suspended) including Tracking Device, Date Service, Software as a Service Tracking Access, Training and Support based on a 36 month contract. - 12 monthly payments per year. Devices are warrantied for full term of lease. Lease includes a "Non-appropriation of funds clause" to comply with purchasing regulations. See lease contract for details.				
Frequency - 10 seconds Fee per Month	\$ 24.99	\$ 19.74	\$ 5.25	21%
Frequency - 30 seconds Fee per Month	\$ 22.49	\$ 17.74	\$ 4.75	21%
Frequency - 60 seconds Fee per Month	\$ 20.99	\$ 16.49	\$ 4.50	21%
Frequency - 120 seconds Fee per Month	\$ 18.99	\$ 14.99	\$ 4.00	21%

## The Vestige Group Pricing

The Vestige Group Pricing				
Product Information	Product Application	Catalog Reference #	Standard Warranty Coverage	Standard Warranty Length
Vestige GPS Tracking Solution for Vehicles	GPS Vehicle Tracking Solution	N/A	Devices covered for defects for workmanship and quality	1-Year
Item	Standard Unit Price	Proposed Unit Price	Difference	% Percent Difference
Frequency - No Tracking (Portable device only - for Personal Duress Use)	\$ 12.99	\$ 9.99	\$ 3.00	23%
One-Time Lease Fee (flat fee for all units purchased on a single lease contract, not per device)	\$ 95.00	\$ 95.00	\$ -	0%