

PRICING

MAPC PRICING FORM

ID	A. PRODUCT INFORMATION	Product Type	Catalog Reference Number (if applicable)	Standard Warranty Coverage	Standard Warranty Length
A.1	Parking by Passport	Mobile Payment for Parking Software	N/A	As is	N/A
A.2	Enforcement by Passport	Citation Management Software	N/A	As is	N/A
A.3	Operator Management	Back office Management Software	N/A	As is	N/A
A.4	Digital Permitting by Passport	Digital Permitting Software	N/A	As is	N/A
A.5	List any optional hardware add-ons:				
	Zebra ZQ320 Printer Package (includes printer, wall plug, shoulder strap, roll of blank paper, and configuration)	Mobile Bluetooth Printer	N/A	Manufacturer's Warranty	Manufacturer's Warranty (1 Year)
	Zebra TC56 Android Mobile Computer Package (includes mobile computer, protective skelton, charging cable, wall plug, and configuration)	Android Mobile Computing Device	N/A	Manufacturer's Warranty	Manufacturer's Warranty (1Year)
B. INSTALLATION COSTS		Standard Price per Quantity Specified	Proposed Price per Quantity Specified for MAPC 2018 Mobile Parking Payment Systems	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
B.1	Training of local staff, if not included with equipment purchase	Remote: Free On-site: \$1,000.00/day	Remote: Free On-Site: \$895.00/day	Remote: 0 On-Site: \$105.00/day	Remote: 0 On-site: 10%
B.2	On-site assistance with software set-up	\$1,000.00/day	\$895.00/day	\$105.00/day	10%
B.3	List prices for additional training options:	Remote Training: Free	Remote Training: Free	0	0
B.4	Sticker/signs/decals	\$20.00/sign \$5.00/decals	\$0	\$20.00/sign \$5.00/decals	100%
C. OPERATIONAL COSTS		Standard Price per Meter per Month	Proposed Price per Meter per Month for MAPC 2018 Mobile Parking Payment Systems	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
C.1	Wireless communication	Not included	N/A	N/A	N/A
C.2	Software license	\$250.00/month	\$0.00	\$250.00	100%
C.3	Reading, downloading, retrieving and storage of unit data, and as backup to data download and/or retrieval via wireless two way communication	Not included	N/A		
C.4	Local vendor technical support and troubleshooting, in accordance with specifications contained in the RFP	Local support not included 24/7 Remote support: Free	Local support not included 24/7 Remote support: Free	0	0
C.5	Any other required monthly/periodic operational fees	Digital Permitting: \$1,500.00/month (up to 1,000 permits)	Digital Permitting: \$1,000.00/month (up to 1,000 permits) \$1.00 per permit above 1,000	\$500.00	33%
C.6	Additional warranty coverage (if applicable)	N/A	N/A	N/A	N/A
C.7	Optional maintenance services	Included for free	Included for free	0	0
C.8	Cloud hosting (by vendor or third party) Optional	Included for free	Included for free	0	0
C.10	List any optional software add-ons:				
	Essentials Marketing Package	\$6,500	\$0	\$6,500	100%
	Expedited feature development	\$250.00/hour	\$200.00/hour	\$50.00/hour	20%
	Enforcement Delinquent Notice Mailing	\$1.50 + postage/letter sent	\$1.00 + postage/letter sent	\$0.50	33%
	Enforcement Collections	25%	25%	0	0
D. TRANSACTION FEES		Standard Price per Credit Card Transaction	Proposed Price per Credit Card Transaction for MAPC 2018 Mobile Parking Payment Systems	Absolute Difference between Standard and Proposed Price	Percent Different between Standard and Proposed Price
D.1	Credit card processing, processor markup (per transaction) Please include pricing for all possible fee structures, such as fixed fee, percentage, or a combination.	2.9% + \$0.25	2.9% + \$0.26	0	0
D.2	Debit card processing, processor markup (per transaction) Please include pricing for all possible fee structures, such as fixed fee, percentage, or a combination.	2.9% + \$0.25	2.9% + \$0.26	0	0
D.3	Automated Clearing House (ACH) processing (fixed fee, per transaction)				
D.4	Gateway fees (fixed fee, per transaction)	\$0.10	\$0.10 (if gateway alone) \$0.05 (if bundled with merchant processing)	\$0.05	50%
D.5	Convenience fees (Parking)	\$0.30	\$0.20 (if only parking) \$0.15 (if bundled with Enforcement)	\$0.10 \$0.15	33% 50%
	Convenience fees (Enforcement)	\$3.00/citation paid online	\$3.00/citation paid online (if enforcement only) \$2.75/citation paid online (if bundled with Parking)	\$0.00 \$0.25	0% 8%
D.6	List any and all additional fees that would be imposed as part of credit card processing. Those fees not included in the RFP cannot later be imposed under contract.				

PASSPORT ENTERPRISE SUITE

This pricing represents bundled pricing, where the City has selected to implement both Passport products: *Parking* and *Enforcement*. The three columns represent the various cost structures where the City is the Merchant of Record and is responsible for merchant processing and gateway fees through a third party; where Passport is the Merchant of Record and provides both merchant processing and gateway services; and where the City selects a merchant processor, but uses Passport as the gateway. Please bear in mind that in order to implement Apple Pay and Android Pay,



Passport must be at least the gateway provider. All pricing assumes a one year live contract with no cancellation fees for convenience.

Digital Permitting can be added to this option for an additional \$1,000/month.¹

Item		City is MOR Price (USD)	Passport is MOR Price (USD)	City is MOR; Passport is gateway provider Price (USD)
Parking by Passport	<ul style="list-style-type: none"> → Android Application → iOS Application → Mobile-Optimized Website → Closed-Loop Wallet → Unlimited ongoing upgrades and enhancements 		Convenience Fee, Paid by the Parker	\$0.15
OpsMan Mobile	<ul style="list-style-type: none"> → Android Application → Dynamic LPN Lookups → Integration with DMV Data → Scofflaw Notifications → Electronic Chalking → Unlimited ongoing upgrades and enhancements 		Fee Per Citation Issued	\$1.35 ²
OpsMan	<ul style="list-style-type: none"> → Heat Mapping of Citation Density → Live Officer Route Tracking → Real time access to active parking sessions → Reporting Access³ <ul style="list-style-type: none"> ◆ 20 <i>Parking</i> Reports ◆ 17 Current Citation Reports ◆ 8 Harvester Reports ◆ 3 Administrative Reports ◆ Ad hoc and custom reports → Unlimited Administrators → Unlimited Access to Passport's Knowledge Base <ul style="list-style-type: none"> ◆ FAQs ◆ Training Videos ◆ Community Forum 		Annual License Fee	WAIVED
		City is MOR Price (USD)	Passport is MOR Price (USD)	City is MOR; Passport is gateway provider Price (USD)

¹For up to 1,000 active permits per month. \$1.00 per permit issued above 1,000. Volume discounts may be available based on total scope. Permitting product is restricted to Passport's standard feature set with scheduled roadmap updates.

²Passport assumes a per ticket paid model but can adjust to a per ticket issued model.

³Passport continues to update and iterate its products and may develop alternative solutions to its report library offering, which may cause the exact number of available reports to change. This would not impact pricing of any solution.



RMCPay	<ul style="list-style-type: none"> → Citation Payment Portal → Online Appeals → In-App Citation Payments 	Convenience Fee per Citation Paid Online		\$2.75		
Payment Processing	Gateway	→ Passport Gateway	\$0 ⁴	\$0.05/transaction ⁵	\$0.10	
	Merchant Processing	→ Secure Payment Processing	\$0	2.9% + \$0.25/transaction	\$0.00	
Harvester	<ul style="list-style-type: none"> → Delinquent Citation Collection → Transfer of Outstanding Citations 			Fee per Letter Sent:	\$1.00 + Postage	
				Percentage of Delinquent Citation Fees Collected:	25%	
Hardware	→ Zebra TC56 Android Mobile Computer Scanning Package	<ul style="list-style-type: none"> ◆ Zebra TC56 Android Mobile Computer ◆ Protective Skeleton ◆ Charging Cable ◆ Wall Plug ◆ Configuration 			\$2,150/Kit	
	→ Zebra ZQ320 Printer Package	<ul style="list-style-type: none"> ◆ Zebra ZQ320 Bluetooth Printer ◆ Wall Plug ◆ Shoulder Strap ◆ 1 Roll of Blank Paper ◆ Configuration 				
	→ Configuration of city-owned devices				\$250.00/device	
	→ Data Plans				Responsibility of Municipality	
	→ Paper	<ul style="list-style-type: none"> ◆ 70 citations/roll ◆ Minimum 100 roll order 			Custom	\$8.00/roll ⁶
					Blank	\$3.00/roll
Service Delivery	Project Management	<ul style="list-style-type: none"> → Dedicated Project Manager → Implementation Specialist → Project Plan → Weekly Calls 				

⁴ Zero charge from Passport, the City will still be responsible for the costs associated with payment processing as determined by the contract between the City and its merchant processor.

⁵ Bundled gateway costs. To use only Passport's gateway and not Merchant Processing services, the gateway fee is \$0.10/transaction.

⁶ Estimated cost is \$8.00 a roll based on volume ordered with a 12% charge for each order. Municipalities are able to order rolls outside of Passport.



	City is MOR Price (USD)	Passport is MOR Price (USD)	City is MOR; Passport is gateway provider Price (USD)
Configurations	<ul style="list-style-type: none"> → Zone Setup → Rate Setup → Rate Testing → Citation Setup → Escalation Schedule Setup → Escalation Schedule Testing → Transfer of All Outstanding Citations → Administrator role creation and setup 	\$0	
Marketing Essentials	<ul style="list-style-type: none"> → Koma-Alu Signs → Decals → How-to Flyer → Post PR on Website → Post PR on Social Media → Dedicated Client Lifecycle Marketing Manager 	\$6,500 INCLUDED	
Training	<ul style="list-style-type: none"> → Passport Overview → Enforcement Introduction → OpsMan Mobile → RMCPay Portal → <i>Parking</i> Introduction → <i>Parking</i> Consumer Experience → <i>Parking</i> Configurations → Customer Support → Operator Management 	<p>Remote \$0</p> <p>On-Site⁷ \$895.00/day</p>	
Integrations	<ul style="list-style-type: none"> → Merchant Processor Integration⁸ → Meter Integration → Unlimited access to 40+ active integrations 	\$0	
Expansions	<ul style="list-style-type: none"> → Tools and assistance for location additions 	\$0	

⁷ On-site training is optional, all training can be effectively done remotely.

⁸ With any of the 15+ Merchant Processors that Passport currently maintains integrations with.



		City is MOR Price (USD)	Passport is MOR Price (USD)	City is MOR; Passport is gateway provider Price (USD)
	Expedited Development ⁹	<ul style="list-style-type: none"> → Product Manager → Project Timeline → Full Stack Engineers 	\$200.00/ hour	
Support	End User Support	<ul style="list-style-type: none"> → Tier Three End User Support → Customer Support Representatives → Live Body Support 7 days a week 	\$0	
	Client Support	<ul style="list-style-type: none"> → Product Support Specialists for technical support 7 days a week → Dedicated Client Success Manager for system updates 	\$0	
Total	Paid by City	<ul style="list-style-type: none"> → 25% of delinquent citation fees collected; → \$1.00 + postage for letters mailed → applicable hardware fees 	<ul style="list-style-type: none"> → 25% of delinquent citation fees collected; → 2.9%+\$0.30/trax; → \$1.00 + postage for letters mailed → applicable hardware fees 	<ul style="list-style-type: none"> → 25% of delinquent citation fees collected; → \$0.10/trax; → \$1.00 + postage for letters mailed → applicable hardware fees
	Paid by Parker	<ul style="list-style-type: none"> → \$0.15/mobile payment transaction → \$2.75/ citation paid online 	<ul style="list-style-type: none"> → \$0.15/mobile payment transaction → \$2.75/ citation paid online 	<ul style="list-style-type: none"> → \$0.15/mobile payment transaction → \$2.75/ citation paid online

Passport Parking

This pricing represents pricing for *Parking* by Passport only. The three columns represent the various cost structures where the City is the Merchant of Record and is responsible for merchant processing and gateway fees through a third party; where Passport is the Merchant of Record and provides

⁹ The Client may request new features or functionality to be built into the system, and, to the extent that Passport plans to incorporate such requested new features or functionality into the Software, Passport will develop such features and functionality at no cost to the Client. If the Client's requested features or functionality are created for the Client's use, are not contemplated in the scope of work, and are not incorporated into the Software, Passport may, at its sole discretion, charge Provider custom development fee of two hundred and fifty dollars (\$250,00) per hour for the development of such features or functionality and a monthly maintenance fee that will be mutually agreed between the Parties and reduced to a written addendum to this Agreement that the Parties must execute.



both merchant processing and gateway services; and where the City selects a merchant processor, but uses Passport as the gateway. Please bear in mind that in order to implement Apple Pay and Android Pay, Passport must be at least the gateway provider.

Digital Permitting can be added to this option for an additional \$1,000.00/month.¹⁰

Pricing for a private label app is available on request.

Item		City is MOR Price (USD)	Passport is MOR Price (USD)	City is MOR; Passport is gateway provider Price (USD)	
Parking by Passport	→ Android Application		Annual License Fee		
	→ iOS Application		\$0		
	→ Mobile-Optimized Website		Convenience Fee, Paid by the Parker		
	→ Closed-Loop Wallet			\$0.20	
	→ Unlimited ongoing upgrades and enhancements				
OpsMan	→ Real time access to active parking sessions		Annual License Fee		
	→ Reporting Access ¹¹		\$0		
	◆ 15 Financial Reports				
	◆ 5 Customer Reports				
	◆ 1 Events Report				
	◆ 3 Administrative Reports				
	◆ Ad hoc and custom reports				
	→ Unlimited Administrators				
	→ Unlimited Access to Passport's Knowledge Base				
	◆ FAQs				
	◆ Training Videos				
	◆ Community Forum				
Payment Processing	Gateway	→ Passport Gateway	\$0 ¹²	\$0.05/trax ¹³	\$0.10
	Merchant Processing	→ Secure Payment Processing	\$0	2.9% + \$0.25/trax	\$0

¹⁰For up to 1,000 permits per month. Permitting product is restricted to Passport's standard feature set with scheduled roadmap updates.

¹¹ Passport continues to update and iterate its products and may develop alternative solutions to its report library offering, which may cause the exact number of available reports to change. This would not impact pricing of any solution.

¹² Zero charge from Passport, the City will still be responsible for the costs associated with payment processing as determined by the contract between the City and its merchant processor.

¹³ Bundled gateway costs. To use only Passport's gateway and not Merchant Processing services, the gateway fee is \$0.10/transaction.



Service Delivery	Project Management	→ Dedicated Project Manager	\$0
		→ Implementation Specialist	
		→ Project Plan	
		→ Weekly Calls	
	Configurations	→ Zone setup	\$0
		→ Rate setup	
		→ Rate testing	
		→ Administrator role creation and setup	
	Marketing Essentials	→ KomaAlu Signs	\$6,500 INCLUDED
		→ Decals	
		→ How-to Flyer	
		→ Post PR on Website	
		→ Post PR on Social Media	
		→ Dedicated Client Lifecycle Marketing Manager	
	Training	→ Passport Overview	Remote \$0
		→ <i>Parking</i> Introduction	
→ <i>Parking</i> Consumer Experience		On-Site¹⁴ \$895.00/day	
→ <i>Parking</i> Configurations			
→ Customer Support			
→ Operator Management			
Integrations			→ Merchant Processor Integration ¹⁵
	→ Parking Enforcement Integration		
	→ Meter Integration		
	→ Unlimited access to 40+ active integrations ¹⁶		

	City is MOR Price (USD)	Passport is MOR Price (USD)	City is MOR; Passport is gateway provider Price (USD)
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¹⁴ On-site training is optional, all training can be effectively done remotely.
¹⁵ With any of the 15+ Merchant Processors that Passport currently maintains integrations with.
¹⁶ Passport continues to update and iterate its products and may develop alternative solutions to its report library offering, which may cause the exact number of available reports to change. This would not impact pricing of any solution.



	Expansions	→ Tools and assistance for location additions		\$0
	Expedited Development ¹⁷	→ Product Manager → Project Timeline → Full Stack Engineers		\$200.00/ hour
Support	End User Support	→ Tier Three Parker Support → Customer Support Representatives → Live Body Support 7 days a week		\$0
	Client Support	→ Product Support Specialists for technical support 7 days a week → Dedicated Client Success Manager for system updates		\$0
Total		Paid by City	\$0	\$2.9% + \$0.30/trax
		Paid by Parker	\$0.20/trax	\$0.20/trax

ENFORCEMENT BY PASSPORT

This pricing represents *Enforcement* pricing only. The three columns represent the various cost structures where the City is the Merchant of Record and is responsible for merchant processing and gateway fees through a third party; where Passport is the Merchant of Record and provides both merchant processing and gateway services; and where the City selects a merchant processor, but uses Passport as the gateway. Please bear in mind that in order to implement Apple Pay and Android Pay, Passport must be at least the gateway provider.

¹⁷ The Client may request new features or functionality to be built into the system, and, to the extent that Passport plans to incorporate such requested new features or functionality into the Software, Passport will develop such features and functionality at no cost to the Client. If the Client's requested features or functionality are created for the Client's use, are not contemplated in the scope of work, and are not incorporated into the Software, Passport may, at its sole discretion, charge Provider custom development fee of two hundred and fifty dollars (\$250,00) per hour for the development of such features or functionality and a monthly maintenance fee that will be mutually agreed between the Parties and reduced to a written addendum to this Agreement that the Parties must execute.



Digital Permitting can be added to this option for an additional \$1,000/month.¹⁸

Item		City is MOR Price (USD)	Passport is MOR Price (USD)	City is MOR; Passport is gateway provider Price (USD)
OpsMan Mobile	→ Android Application		Annual License Fee	
	→ Dynamic LPN Lookups		\$0	
	→ Integration with DMV Data		Fee Per Citation Issued	
	→ Scofflaw Notifications		\$0	
	→ Electronic Chalking			
	→ Unlimited ongoing upgrades and enhancements			
OpsMan	→ Heat Mapping of Citation Density		Annual License Fee	
	→ Live Officer Route Tracking		\$0	
	→ Real time access to active parking sessions			
	→ Reporting Access ¹⁹			
	◆ 17 Current Citation Reports			
	◆ 8 Harvester Reports			
	◆ 3 Administrative Reports			
	◆ Ad hoc and custom reports			
	→ Unlimited Administrators			
	→ Unlimited Access to Passport's Knowledge Base			
	◆ FAQs			
	◆ Training Videos			
	◆ Community Forum			
RMCPay	→ Citation Payment Portal		Convenience Fee per Citation Paid Online	
	→ Online Appeals		\$3.00	
	→ In-App Citation Payments			
Harvester	→ Automatic Notification Mailing		Fee per Letter Sent:	
	→ DMV Lookups		\$1.00 + Postage	
	→ Delinquent Citation Collection		Percentage of Delinquent Citation Fees Collected:	
	→ Transfer of Outstanding Citations		25%	

¹⁸For up to 1,000 permits per month. Permitting product is restricted to Passport's standard feature set with scheduled roadmap updates.

¹⁹ Passport continues to update and iterate its products and may develop alternative solutions to its report library offering, which may cause the exact number of available reports to change. This would not impact pricing of any solution.



		City is MOR Price (USD)	Passport is MOR Price (USD)	City is MOR; Passport is gateway provider Price (USD)
Training	→ Passport Overview		Remote \$0	
	→ Enforcement Introduction			
Integrations	→ OpsMan Mobile		On-Site ²¹ \$895.00/day	
	→ RMCPay Portal			
	→ OpsMan			
	→ Customer Support			
	→ Operator Management			
	→ Merchant Processor Integration ²²			
Expedited Development ²³	→ Mobile Parking Payment Integration		\$250.00/ hour	
	→ Meter Integration			
	→ Unlimited access to 40+ active integrations			
Support	→ Product Manager			
	→ Project Timeline			
End User Support	→ Full Stack Engineers			
	→ Tier Three Violator Support		\$0	
	→ Customer Support Representatives			
Client Support	→ Live Body Support 7 days a week			
	→ Product Support Specialists for technical support 7 days a week		\$0	
	→ Dedicated Client Success Manager for system updates			

²¹ On-site training is optional, all training can be effectively done remotely.

²² With any of the 15+ Merchant Processors that Passport currently maintains integrations with.

²³ The Client may request new features or functionality to be built into the system, and, to the extent that Passport plans to incorporate such requested new features or functionality into the Software, Passport will develop such features and functionality at no cost to the Client. If the Client's requested features or functionality are created for the Client's use, are not contemplated in the scope of work, and are not incorporated into the Software, Passport may, at its sole discretion, charge Provider custom development fee of two hundred and fifty dollars (\$250.00) per hour for the development of such features or functionality and a monthly maintenance fee that will be mutually agreed between the Parties and reduced to a written addendum to this Agreement that the Parties must execute.



		City is MOR Price (USD)	Passport is MOR Price (USD)	City is MOR; Passport is gateway provider Price (USD)
Total	Paid by City	<ul style="list-style-type: none"> → \$25% of delinquent citation fees collected; → \$1.00 per letter mailed + postage; → Applicable hardware fees 	<ul style="list-style-type: none"> → \$25% of delinquent citation fees collected; → 2.9% + \$0.30/trax → \$1.00 per letter mailed + postage; → Applicable hardware fees 	<ul style="list-style-type: none"> → \$25% of delinquent citation fees collected; → \$0.10/trax → \$1.00 per letter mailed + postage; → Applicable hardware fees
	Paid by Violator	\$3.00/citation paid online	\$3.00/citation paid online	\$3.00/citation paid online



OPTIONAL COSTS

	ESSENTIALS (INCLUDED)	PREMIUM
SIGNAGE		
Signs	✓	✓
Decals	✓	✓
PRINT MARKETING		
How-to Flyer (5" x 3")	1 Design	2,000
App Benefit Flyer (8.5" x 11")		2,000
Validation Code Cards		250
PUBLIC RELATIONS		
Post PR on Website	✓	✓
Post PR on Social Media	✓	✓
DIGITAL MARKETING		
Website Banner		1 Design
Social Media Banners		2 Designs
How-To Video (30 Sec.)		✓
ONGOING SUPPORT		
Dedicated Client Lifecycle Manager	✓	✓