

CONTRACT FOR GOODS AND SERVICES

BY AND BETWEEN

METROPOLITAN AREA PLANNING COUNCIL

AND

SKYHAWK TELEMATICS

This AGREEMENT, dated 2/14/2020, is made and entered into by and between the **Metropolitan Area Planning Council** ["MAPC"], a public body politic and corporate, established by Chapter 40B, Sections 24 through 29 of the Massachusetts General Laws, with its principal office at 60 Temple Place, Boston, Massachusetts 02111, acting as the collective purchasing agent for all Commonwealth of Massachusetts Government Agencies and Authorities, and the municipalities of Ashland, Boston, Braintree, Brookline, Cambridge, Hanover, Hingham, Lexington, Milton, Natick, Newton, Norwell, Pembroke, Scituate, Somerville, Wakefield, Wellesley and Westwood, on behalf of the 101 municipalities of the MAPC Region and their municipal subdivisions ["Buyers"], pursuant to Chapter 7, Section 22B of the Massachusetts General Laws and without liability to MAPC, and **SkyHawk Telematics**. ["Vendor"], with its principal office at **871 Equestrian Court, Unit 3, Oakville, ON L6L 6L7**.

Witnesseth that the parties AGREE as follows:

Article I

General Description of the Work

1. Pursuant to the Terms and Conditions of this AGREEMENT, including any Additional and Special Terms and Conditions listed in Exhibit C, the Request for Proposals ["RFP"] – RFP No. attached in Exhibit B; and the Vendor's Price Proposal and Technical Proposal attached in Exhibit F, MAPC hereby engages the Vendor to provide the following goods and/or services to the **AVL with GPS Systems, Equipment and Services**.

Article II

Services of the Vendor

2. The Vendor will provide the goods and/or services as described in the RFP cited in Article 1 (above).
3. The Vendor shall report, and be responsible, to MAPC or its designee as set forth on Exhibit A.
4. There shall be no amendment to this AGREEMENT without the written approval of MAPC. MAPC shall be under no obligation to pay for any goods provided or services performed by the Vendor.
5. The Vendor represents and warrants to MAPC as follows:

- i. That it and all its personnel (whether employees, agents or independent **Vendors**) are qualified and duly licensed as required by law and/or local municipal code to provide services and/or goods required by this AGREEMENT.
- ii. That it further agrees to perform services, including manufacturing, in a professional manner adhering to a reasonable standard of care and in accordance with all applicable State or Federal laws, rules and regulations.
- iii. That it will obtain any and all permits, bonds, insurances and other items required for the proper and legal performance of the work.
- iv. That it is not a party to any AGREEMENT, contract or understanding, which would in any way restrict or prohibit it from undertaking or performing its obligations hereunder in accordance with the terms and conditions of this AGREEMENT.

Article III

Performance of the Vendor

6. In the performance of service under this AGREEMENT, the **Vendor** acts at all times as an independent contractor. There is no relationship of employment or agency between **MAPC**, on the one hand, and the **Vendor** on the other, and neither party shall have nor exercise any control or direction over the method by which the other performs its work or functions aside from such control or directions as provided in this AGREEMENT which the parties view as consistent with their independent **Vendor** relationship.
7. The **Vendor** agrees to be responsible for and warrantee the work of its subcontractors listed in Exhibit D and to ensure their compliance with all legal, quality and performance requirements of the Request for Proposals ["RFP"] – RFP No. attached in Exhibit B; and the **Vendor's** Price Proposal and Technical Proposal attached in Exhibit F. The **Vendor** may not use subcontractors not named in Exhibit D without the prior written consent of **MAPC**, which will not unreasonably be withheld.

Article IV

Time of Performance

8. Time shall be of the essence in relation to **Vendor's** performance under this AGREEMENT. **Vendor** shall complete performance as promised in its quote that accompanies the **Buyer's** purchase order or other document confirming its authorization to the **Vendor** to proceed. Reasonable extensions shall be granted by the **Buyer** at the written request of the **Vendor**, provided the justifying circumstances are documented by and are beyond the reasonable control of **Vendor** and without fault of **Vendor**. In the event of such an extension, all other terms and conditions of this AGREEMENT, except the dates of commencement and completion of performance, shall remain in full force and effect between the parties unless modified in writing.
9. In the absence of such an extension, liquidated damages shall be due the **Buyer** in the amount of 0.1% (one-tenth of one percent) of the face value of the **Vendor's** quoted or modified purchase price for each day performance exceeds the promised date(s). Such liquidated damages may be acknowledged in **Vendor's** final invoice or taken by **Buyer** as a deduction to such final invoice.
10. Any dispute in the amount of liquidated damages shall be submitted to arbitration by either **Buyer** or **Vendor** through the American Arbitration Association within 10 (ten) business days of

written notice given by the party declaring impasse. **Vendor** and **Buyer** agree to fully comply with the arbitrator's decision within a reasonable time.

Article V

Revisions in the Work to Be Performed

11. If during the **Vendor's** Time of Performance, **Buyer** requires revisions or other changes to be made in the scope or character of the work to be performed, **Buyer** will promptly notify **Vendor** in writing. For any changes to the scope of work, **Vendor** shall provide **Buyer** with a written quote of change in price and/or change in time of performance and shall proceed with such changes only upon written consent of **Buyer**, which shall be construed as a modification to **Buyer's** original purchase order.
12. **Buyer** will neither unreasonably request revisions nor unreasonably withhold final acceptance of delivered products.

Article VI

Term of Agreement

13. The term of this AGREEMENT shall commence upon execution and will continue until December 31, 2020, or until otherwise terminated as provided by this AGREEMENT or the **RFP**.
14. **MAPC** reserves the right at its sole discretion to extend the contract for up to two (2) additional one-year terms ending December 31, 2021 and December 31, 2022 respectively.
15. In the event new contracts have not been procured and awarded before the end of a 2nd contract extension, **MAPC** reserves the right at its sole discretion to extend the contract for an additional period of time until new contracts have been procured and awarded. However, in no instance shall any contract term, including extensions, exceed three (3) years in total.
16. The **Vendor** agrees to perform promptly upon execution of this AGREEMENT and will diligently and faithfully perform in accordance with the provisions hereof.

Article VII

Orders, Fees, Invoices, and Payments

17. Orders, fees, invoices, and payment shall be processed and paid as specified in Section 10.10 - Section 10.14 Terms & Conditions of the **RFP**.

Article VIII

Assignment

18. Neither party shall assign, transfer or otherwise dispose of this AGREEMENT or any of its rights hereunder or otherwise delegate any of its duties hereunder without the prior written consent of the other party. Any such attempted assignment or other disposition without such consent shall be null and void and of no force and effect.

Article IX

Indemnification

19. The **Vendor** agrees to indemnify and save **MAPC** and the **Buyers** harmless from any and all manner of suits, claims, or demands arising out of any errors, omissions or negligence by the **Vendor** (including all its employees or agents) in performing under this AGREEMENT, or any breach of the terms of this AGREEMENT, which constitute an obligation of the **Vendor**. The **Vendor** shall reimburse **MAPC** and the **Buyers** for any and all costs, damages, and expenses including reasonable attorney's fees which **MAPC** and the **Buyers** pays, or becomes obligated to pay, by reason of such activities or breach. The provisions of this Section shall be in addition to and shall not be construed as a limitation on any other legal rights of **MAPC** and the **Buyers** expressed or not expressed in the **RFP** and with respect to this AGREEMENT.

Article XI

Insurance

20. Before performing under this AGREEMENT, the **Vendor** shall obtain, and shall maintain throughout the term of this AGREEMENT, insurance at limits specified in the **RFP** and provide written documentation of such in the form specified in the **RFP**.
21. The **Vendor** shall give **MAPC** 20 days (twenty) written notice and copies of documentation in the event of any change or cancellation of coverage.

Article XII

Termination of Agreement

22. Either **MAPC** or the **Vendor** may terminate this AGREEMENT for cause upon written notice given by the non-defaulting party. For the purposes of this provision, "cause" shall include the failure of a party to fulfill its material duties hereunder in a timely and satisfactory manner.
23. **MAPC** shall have the right to terminate this AGREEMENT for its convenience upon fourteen (14) calendar days of written notice.
24. Following termination of this AGREEMENT, the parties shall be relieved of all further obligations hereunder except that:
25. **MAPC** shall not be liable for payments for the services and/or expenses or lost profits of the **Vendor** in the event of termination.
26. The **Vendor** shall remain liable for any damages, expenses or liabilities arising under this AGREEMENT (including its indemnity obligations) with respect to work performed pursuant to the AGREEMENT.

Article XIII

Entirety of Agreement

27. This AGREEMENT, together with its Exhibits, the **RFP** referenced above and its Addenda, the required supplemental documents and any additional exhibits, constitute the entire

AGREEMENT between **MAPC** and the **Vendor** with respect to the matters set forth therein and may not be changed (amended, modified or terms waived) except by a writing signed by both parties. Any notices required or allowed shall be sent by receipt-verified mail, e-mail, fax or courier to the persons designated in Exhibit A.

28. The provisions of the **RFP** and the **Vendor's** Proposal are incorporated herein by reference. In the event of any conflict among the Contract Documents, the documents shall be construed according to the following priorities:

Highest Priority:	Amendments to Contract (if any)
Second Priority:	Contract
Third Priority:	Addenda to the RFP (if any)
Fourth Priority:	RFP
Fifth Priority:	Vendor's Proposal

Article XIV

Severability

29. In the event any provision of this AGREEMENT is found by a court of appropriate jurisdiction to be unlawful or invalid, the remainder of the AGREEMENT shall remain and continue in full force and effect.

Article XV

Governing Law and Jurisdiction

30. This AGREEMENT shall be governed by, construed and enforced in accordance with laws of the Commonwealth of Massachusetts. **MAPC, Vendors, and Buyers** agree to submit their respective jurisdiction and venue to the state and federal courts in the Commonwealth of Massachusetts to resolve any disputes or disagreements that may arise under any provision of this AGREEMENT.

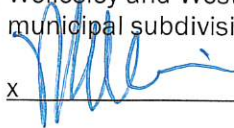
Article XVI

Notice

31. Except as otherwise expressly provided in this AGREEMENT, any decision or action by **MAPC** relating to this AGREEMENT, its operation, or termination, shall be made only by **MAPC** or its designated representative identified in Exhibit A.

IN WITNESS WHEREOF, the parties have caused this AGREEMENT to be executed by their duly authorized officers on the date written below.

For **MAPC** by or on behalf of to all Commonwealth of Massachusetts Government Agencies and Authorities, and the municipalities of Ashland, Boston, Braintree, Brookline, Cambridge, Hanover, Hingham, Lexington, Milton, Natick, Newton, Norwell, Pembroke, Scituate, Somerville, Wakefield, Wellesley and Westwood, on behalf of the 101 municipalities of the MAPC Region and their municipal subdivisions.

x 

Signature

2/14/20

Date

Marc Draisen

Name

Executive Director

Title

For the **VENDOR**:

x Paul Anderson -

* Signature

FEB 7, 2020

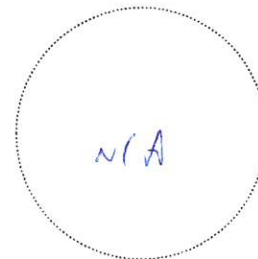
* Date

PRESIDENT

* Title

PAUL ANDERSON

* Name



* Affix Corporate Seal

(or mark "n/a")

EXHIBIT A

Notice Addressees

For **MAPC**:

Marc Draisen

Name

Executive Director

Title

MAPC

Organization

60 Temple Place

Street Address

Boston, MA 02111

City, State, ZIP

617.933.0700

Phone

617.482.7185

Fax

mdraisen@mapc.org

e-mail

For the **VENDOR**:

MARK GILLINGHAM

* Name

VICE PRESIDENT

* Title

SkyHawk Telematics

* Organization

PO BOX 29098

* Street Address

ST. JOHN'S, NL A1A 5B5
CANADA

* Street Address

709.737.2583

* Phone

709.737.2062

* Fax

mark@skyhawk.co

* e-mail

EXHIBIT B

Request for Proposals

RFP #MAPC 2019 AVL

RFP # MAPC 2019 AVL is hereby incorporated by reference. The original RFP shall be held at the MAPC office located at 60, Temple Place, Boston, MA 02111

EXHIBIT C

Special Terms & Conditions

1. None.

* * * * *

EXHIBIT D

Subcontractors

1.

EXHIBIT E

Other Documents:

1. Insurance Guarantee(s)__(to be provided prior to contract execution)

EXHIBIT F

Vendor Proposal:

1. **Vendor's Complete Technical Proposal**
2. **Vendor's Complete Price Proposal**

* * * * *

Vendor's Technical Proposal and Price Proposal are hereby incorporated by reference. The original documentation is held at the office of MAPC located at 60 Temple Place, Boston, MA 02111



Aon Reed Stenhouse Inc.
 Suite 1200 , 401 West Georgia St., PO Box 3228
 Vancouver, BC, Canada V6B 3X8
 www.aon.ca

CERTIFICATE OF INSURANCE
CERT No. 19-002


RE: Confirmation of Insurance —

THIS IS TO CERTIFY THAT THE INSURANCE POLICIES LISTED BELOW HAVE BEEN ARRANGED FOR THE INSURED NAMED BELOW. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS CONTAINED IN THE POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

TYPE OF POLICY AND INSURER	POLICY NUMBER	EFFECTIVE DATE 12:01 AM (DD/MM/YY)	EXPIRATION DATE 12:01 AM (DD/MM/YY)	LIMITS OF LIABILITY	
General Liability Northbridge General Insurance Corporation Bodily Injury, Property Damage and Personal Injury, Including Blanket Contractual Liability, Cross Liability, Severability of Interest, Tenant's Legal Liability, Non owned Automobile Liability, Contingent Employers Liability, Forest Fire Fighting Expense	CBC1949346	01 June 19	01 June 20	\$ 5,000,000	EACH OCCURRENCE, AGGREGATE PRODUCTS & COMPLETED OPERATIONS

This certificate of insurance is issued at the request and for the benefit of the insured and the certificate holder. Aon Reed Stenhouse Inc. shall have no liability to any other party who places any reliance hereon.

Date: May 27, 2019

Per: 
 Dawna Oliver

CERTIFICATE HOLDER

To Whom it May Concern
 Certificate Holder:
 MAPC and Participating Municipalities
 60 Temple Place, 6th Floor, Boston, MA 02111

 Additional insured:
 MAPC and Participating Municipalities
 60 Temple Place, 6th Floor, Boston, MA 02111

INSURED

TELUS Corporation and its Subsidiaries
 8 – 510 West Georgia Street
 Vancouver, BC
 V6B 0M3