



# Samsara for the Metropolitan Area Planning Council

## Pricing Proposal

Laura Wrightson  
Regional Sales Manager  
December 17, 2019



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## Price Proposal Signature Page

The undersigned proposes to provide products and services in accordance with the Request for Proposals (RFP) cited above. The Price Proposal attached to this page includes all products and services offered in Proposer's Technical Proposal per the terms and specifications stated in the RFP and incorporated into the Technical Proposal. The prices offered are guaranteed not to change except as permitted by the terms and conditions of the RFP and the signed contract. The prices offered account for all charges to be expected by Buyers. No other charges will be invoiced to Buyers under this Proposal and any resulting contract.

- The attached document recites all pricing in the manner required by the RFP.
- The electronic files required by the RFP are enclosed.

Authorized Agent of the Proposer:

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Signature (blue ink please)

Adam Eltoukhy  
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Printed Name

General Counsel  
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Title

December 11, 2019  
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Date

Samsara Networks Inc.  
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Name (as used for tax filing)

47-3100039  
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SS# or Federal ID#

## Section 13 - Pricing Matrix

<b>Proposer: Samsara</b>				
<b>Product Information</b>	<b>Product Application</b>	<b>Catalog Reference # (if applicable)</b>	<b>Standard Warranty Coverage</b>	<b>Standard Warranty Length</b>
<i>Samsara Vehicle Gateway</i>	<i>GPS Tracking and Telematics</i>	<i>VG-34</i>	<i>All parts and repairs</i>	<i>5 years</i>
<b>Item</b>	<b>Standard Unit Price</b>	<b>Proposed Unit Price</b>	<b>Absolute Difference between Standard &amp; Proposed Unit Price</b>	<b>% Percent Difference between Standard &amp; Proposed Unit Price</b>
<b>Hardware Costs</b>				
Hardwired GPS Devices for Municipal Owned Vehicles (completely installed including manufacturers warranties)	<b>\$129*</b>	<b>\$109</b>	<b>\$20</b>	<b>15%</b>
Mobile GPS Devices for Municipal Owned Vehicles (completely installed including manufacturer's warranties)	<b>\$129*</b>	<b>\$109</b>	<b>\$20</b>	<b>15%</b>
Mobile GPS Devices for Contractor Owned Vehicles (completely installed including manufacturer's warranties)	<b>\$129</b>	<b>\$109</b>	<b>\$20</b>	<b>15%</b>
<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.	<b>\$33/vehicle/month</b>	<b>\$27/vehicle/month</b>	<b>\$6/vehicle/month</b>	<b>20%</b>
Frequency – 10 seconds Fee per Month	N/A (Live-to-the-second GPS, all inclusive)	N/A	N/A	N/A
Frequency – <u>XX</u> seconds Fee per Month	N/A	N/A	N/A	N/A
Frequency – <u>XX</u> seconds Fee per Month	N/A	N/A	N/A	N/A
Reactivation Fee per Month	N/A	N/A	N/A	N/A
<b>Software Costs</b>				
AVL Monitoring Software including training, installation, and reporting (completely installed including manufacturers warranties)	<b>All inclusive in monthly cost*</b>	<b>All inclusive in monthly cost</b>	<b>All inclusive in monthly cost</b>	<b>All inclusive in monthly cost</b>

<b>Supplies, Maintenance, Repair Materials, and Extended Warranties</b>				
<i>Replacement widgets</i>	<b>Free of charge</b>			
<i>Maintenance per Hour</i>	<b>Free of charge</b>			
<i>Software Integrations</i>	<b>Free of charge</b>			
<i>Custom document builds</i>	<b>Free of charge</b>			
<i>Training</i>	<b>Free of charge</b>			
<i>All additional services*</i>	<b>Free of charge</b>			
<b>Discounts</b>				
<i>Volume discount - Additional 5% off 500+ Units</i>				
<i>Volume discount - Additional 10% off 1000+ Units</i>				
<b>All Other Costs</b>				
<i>No additional costs - pricing all inclusive</i>	<b>No additional costs - pricing all inclusive</b>			
* Product considered self-installable. No professional services needed.				