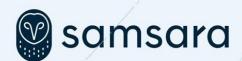


Samsara for the Metropolitan Area Planning Council

Pricing Proposal

Laura Wrightson
Regional Sales Manager
December 17, 2019



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:	
a story	Samsara Networks Inc.
Signature (blue ink please)	Name (as used for tax filing)
Adam Eltoukhy	47-3100039
Printed Name	SS# or Federal ID#
General Counsel	
Title	
December 11, 2019	
Date	

Section 13 - Pricing Matrix

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

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