

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:

Signature (blue ink please)

Matthew Lyons

Printed Name

Chief Executive Officer

Title

December 11, 2019

Date



The Vestige Group, LLC

Name (as used for tax filing)

46-3745649

SS# or Federal ID#

SEE ORIGINAL HARDCOPY
FOR SIGNED DOCUMENTS

Section 13 - Pricing Matrix - The Vestige Group LLC

Proposer: The Vestige Group LLC				
Product Information	Product Application	Catalog Reference # (if applicable)	Standard Warranty Coverage	Standard Warranty Length
Vestige DMP GPS Solution	GPS Vehicle Tracking Solution with options for in-vehicle video and user duress alerting	N/A	Devices covered for defects for workmanship and quality	1-Year
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)	349.99	269.99	80	23%
Mobile GPS Devices for Municipal Owned Vehicles (completely installed including manufacturer's warranties) ODB-II	259.99	189.99	70	27%
Battery Powered Mobile GPS Devices for city or Contractor Owned Vehicles (including manufacturer's warranties)	249.99	179.99	70	28%
Optional Car Charger Adaptor for Activity Tracker	19.99	17.99	2	10%
Optional Belt/Lanyard Holster for Activity Tracker	19.99	17.99	2	10%
12V Cigarette Lighter Adaptor for ODB-II Tracker	24.99	19.99	5	20%
USB Power Adaptor for ODB-II Tracker	24.99	19.99	5	20%
OPTIONAL External "Inside Windshield" Antenna for Hardwired GPS Device (please specify need for external antenna when ordering.)	29.99	19.99	10	33%
Discount Option for self-install - Hardwired GPS Tracker	N/A	29.99	N/A	N/A
OPTIONAL Wifi Hotspot/mobile broadband Add-On Device (installation included) Minimum of 5 devices for on-site install. Wireless connectivity not included. Can be used as a standalone device.	499.99	449.99	50	10%

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Item	Standard Unit Price	Proposed Unit Price	Absolute Difference between Standard & Proposed Unit Price	% Percent Difference between Standard & Proposed Unit Price
In-Vehicle 4G Wireless Video Camera/Recorder - 1 Camera Solution - Includes GPS Tracking. - Installation included - Minimum of 5 devices for on-site install	1599.99	1499.99	100	6%
In-Vehicle 4G Wireless Video Camera/Recorder -64GB - 2 Camera Solution - Includes GPS Tracking - Installation included - Minimum of 5 devices for on-site install	1699.99	1549.99	150	9%
In-Vehicle 4G Wireless Video Camera/Recorder -64GB- 3 Camera Solution - Includes GPS Tracking - Installation included - Minimum of 5 devices for on-site install	1899.99	1749.99	150	8%
In-Vehicle 4G Wireless Video Camera/Recorder - 128GB -4 Camera Solution - Includes GPS Tracking - Installation included - Minimum of 5 devices for on-site install	1999.99	1849.99	150	8%
1-3 Camera Upgrade to 128GB Memory	100	70	30	30%
1-4 Camera Upgrade to Advanced 1TB Memory	1200	1000	200	17%
In-Vehicle 4G Wireless Video Camera/Recorder -256GB - 5 Camera Solution - Includes GPS Tracking. - Installation included - Minimum of 5 devices for on-site install	3299.99	3099.99	200	6%

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In-Vehicle 4G Wireless Video Camera/Recorder -256GB - 6 Camera Solution - Includes GPS Tracking - Installation included - Minimum of 5 devices for on-site install	3399.99	3199.99	200	6%
In-Vehicle 4G Wireless Video Camera/Recorder -256GB - 7 Camera Solution - Includes GPS Tracking - Installation included - Minimum of 5 devices for on-site install	3499.99	3299.99	200	6%
In-Vehicle 4G Wireless Video Camera/Recorder -256GB - 8 Camera Solution - Includes GPS Tracking - Installation included - Minimum of 5 devices for on-site install	3599.99	3399.99	200	6%
5-8 Camera Upgrade to Advanced 1TB Memory	1000	800	200	20%
Video System Installation Training required before customer can do self-installation (includes 4 x 2 Camera Vehicle installations)	N/A	1000	N/A	N/A
Discount Option for self-install - In-Cab Video Camera/Recorder	N/A	49.99	N/A	N/A
<i>Add lines as needed</i>				
Monthly Operational Costs				

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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.				
AVL Frequency – 10 seconds Fee per Month - NOTE: NOT RECOMMENDED for use on portable devices with battery power only.	29.99	24.99	5	17%
AVL Frequency – 30 seconds Fee per Month	24.99	21.99	3	12%
AVL Frequency – 60 seconds Fee per Month	22.99	19.99	3	13%
AVL Frequency – 120 seconds Fee per Month	19.99	16.99	3	15%
AVL Suspend fee for months when TRACKING service is suspended	7.99	4.99	3	38%
Live monitoring service for Portable Device for Personal Duress Use	9.99	9.99	0	0%
Monthly Service Fee: In-Vehicle Video Camera/Recorder Platform with GPS Tracking - One or Two Camera Solution. Includes 60 second frequency GPS Tracking.	39.99	29.99	10	25%
Monthly Service Fee: In-Vehicle Video Camera/Recorder Platform with GPS Tracking - Three or Four Camera Solution. Includes 60 second frequency GPS Tracking.	44.99	34.99	10	22%

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Item	Standard Unit Price	Proposed Unit Price	Absolute Difference between Standard & Proposed Unit Price	% Percent Difference between Standard & Proposed Unit Price
Video: 30 Second Tracking Frequency Upgrade for video systems	2	1.5	0.5	25%
Video: 15 Second Tracking Frequency Upgrade for video systems	3	2.25	0.75	25%
Suspend fee for months when VIDEO service is suspended	12.99	7.99	5	38%
<i>Add lines as needed</i>				
Software Costs				
AVL Monitoring Software including training, installation, and reporting (completely installed including manufacturers warranties)	N/A - Software as a Service only			
OPTIONAL Use of available Vestige Web Services for pulling data from Vestige portal for import into GIS system. One-time set up charge. For AVL systems only.	1200	900	300	25%
OPTIONAL GIS Integration - Export data to WMS server for real-time import into Vestige portal (original layer). For AVL systems only.	3500	2625	875	25%
OPTIONAL GIS Integration - Export data to WMS server for real-time import into Vestige portal (each additional layer), For AVL systems only.	1000	750	250	25%
<i>Add lines as needed</i>				
Supplies, Maintenance, Repair Materials, and Extended Warranties				

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Item	Standard Unit Price	Proposed Unit Price	Absolute Difference between Standard & Proposed Unit Price	% Percent Difference between Standard & Proposed Unit Price
Hardwired Tracker - Non-Warranty Replacement Tracking device (Installation not included)	319.99	239.99	80	25%
ODB-II Plug IN Tracker - Non-Warranty Replacement Tracking device (Installation not included)	259.99	189.99	70	27%
Battery Powered Portable Tracker - Non-Warranty Replacement Tracking device (Installation not included)	249.99	179.99	70	28%
2 year warranty Extension - Video Systems (total 36 months)	99.99	89.99	10	10%
Discounts				
<i>Volume discount 3.5% Off 100 - 249 (all units must be in a single transaction)</i>				
<i>Volume discount 5% Off 250 and above (all units must be in a single transaction)</i>				
All Other Costs				
<i>Add all other costs as needed</i>				
Alternate Procurement Option - 45 Month No Capex Operating Lease with 3 months deferred payments				

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Item	Standard Unit Price	Proposed Unit Price	Absolute Difference between Standard & Proposed Unit Price	% Percent Difference between Standard & Proposed Unit Price
Hardwired 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 45 month contract with three months with no payment due, then 42 monthly payments. 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 5 devices for on-site install				
Frequency - <u>10</u> seconds Fee per Month	40.99	31.99	9	22%
Frequency - <u>30</u> seconds Fee per Month	38.99	28.99	10	26%
Frequency - <u>60</u> seconds Fee per Month	36.99	26.99	10	27%
Frequency - <u>120</u> seconds Fee per Month	34.99	24.99	10	29%
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	95	0	0

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Item	Standard Unit Price	Proposed Unit Price	Absolute Difference between Standard & Proposed Unit Price	% Percent Difference between Standard & Proposed Unit Price
Hardwired Tracking Device SEASONAL GPS Tracking Operating Lease. Fee for Solution with monthly payments (12 total payments - 6 months active/6months suspended) including Tracking Device, Installation, Date Service, Software as a Service Tracking Access, Training and Support based on a 45 month contract with three months with no payment due, then 42 monthly payments. Devices are warranted 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 5 devices for on-site install.				
Frequency - 10 seconds Fee per Month	35.99	25.99	10	28%
Frequency - 30 seconds Fee per Month	33.99	23.99	10	29%
Frequency - 60 seconds Fee per Month	31.99	21.99	10	31%
Frequency - 120 seconds Fee per Month	29.99	19.99	10	33%
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	95	0	0%

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Item	Standard Unit Price	Proposed Unit Price	Absolute Difference between Standard & Proposed Unit Price	% Percent Difference between Standard & Proposed Unit Price
Portable Battery Powered or ODB-II Tracking Device FULL YEAR GPS Tracking Operating Lease. Fee for Solution with monthly billing including Tracking Device, Data Service, Software as a Service Tracking Access, Training and Support based on a 45 month contract with three months with no payment due, then 42 monthly payments. Devices are warranted 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 5 devices for on-site install				
Frequency - <u>10</u> seconds Fee per Month	32.49	25.99	6.5	20%
Frequency - <u>30</u> seconds Fee per Month	29.99	22.99	7	23%
Frequency - <u>60</u> seconds Fee per Month	27.49	20.99	6.5	24%
Frequency - <u>120</u> seconds Fee per Month	24.99	18.99	6	24%
Frequency - No Tracking (Portable device only - for Personal Duress	14.99	11.99	3	20%
One-Time Lease Fee (flat fee for all units purchased on a single lease	95	95	0	0%

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Item	Standard Unit Price	Proposed Unit Price	Absolute Difference between Standard & Proposed Unit Price	% Percent Difference between Standard & Proposed Unit Price
Portable Battery Powered or OBD-II Tracking Device SEASONAL GPS Tracking Operating Lease. Fee for Solution with monthly payments (12 total payments - 6 months active/6months suspended) including Tracking Device, Data Service, Software as a Service Tracking Access, Training and Support based on a 45 month contract with three months with no payment due, then 42 monthly payments. Devices are warranted 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 5 devices for on-site install.				
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	4.5	21%
Frequency - 120 seconds Fee per Month	18.99	14.99	4	21%
One-Time Lease Fee (flat fee for all units purchased on a single lease)	95	95	0	0%

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Item	Standard Unit Price	Proposed Unit Price	Absolute Difference between Standard & Proposed Unit Price	% Percent Difference between Standard & Proposed Unit Price
FULL YEAR In-Cab Video Operating Lease. Fee for Solution with monthly billing including Camera/Recorder Device, Installation, Software as a Service Viewing Portal Access, 60-Second Frequency GPS Tracking, Training and Support based on a 45 month contract with three months with no payment due, then 42 monthly payments. Devices are warrantied for full term of lease. Lease includes a "Non-appropriation of funds clause" to comply with purchasing regulations. See lease contract				
1 Camera System - 64GB Memory	74.99	59.99	15	20%
2 Camera System - 64GB Memory	79.99	64.99	15	19%
3 Camera System - 64GB Memory	99.99	84.99	15	15%
4 Camera System - 64GB Memory	109.99	94.99	15	14%
1-4 Camera OPTIONAL Upgrade to 1TB Memory	29.99	24.99	5	17%
5 Camera System - 256GB Memory	129.99	114.99	15	12%
6 Camera System - 256GB Memory	139.99	124.99	15	11%
7 Camera System - 256GB Memory	149.99	134.99	15	10%
8 Camera System - 256GB Memory	159.99	144.99	15	9%
5-8 Camera OPTIONAL Upgrade to 1TB Memory	24.99	19.99	5	20%

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Item	Standard Unit Price	Proposed Unit Price	Absolute Difference between Standard & Proposed Unit Price	% Percent Difference between Standard & Proposed Unit Price
Video System Tracking Frequency Upgrade to 30 seconds	3	2	1	33%
Video System Tracking Frequency Upgrade to 15 seconds	5	3.5	1.5	30%
Discount Option for self-install - One-Camera Solution - Lease - Monthly Discount - Subject to one-time training fee	N/A	4.99	N/A	N/A
Video System On-Site Installation Training required before customer can do self-installation (includes 4 vehicle installations)	N/A	1000	N/A	N/A
One-Time Lease Fee (flat fee for all units purchased on a single lease	95	95	0	0%
OPTIONAL SEASONAL In-Cab Video Operating Lease. Fee for Solution with monthly payments (12 total payments - 6 months active/6months suspended) including Camera/Recorder Device, Installation, Software as a Service Viewing Portal Access, Training and Support based on a 45 month contract with three months with no payment due, then 42 monthly payments. 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 5 devices for on-site install				
1 Camera System - 64GB Memory	69.99	54.99	15	21%

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Item	Standard Unit Price	Proposed Unit Price	Absolute Difference between Standard & Proposed Unit Price	% Percent Difference between Standard & Proposed Unit Price
2 Camera System - 64GB Memory	74.99	59.99	15	20%
3 Camera System - 64GB Memory	94.99	79.99	15	16%
4 Camera System - 64GB Memory	104.99	89.99	15	14%
1-4 Camera OPTIONAL Upgrade to 1TB Memory	29.99	24.99	5	17%
5 Camera System - 256GB Memory	124.99	109.99	15	12%
6 Camera System - 256GB Memory	134.99	119.99	15	11%
7 Camera System - 256GB Memory	144.99	129.99	15	10%
8 Camera System - 256GB Memory	154.99	139.99	15	10%
5-8 Camera OPTIONAL Upgrade to 1TB Memory	24.99	19.99	5	20%
Video System Tracking Frequency Upgrade to 30 seconds	3	2	1	33%
Video System Tracking Frequency Upgrade to 15 seconds	5	3.5	1.5	30%
OPTIONAL Upgrade to Advanced 1TB DVR for Video Systems	24.99	19.99	5	20%
Discount Option for self-install - One-Camera Solution - Lease - Monthly Discount - Subject to one-time training fee	N/A	4.99	N/A	N/A
Video System On-Site Installation Training required before customer can do self-installation (includes 4 vehicle installations)	N/A	1000	N/A	N/A
One-Time Lease Fee (flat fee for all units purchased on a single lease contract, not per device)	95	95	0	0%