

| ID   | A. PRODUCT INFORMATION   | Product Type                               | Catalog Reference Number (if applicable)                                | Standard Warranty Coverage                              | Standard Warranty Length  |
|--|--|--|---|---|---|
| A.1  | T2 Digital Luke II Meter   | MultiSpace meter                           | Assorted  | Full hardware and software                              | 1 year hardware and software - Batteries, Locks, and Keys 30 days |
| A.2  | T2 Luke Cosmo Meter  | MultiSpace meter                           | Assorted  | Full hardware and software                              | 1 year hardware and software - Batteries, Locks, and Keys 30 days |
| A.3  |  |  |   |   |   |
| A.4  |  |  |   |   |   |
| B. HARDWARE PRICES                               |  | Standard Price per Unit                    | Proposed Price per Unit for MAPC 2018 Parking Meters                    | Absolute Difference between Standard and Proposed Price | Percent Different between Standard and Proposed Price             |
| B.1  | Single-Space Parking Meters, solar powered with wireless communications  | N/A  |   |   |   |
| B.2  | Single-Space Parking Meters, hardwired power and communications  | N/A  |   |   |   |
| B.3  | Double-Space Parking Meters (single head), solar powered with wireless communications  | N/A  |   |   |   |
| B.4  | Double-Space Parking Meters (single head), hardwired power and communications  | N/A  |   |   |   |
| B.5  | Parking Meter Post   | N/A  |   |   |   |
| B.6  | Parking Meter Housing  | N/A  |   |   |   |
| B.7  | Yoke to mount two single space meters on a single post   | N/A  |   |   |   |
| B.8  | Multi-Space Parking Meter, solar powered with wireless communications  |  |   |   |   |
|  | 900.0019 Luke II Accepts Coins, Bills, and Credit Cards  | \$16,366.00                                | \$10,945.58   | \$5,420.42  | 33.12%  |
|  | 900.0057 Luke II Accepts Coins and Bills   | \$15,920.00                                | \$10,647.30   | \$5,272.70  | 33.12%  |
|  | 900.0022 Luke II Accepts Coins and Credit Cards  | \$14,744.00                                | \$9,860.79  | \$4,883.21  | 33.12%  |
|  | 900.0025 Luke II Accepts Coins with escrow, Bills, and Credit cards  | \$16,663.00                                | \$11,144.21   | \$5,518.79  | 33.12%  |
|  | 900.0028 Luke II Accepts Coins with escrow and Credit Cards  | \$15,065.00                                | \$10,075.47   | \$4,989.53  | 33.12%  |
|  | 900.0031 Luke II Accepts Bills and Credit Cards  | \$15,150.00                                | \$10,132.32   | \$5,017.68  | 33.12%  |
|  | 900.0034 Luke II Accepts Credit Cards  | \$13,524.00                                | \$9,044.65  | \$4,479.35  | 33.12%  |
|  | 900.0077 Luke Cosmo Accepts Coins and Credit cards   | \$11,845.00                                | \$7,921.94  | \$3,923.06  | 33.12%  |
|  | 900.0080 Luke Cosmo Accepts Coins and EMV Credit Cards   | \$13,945.00                                | \$9,326.42  | \$4,618.58  | 33.12%  |
|  | 900.0078 Luke Cosmo Accepts Coins with escrow and Credit Cards   | \$12,345.00                                | \$8,256.34  | \$4,088.66  | 33.12%  |
|  | 900.0081 Luke Cosmo Accepts Coins with escrow and EMV Credit Cards   | \$14,445.00                                | \$9,660.82  | \$4,784.18  | 33.12%  |
|  | 900.0076 Luke Cosmo Accepts Credit Cards   | \$11,345.00                                | \$7,587.54  | \$3,757.46  | 33.12%  |
|  | 900.0079 Luke Cosmo Accepts EMV Credit Cards   | \$13,445.00                                | \$8,992.02  | \$4,452.98  | 33.12%  |
| B.9  | Multi-Space Parking Meter, hardwired power and communications  |  |   |   |   |
|  | 900.0021 Luke II Accepts Coins, Bills, and Credit Cards  | \$14,028.00                                | \$9,381.93  | \$4,646.07  | 33.12%  |
|  | 900.0059 Luke II Accepts Coins and Bills   | \$13,580.00                                | \$9,082.30  | \$4,497.70  | 33.12%  |
|  | 900.0024 Luke II Accepts Coins and Credit Cards  | \$12,400.00                                | \$8,293.12  | \$4,106.88  | 33.12%  |
|  | 900.0027 Luke II Accepts Coins with escrow, Bills, and Credit cards  | \$14,315.00                                | \$9,573.87  | \$4,741.13  | 33.12%  |
|  | 900.0030 Luke II Accepts Coins with escrow and Credit Cards  | \$12,407.00                                | \$8,297.60  | \$4,109.20  | 33.12%  |
|  | 900.0033 Luke II Accepts Bills and Credit Cards  | \$12,807.00                                | \$8,565.32  | \$4,241.68  | 33.12%  |
|  | 900.0036 Luke II Accepts Credit Cards  | \$11,186.00                                | \$7,481.20  | \$3,704.80  | 33.12%  |
|  | 900.0091 Luke Cosmo Accepts Coins and Credit cards   | \$10,895.00                                | \$7,286.58  | \$3,608.42  | 33.12%  |
|  | 900.0090 Luke Cosmo Accepts Coins and EMV Credit Cards   | \$12,995.00                                | \$8,691.06  | \$4,303.94  | 33.12%  |
|  | 900.0089 Luke Cosmo Accepts Coins with escrow and Credit Cards   | \$11,395.00                                | \$7,620.98  | \$3,774.02  | 33.12%  |
|  | 900.0085 Luke Cosmo Accepts Coins with escrow and EMV Credit Cards   | \$13,495.00                                | \$9,025.46  | \$4,469.54  | 33.12%  |
|  | 900.0092 Luke Cosmo Accepts Credit Cards   | \$10,395.00                                | \$6,952.18  | \$3,442.82  | 33.12%  |
|  | 900.0093 Luke Cosmo Accepts EMV Credit Cards   | \$12,495.00                                | \$8,356.66  | \$4,138.34  | 33.12%  |
| B.10   | Multi-Space Parking Meters, replacing equipment within existing multispace meter housing   | N/A  |   |   |   |
| B.11   | Vehicle sensors  | N/A  |   |   |   |
| B.12   | Hand held enforcement devices  | N/A  |   |   |   |
| B.13   | List any optional hardware add-ons:  |  |   |   |   |
|  | 4G Modem for units in B.9 - SIM card not included  | \$920.00                                   | \$615.30  | \$304.70  | 33.12%  |
|  | EMV credit card reader for any Luke II unit above  | \$2,150.00                                 | \$1,437.92  | \$712.08  | 33.12%  |
|  | Digital Iris Profile and credit card setup - Must order 1 for each client requiring online reporting and for units accepting credit card payments                            | \$1,000.00                                 | \$660.00  | \$340.00  | 34.00%  |
|  | BOSS software package - Must order 1 for each client   | \$200.00                                   | \$135.00  | \$65.00   | 32.50%  |
|  | BOSS Key - Must order 2 for each client  | \$65.00                                    | \$42.00   | \$23.00   | 35.38%  |
|  | T2 SecurePay Gateway Setup (Required with EMV equipment)   | \$400.00                                   | \$400.00  | \$0.00  | 0.00%   |
|  | T2 SecurePay Terminal Set-up (One per EMV reader)  | \$25.00                                    | \$0.00  | \$25.00   | 0.00%   |
|  | Coin Shutter - Luke II Only  | \$125.00                                   | \$85.00   | \$40.00   | 32.00%  |
|  | Multi-lingual software   | \$340.00                                   | \$230.00  | \$110.00  | 32.35%  |
|  | Heater (only available with 120VAC power)  | \$575.00                                   | \$385.00  | \$190.00  | 33.04%  |
|  | Additional cabinet keys (2 green and 1 yellow already included per meter)  | \$30.00                                    | \$20.00   | \$10.00   | 33.33%  |
|  | Additional coin canister keys (2 already included per meter)   | \$10.00                                    | \$7.00  | \$3.00  | 30.00%  |
|  | Additional bill vault keys (2 already included per meter)  | \$30.00                                    | \$20.00   | \$10.00   | 33.33%  |
|  | Upcharge for alternative colors  | \$375.00                                   | \$375.00  | \$0.00  | 0.00%   |
|  |  |  | \$200.00  | \$200.00  | 34.78%  |
| C. INSTALLATION COSTS                            |  | Standard Price per Quantity Specified      | Proposed Price per Quantity Specified for MAPC 2018 Parking Meters      | Absolute Difference between Standard and Proposed Price | Percent Different between Standard and Proposed Price             |
| C.1  | Shipping costs per multispace meter  | \$450.00                                   | \$450.00  |   |   |
| C.2  | Shipping costs per single space meter  | N/A  |   |   |   |
| C.3  | Shipping costs per single meter post   | N/A  |   |   |   |
| C.4  | Shipping costs per single meter housing  | N/A  |   |   |   |
| C.15   | Training of local staff, if not included with equipment purchase   | Included                                   |   |   |   |
| C.16   | List prices for additional training options:   | \$145/hour                                 | \$130/hour  | \$15/hour   |   |
| D. OPERATIONAL COSTS                             |  | Standard Price per Meter per Month         | Proposed Price per Meter per Month for MAPC 2018 Parking Meters         | Absolute Difference between Standard and Proposed Price | Percent Different between Standard and Proposed Price             |
| D.1  | Wireless communication   |  |   |   |   |
|  | If using Verizon or AT&T bills will come from the cellular vendor. No charges from T2.   |  |   |   |   |
|  | T2 Digital Connect - 2000 transactions per month (averages \$0.02 per transaction) - Billed annually   | \$20.00                                    | \$20.00   |   |   |
|  | T2 Digital Connect - Unlimited transactions per month - Billed annually  | \$30.00                                    | \$30.00   |   |   |
| D.2  | Software licenses  |  |   |   |   |
|  | T2 Iris Core with Software Maintenance - billed annually   | \$67.92                                    | \$67.92   |   |   |
|  | T2 SecurePay EMV credit card service - billed annually   | \$35.00                                    | \$35.00   |   |   |
| D.3  | Reading, downloading, retrieving and storage of unit data, and as backup to data download and/or retrieval via wireless two way communication                                | \$10.00                                    | \$5.00  | \$5.00  |   |
| D.4  | Local vendor technical support and troubleshooting, in accordance with specifications contained in the RFP   | \$165/hour on-site, \$135/hour telephone   | \$165/hour on-site, \$135/hour telephone                                |   |   |
| D.5  | Additional warranty coverage   | \$1,130.00                                 | \$820.00  |   |   |
| D.6  | Optional maintenance services  | \$1,160.00                                 | \$665.00  |   |   |
| D.7  | Optional collection services   | N/A  |   |   |   |
| D.8  | List any optional software add-ons: All are billed annually  |  |   |   |   |
|  | Digital Coupons  | \$10.00                                    |   |   |   |
|  | Passcards  | \$10.00                                    |   |   |   |
|  | Extend by Phone  | \$10                                       | \$5   | \$5.00  | 50.00%  |
|  | Digital Patrol   | \$10                                       | \$5   | \$5.00  | 50.00%  |
|  | Digital API integration for Mobile Payments  | \$10                                       | \$5   | \$5.00  | 50.00%  |
|  | Digital API integration for Enforcement  | \$10                                       | \$5   | \$5.00  | 50.00%  |
|  | Digital API integration for LPR  | \$10                                       | \$5   | \$5.00  | 50.00%  |
|  | Digital API Read (for 3rd party interfaces)  | \$10                                       | \$5   | \$5.00  | 50.00%  |
|  | Digital API Write (for 3rd party interfaces)   | \$10                                       | \$5   | \$5.00  | 50.00%  |
| E. TRANSACTION FEES                              |  | Standard Price per Credit Card Transaction | Proposed Price per Credit Card Transaction for MAPC 2018 Parking Meters | Absolute Difference between Standard and Proposed Price | Percent Different between Standard and Proposed Price             |
| E.1  | Credit card processing, processor markup (per transaction) Please include pricing for all possible fee structures, such as fixed fee, percentage, or a combination.          | N/A  |   |   |   |
| E.2  | Debit card processing, processor markup (per transaction) Please include pricing for all possible fee structures, such as fixed fee, percentage, or a combination.           | N/A  |   |   |   |
| E.3  | Automated Clearing House (ACH) processing (fixed fee, per transaction)   | N/A  |   |   |   |
| E.4  | Gateway fees (fixed fee, per transaction)  | N/A  |   |   |   |
| E.5  | 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.         | N/A  |   |   |   |
| F. SUPPLIES AND MAINTENANCE AND REPAIR MATERIALS |  | Standard Price per Meter                   | Proposed Price per Meter for MAPC 2018 Parking Meters                   | Absolute Difference between Standard and Proposed Price | Percent Different between Standard and Proposed Price             |
| F.1  | Provide itemized list of all tools, spare parts, and consumables such as batteries or paper rolls, by quantity expected to be needed for the duration of a one-year contract |  |   |   |   |
|  | Case of paper - 12 rolls   | \$372 plus shipping                        | \$372 plus shipping   |   |   |
|  | Large Battery (in solar and hard wired electrical units)   | \$175 plus shipping                        | \$175 plus shipping   |   |   |
|  | Small Battery (in solar Luke II units and all Luke Cosmo units)  | \$145 plus shipping                        | \$145 plus shipping   |   |   |
|  | Dual Battery Charger - to spare keep batteries charged and ready   | \$320 plus shipping                        | \$320 plus shipping   |   |   |

|     |  |                                  |                       |  |  |
|-----|--|----------------------------------|-----------------------|--|--|
|     | Credit Card Reader Cleaner - 50 per box  | \$62.50 plus shipping            | \$62.50 plus shipping |  |  |
|     | Bill Acceptor Cleaner - 15 per box   | \$45 plus shipping               | \$45 plus shipping    |  |  |
|     | Printer Cleaner - 25 per box   | \$75 plus shipping               | \$75 plus shipping    |  |  |
| F.2 | 4G Modem Upgrade Options/Materials (Add extra lines/options as they are available) | All units ship with 4G modems    |                       |  |  |
| F.3 | 5G Modem Upgrade Options/Materials (Add extra lines/options as they are available) | TBD once 5G modems are available |                       |  |  |