



E.J. Ward, Inc. - Quote for Clearwater V4(rek) 10-29-2018

Fuel Management System - 1st Year	TOTAL	\$451,974.00
Extended Warranty - 2 FCT Hardware/Onsite Labor & Software with 24x7x365 Call center Support - 2nd Year	TOTAL	\$8,000.00
Extended Warranty - 2 FCT Hardware/Onsite Labor & Software with 24x7x365 Call center Support - 3rd Year	TOTAL	\$8,240.00
Extended Warranty - 2 FCT Hardware/Onsite Labor & Software with 24x7x365 Call center Support - 4th Year	TOTAL	\$8,569.60
Extended Warranty - 2 FCT Hardware/Onsite Labor & Software with 24x7x365 Call center Support - 5th Year	TOTAL	\$8,998.08

Fuel View Software - Implementation and Training				
DATABASE VERSION		Qty	Price	Extended
CASOFT - IOT	Fuel View IOT - MS SQL Version - Unlimited user license for deployment in development and production environments - Requires customer installed MS SQL 2014 / 2016 database and server operating system version 2012 thru 2016 - Standard: HID Module, OBD II Fleet Data Module, Ward Comm, Real-Time Connect (Requires Ward 4 FCT), - "standard" Tank Monitoring Reporting Module, Standard Export / Interface	1	\$24,000.00	\$24,000.00
	Software Implementation - Includes 1 Year of Data Conversion before Archive from Existing Platform if available - Data must be stable and not fragmented, easily converted by existing script tools	1	\$6,000.00	\$6,000.00
	Enhanced Tank Level Monitoring Module	1	\$4,000.00	\$4,000.00
	Custom Reports (New)	0	TBD	\$0.00
	Interfaces (New)	0	TBD	\$0.00
	Software User and Administrator Training - Online (2 - 4hr Sessions)	1	\$960.00	\$960.00
	Software User and Administrator Training - On Site (Per Day)	0	\$1,800.00	\$0.00
TERMINAL EQUIPMENT	- Standard: 7" Color Screen, QWERTY Keypad, Multiclass HID Reader, Magstripe Reader, 2 GB RAM/8 GB Flash Drive, Powder Coated Aluminum or Stainless Steel Construction, VIT/CANceiver Ready, Cellular IBR 1100 or equal, WiFi - 802.11, Real-Time Connect	Qty	Price	Extended
FCT-W4-01-05H	Ward Fuel Control Terminal (FCT-W4) - FCT-W4- 1-5 Hose - Hose Count:	2	\$7,500.00	\$15,000.00
SWITCH-305-T	FCT Mounted Network Switch - Temperature Rated	2	\$300.00	\$600.00
	Shipping and Handling	2	\$250.00	\$500.00
Vehicle Products		Qty	Price	Extended
CANceiver Kits	CANceiver Kit includes - Standard: OBD Connector cable, 802.11 WiFi, 8 Digital I/O, 1 Analog I/O, Over-the-Air Reprogramming enabled, 8 MB Memory - Options: Passive GPS Antenna Support			
KIT-CVR-W4-WIFI	Kit CANceiver w/WiFi - LD	1,100	\$285.00	\$313,500.00
KIT-CVR-W4-WIFI	Kit CANceiver w/WiFi - HD	0	\$300.00	\$0.00
KIT-CVR-W4-WIFI	Kit CANceiver w/WiFi - International Truck	0	\$335.00	\$0.00
KIT-TAG-INT	Vehicle and Equipment - EM-Tag	1,100	\$45.00	\$49,500.00
Passive GPS Antenna				
GPS-PASS-ANT-W4	Passive GPS Antenna forW4 CANceiver	0	\$75.00	\$0.00
Programmers				
KIT-JETTSCANW4	CANceiver W4 WiFi Programmer Standard Kit - Hardware and Software	2	\$2,000.00	\$4,000.00
	Shipping and Handling	1	\$750.00	\$750.00
Peripheral Products		Qty	Price	Extended
Wireless Communications				
COMM RTR 4131	Access Point 802.11 IP65 WiFi Kit (includes standard antenna and power over Ethernet POE) - Customer is responsible for POE Network CAT5 wiring	1	\$1,800.00	\$1,800.00
RF Hose Modules				
KIT-HOSE-MOD-2.4S	RF Hose Module Kit 2.4 GHz w/Switch - (one (1) per hose with CANceiver use)	8	\$300.00	\$2,400.00
Employee Credentials				
KEY-FOB-1434	HID Key FOB	0	\$7.00	\$0.00
KEY-ENCODE-5321	FOB / Smart Card Encoder	0	\$400.00	\$0.00
Tank Monitoring - Omntec				
	2 Diesel - 1 Unleaded - 3 AST - Model OEL8000IIK4	1	\$9,484.00	\$9,484.00
	Shipping and Handling	1	\$300.00	\$300.00
Hardware Installation		Qty	Price	Extended
FCT Mechanical and Electrical Installation - Omntec TLS By Others - Customer is responsible for Network TCP/IP CAT5 wiring to TLS unless noted in quote.		1	\$4,500.00	\$4,500.00
Install - Pull and Replace per FCT - By Ward Technicians - Requires use of existing mechanical and electrical wiring, piping and other related connections and they must meet existing local, state, and national codes. - If replacement or additional materials such as conduit, EYS seal offs, AC power and low voltage wire, solenoids, switches or pulsers need replacement to be compliant; or a licensed electrician, permits or drawings are required, additional charges will apply. - Customer is responsible for Network TCP/IP CAT5 wiring to FCT unless noted in quote. - Includes Ward Technician System Startup and Testing with FCT use Training		1	\$5,400.00	\$5,400.00
	W4 CANceiver Installation training	1	\$2,880.00	\$2,880.00
Project Management		Qty	Price / Hr	Extended
	Project Management (per hour)	40	\$160.00	\$6,400.00

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E.J. Ward, Inc. GPS - Passive V4 (rek) for Clearwater 10-29-18

		Price
HARDWARE with Installation if requested	Sub Total	\$56,500.00
HARDWARE and SOFTWARE TRAINING	Sub Total	\$2,880.00
INITIAL ONE TIME SETUP FEE FOR WARD HOSTED SYSTEM	Sub Total	\$6,000.00
ANNUAL HOSTING	Sub Total	\$71,550.00
TOTAL 1st Year	TOTAL	\$136,930.00
TOTAL 2nd Year	TOTAL	\$71,550.00
TOTAL 3rd Year	TOTAL	\$73,696.50
TOTAL 4th Year	TOTAL	\$76,644.36
TOTAL 5th Year	TOTAL	\$79,710.13

Vehicle Products	Qty	Price	Extended
W4 CANceiver Passive GPS Components			
PASSIVE-ANT Passive GPS Antenna for W4 CANceiver	750	\$75.00	\$56,250.00
Shipping and Handling	1	\$250.00	\$250.00
Vehicle Product Services	Qty	Price	Extended
Hardware Installation Training - Per Day	2	\$1,440.00	\$2,880.00
Installation Per Device	0	\$100.00	\$0.00
Ward Hosted Fleet View Software - Includes Call Center Support	Qty	Price	Extended
Product Description			
Initial Setup	1	\$6,000.00	\$6,000.00
- Hosted on Wards servers - Provides My GEOTAB Solution - 1st Year Support Included - Standard features include: • Rebranding to match your logo, graphics and colors • Custom URL (e.g.: http://www.yournamefleetGPS.com)			
On Site Training with one 4 hour refresher online within 180 days	1	\$4,000.00	No Charge
Monthly System Access and Hosting		Monthly	
Number of Devices 1 to 1999 devices	750	\$7.95	\$5,962.50
Number of Devices 2000 + - Contact Factory	0	\$0.00	\$0.00
		Monthly Hosting Fee	\$5,962.50
		Annual Hosting Fee	\$71,550.00
Software - Services	Qty	Hour Price	Extended
Custom GPS Software or Hardware Development - @ \$225.00 Per Hour	0	\$180.00	\$0.00



E.J. Ward, Inc. GPS - Real-Time V4 (rek) for Clearwater 10-29-18

		Price
HARDWARE with Installation if requested	Sub Total	\$31,500.00
HARDWARE and SOFTWARE TRAINING	Sub Total	\$6,880.00
INITIAL ONE TIME SETUP FEE FOR WARD HOSTED SYSTEM	Sub Total	\$6,000.00
ANNUAL HOSTING with DATA PLAN for REAL-TIME DEVICE	Sub Total	\$38,280.00
TOTAL 1st Year	TOTAL	\$82,660.00
TOTAL 2nd Year	TOTAL	\$38,280.00
TOTAL 3rd Year	TOTAL	\$39,428.40
TOTAL 4th Year	TOTAL	\$41,005.54
TOTAL 5th Year	TOTAL	\$42,645.76

Vehicle Products		Qty	Price	Extended
W4 Real Time GPS Components				
KIT-WTGO8	LTE - Verizon, AT&T, TMO configuration options - (requires data plan) - Internal cellular and GPS antenna for easy installation	200	\$125.00	\$25,000.00
	Light Duty Cable	200	\$30.00	\$6,000.00
	Heavy Duty Cable	0	\$120.00	\$0.00
	IOX Expander Currently supports a combination of up to 5 of the following :	0	TBD	\$0.00
	Shipping and Handling	1	\$500.00	\$500.00
Vehicle Product Services		Qty	Price	Extended
Hardware Installation Training - Per Day		2	\$1,440.00	\$2,880.00
Installation Per Device		0	\$100.00	\$0.00
Ward Hosted Fleet View Software - Includes Call Center Support		Qty	Price	Extended
Product Description				
Initial Setup		1	\$6,000.00	\$6,000.00
On Site Training with one 4 hour refresher online within 180 days		1	\$4,000.00	\$4,000.00
Monthly System Hosting and Standard Monthly Data Plan - per vehicle / or device - 30 sec - 1 min updates			Monthly	
Number of Devices	1 to 1999 devices	200	\$15.95	\$3,190.00
Number of Devices	2000 + - Contact Factory	0	\$0.00	\$0.00
Monthly Hosting Fee				\$3,190.00
Annual Hosting Fee				\$38,280.00
Software - Services		Qty	Hour Price	Extended
Custom GPS Software or Hardware Development - @ \$225.00 Per Hour		0	\$180.00	\$0.00
				\$0.00