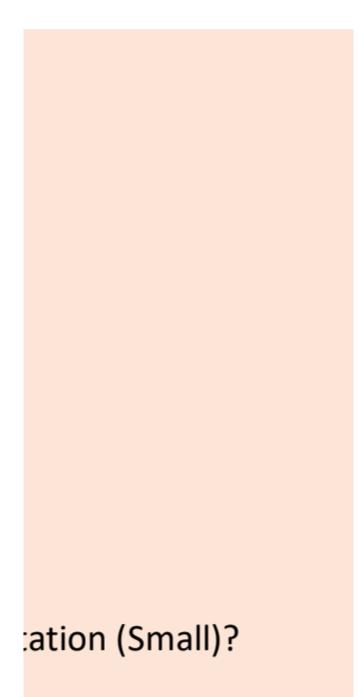


HGACBuy Solicitation: FL10-24-A						
Response Price List						
Respondent: Routeware, Inc.				1/5/2026 15/2026		
Type of Equipment, Options, or Services (Ref. specific category designations on FL10-24 specification)	Description	Discount % Off List Price	Other Pricing, Where Applicable (e.g. installation cost/hour)	Routeware		
This completed form must be submitted in its original Excel format (no PDF)				Quoted Price		
Respondent may add as many lines as is needed and may use supplemental documents (to be noted on this form)						
All price lists referenced on this form must be included separately, in their entirety, with Respondent's uploaded offer				PRICE AFTER		
				MSRP	HGAC DISCOUNT	CITY DISCOUNT %
				Q-16165	QTY	TOTAL
G: GPS Fleet Tracking Solutions - Software License	Software License: SmartCity Base Fee - Per Month	14%	NA	\$ 35.00	\$ 30.10	21.1% \$ 27.60
G: GPS Fleet Tracking Solutions - Software License	Software License: Solid Waste Operations - Per Month	4%	NA	\$ 210.00	\$ 201.60	19.0% \$ 170.20
G: GPS Fleet Tracking Solutions - Hardware	Hardware: In-Cab Interface (Tablet) - Per Month	5%	NA	\$ 58.00	\$ 55.10	5.2% \$ 55.00
H: Vehicle Video Systems - Software Add-On	Software Add-On: Premium Video - Per Month	4%	NA	\$ 64.00	\$ 61.44	4.7% \$ 61.00
H: Vehicle Video Systems - Hardware	Hardware: Camera Controller - Each	5%	NA	\$ 529.00	\$ 502.55	5.7% \$ 499.00
H: Vehicle Video Systems - Hardware	Hardware: Camera Power Kit - Each	4%	NA	\$ 42.00	\$ 40.32	4.8% \$ 40.00
H: Vehicle Video Systems - Hardware	Hardware: Monitor for Camera Controller - Each	6%	NA	\$ 45.00	\$ 42.30	6.7% \$ 42.00
H: Vehicle Video Systems - Hardware	Hardware: Standard HD Camera - Each	5%	NA	\$ 101.00	\$ 95.95	5.9% \$ 95.00
H: Vehicle Video Systems - Hardware	Hardware: Video Service Hardware - Each	5%	NA	\$ 217.00	\$ 206.15	5.5% \$ 205.00
G: GPS Fleet Tracking Solutions - Professional Service	Professional Service: Vehicle Installation - Each	5%	NA	\$ 400.00	\$ 380.00	5.0% \$ 380.00
H: Vehicle Video Systems - Professional Service	Professional Service: Camera System Installation - Each	5%	NA	\$ 400.00	\$ 380.00	5.0% \$ 380.00
H: Vehicle Video Systems - Professional Service	Professional Service: Additional Camera Installation - Each	5%	NA	\$ 200.00	\$ 190.00	5.0% \$ 190.00
G: GPS Fleet Tracking Solutions - Professional Service	Professional Service: Project Management & Training - Each	4%	NA	#####	\$ 15,120.00	0.0% \$ -
G: GPS Fleet Tracking Solutions - Professional Services	Professional Services: Professional Services - Per Hour	10%	NA	\$ 250.00	\$ 225.00	10.0% \$ 225.00
				Total		
				\$347,218.00		



ation (Small)?>