Region 14 Education Service Center (ESC)

Contract # 158971

for

Parking Meters, Software, Systems and Related Products and Services

with

Flowbird America Inc.

Effective: November 15, 2024

The following documents comprise the executed contract between the Region 14 Education Service Center and Flowbird America Inc., effective November 15, 2024:

      I.   Master Agreement, Signature Form and Award Letter
      II.   Pricing
      III.   Supplier's Response to the RFP
      IV.   Request for Proposal 24-S835, as modified
      V.   Generic Services Agreement
      VI.   Generic Sales Agreement

VI. SIGNATURE FORM

A response to this solicitation is an offer to contract with Region 14 ESC based upon the terms, conditions, scope of work, and specifications contained in this request. A solicitation does not become a contract until it is accepted by Region 14 ESC. The prospective supplier must submit a signed Signature Form with the response thus, eliminating the need for a formal signing process. A contract award letter issued by Region 14 ESC is the counter-signature document establishing acceptance of the contract.

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless conspicuously noted by the supplier following the requirements of Deviations and Exceptions section in the Instructions to Suppliers. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this response in collusion with any other supplier and that the contents of this proposal as to prices, terms or conditions of this response have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

Prices are guaranteed for **120 days**.

Flowbird America Inc.
_____
Company Name

40 Twosome Drive
_____
Address

Moorestown   NJ   08057
_____
City   State   Zip

___856-234-8000_____   _____N/A_____
Telephone Number   Fax Number

_____ronald.kroes@flowbird.group_____
Email Address

____Ronald Kroes_____   ____CFO_____
Printed Name   Position

                                7/18/2024
_____
Authorized Signature

Our offer to contract is conditional on the negotiation of a mutually acceptable final agreement that addresses the Deviations and Exceptions described in Section 3.1.4 of our proposal.

Version April 10, 2024

Region XIV Education Service Center

<div align="right">

1850 Highway 351
Abilene, TX   79601-4750
325-675-8600
FAX 325-675-8659

</div>

November 8, 2024

Ronald Kroes
CFO
Flowbird America Inc.
40 Twosome Drive
Moorestown, NJ 08057
Sent via email to: ronald.kroes@flowbird.group

Re: Award of Contract #158971, Parking Meters, Software, Systems and Related Products and Services

Dear Mr. Kroes:

Region 14 Education Service Center is happy to announce that Flowbird America Inc. has been awarded Contract #158971 based on the proposal submitted to Region 14 ESC in response to RFP #24-S835 Parking Meters, Software, Systems and Related Products and Services. As stated in the RFP, Article VI. Signature Form, this contract award letter is the countersignature to Flowbird America Inc.'s response and provides Region 14's acceptance of the response and establishes the contract.

The contract is effective November 15, 2024. The contract may be renewed in accordance with the contract terms and conditions.

We look forward to a long and successful partnership.

If you have any questions or concerns, feel free to contact me at (325) 675-8600.

Sincerely,

Signed by:

Emily Jeffrey
4FE64E70707547B...

Emily Jeffrey
Region 14, Chief Financial Officer

Single/Dual Space Meter Pricing

FLOWBIRD
Urban Intelligence

Option #1 - MAX Meter Single Space

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: MAX Meter Single Space **Includes:** Single Space Configuration 2.95" x 1.65" Monochrome Display Touch keypad technology Coin, Credit card acceptance Solar Power Cellular communications 1 Year Hardware Warranty Included Shipping	$575	10.0%	$518	

Option #2 - MAX Meter Dual Space

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: MAX Meter Single Space **Includes:** Dual Space Configuration 2.95" x 1.65" Monochrome Display	$825	10.0%	$743	

Touch keypad technology
Coin, Credit card acceptance
Solar Power
Cellular communications
1 Year Hardware Warranty Included
Shipping

Option #3 - MPC MAX Quad Space - Monthly Subscription Service

	List price per unit per month	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: MPC MAX Meter Quad Space **Includes:** Quad Space Configuration - P&D 2 X 20 Characters Display (Black &White) Coin, Credit card acceptance Solar Power Cellular communications (4G - LTE) 1 Year Hardware Warranty Included Installation to prepared ground Shipping	$185	10.0%	$167	Subscription service for meter hardware, minimum subscription 18 month
Buyout option - 12 Month	$4,800	10.0%	$4,320	
Buyout option - 24 Month	$4,500	10.0%	$4,050	
Buyout option - 36 Month	$4,200	10.0%	$3,780	

Pricing as of July 18, 2024. Flowbird pricing is updated annually. The first update to the prices listed will be on January 1, 2026 and then annually thereafter. Price adjustments are based on changes to a variety of indices, including the Consumer Price Index.

CWT Multi-Space Meter Pricing

Option #1 - CWT Touch BNA

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: CWT Touch BNA	$11,800	24.5%	$8,900	
Includes:				
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)				
9.7" color touch screen				
Coin, Bill, and Credit Card Acceptance				
Solar Power or AC Mains				
4G Wireless Communications				
1 Coin Canister Per Machine				
1 Bill Canister Per Machine				
1 Ticket roll per machine				
1 Year Hardware Warranty Included				Extended Warranty is $480/meter/year
Shipping				

Option #2 - CWT Color BNA

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: CWT Color BNA	$10,811	20.0%	$8,650	
Includes:				

Custom Configuration (e.g. Pay & Display, Pay by Space,
Pay by Plate)
7" Full Color Display
48 key piezo key pad
Coin, Bill, and Credit Card Acceptance
Solar Power or AC Mains
4G Wireless Communications
1 Coin Canister Per Machine
1 Bill Canister Per Machine
1 Ticket roll per machine

1 Year Hardware Warranty Included

Shipping

Extended Warranty is
$480/meter/year

Option #3 - CWT Monochrome BNA

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: CWT Monochrome BNA	$10,450	20.0%	$8,350	

Includes:
Custom Configuration (e.g. Pay & Display, Pay by Space,
Pay by Plate)
6.5" Monochrome Display
48 key piezo key pad
Coin, Bill, and Credit Card Acceptance
Solar Power or AC Mains
4G Wireless Communications
1 Coin Canister Per Machine
1 Bill Canister Per Machine
1 Ticket roll per machine

1 Year Hardware Warranty Included

Shipping

Extended Warranty is
$480/meter/year

Option #4 - CWT Touch coin/card

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: CWT Touch coin/card acceptance	$10,000	20.0%	$7,975	

Includes:
Custom Configuration (e.g. Pay & Display, Pay by Space,
Pay by Plate)
9.7" color touch screen
Coin, Credit Card Acceptance
Solar Power or AC Mains
4G Wireless Communications
1 Coin Canister Per Machine
1 Ticket roll per machine

1 Year Hardware Warranty Included

Shipping

Extended Warranty is
$420/meter/year

Option #5 - CWT Color coin/card

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note

METER MODEL: CWT Color coin/card acceptance	$9,026	15.3%	$7,645	

Includes:
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)
7" Full Color Display
48 key piezo key pad
Coin, Credit Card Acceptance
Solar Power or AC Mains
4G Wireless Communications
1 Coin Canister Per Machine
1 Ticket roll per machine

1 Year Hardware Warranty Included   Extended Warranty is $420/meter/year

Shipping

Option #6 - CWT Monochrome coin/card

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: CWT Monochrome coin/card acceptance	$7,351	13.2%	$6,380	

Includes:
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)
6.5" Monochrome Display
48 key piezo key pad
Coin, Credit Card Acceptance
Solar Power or AC Mains
4G Wireless Communications
1 Coin Canister Per Machine

1 Ticket roll per machine

1 Year Hardware Warranty Included

Shipping

Extended Warranty is $420/meter/year

Option #7 - CWT Touch card only

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: CWT Touch screen (card only)	$8,355	16.4%	$6,985	
Includes:				
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)				
9.7" color touch screen				
Credit Card Acceptance				
Solar Power or AC Mains				
4G Wireless Communications				
1 Ticket roll per machine				
1 Year Hardware Warranty Included				Extended Warranty is $420/meter/year
Shipping				

Option #8 - CWT Color card only

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note

METER MODEL: CWT Color screen (card only)	$7,500	16.4%	$6,270	

Includes:

Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)
7" Full Color Display
48 key piezo key pad
Credit Card Acceptance
Solar Power or AC Mains
4G Wireless Communications
1 Ticket roll per machine

1 Year Hardware Warranty Included

Extended Warranty is $420/meter/year

Shipping

Option #9 - CWT Monochrome card only

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: CWT Monochrome screen (card only)	$6,908	16.4%	$5,775	

Includes:
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)
6.5" Monochrome Display
48 key piezo key pad
Credit Card Acceptance
Solar Power or AC Mains
4G Wireless Communications
1 Ticket roll per machine

1 Year Hardware Warranty Included

Extended Warranty is $420/meter/year

Shipping

Strada Multi-Space Meter Pricing

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Option #1 - Strada BNA touch display

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Strada Touch BNA (touch display) **Includes:**	$14,916	40.0%	$8,900	
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)				
9.7" Full Color Touch Display				
Coin, Bill, and Credit Card Acceptance				
Solar Power or AC Mains				
4G Wireless Communications				
1 Coin Canister Per Machine				
1 Bill Canister Per Machine				
1 Ticket roll per machine				
1 Year Hardware Warranty Included				Extended Warranty is $480/meter/year
Shipping				

Option #2 - Strada BNA color display

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Strada BNA (color display)	$14,716	41.1%	$8,650	
Includes:				
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)				
7" Full Color Display				
Customizable Capacitive Keyboard				
Coin, Bill, and Credit Card Acceptance				
Solar Power or AC Mains				
4G Wireless Communications				
1 Coin Canister Per Machine				
1 Bill Canister Per Machine				
1 Ticket roll per machine				
1 Year Hardware Warranty Included				Extended Warranty is $480/meter/year
Shipping				

Option #3 - Strada BNA monochrome display

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Strada BNA (monochrome display)	$13,116	36.3%	$8,350	
Includes:				
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)				

Monochrome Display
Customizable Capacitive Keyboard
Coin, Bill, and Credit Card Acceptance
Solar Power or AC Mains
4G Wireless Communications
1 Coin Canister Per Machine
1 Bill Canister Per Machine
1 Ticket roll per machine
1 Year Hardware Warranty Included   Extended Warranty is
                                                                                                       $480/meter/year

Shipping

Option #4 - Strada coin/card touch display

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Strada (touch display, coin/card only)	$11,900	36.0%	$7,975	

Includes:
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)

9.7" Full Color Touch Display
Coin and Credit Card Acceptance
Solar Power or AC Mains
4G Wireless Communications
1 Coin Canister Per Machine
1 Ticket roll per machine
1 Year Hardware Warranty Included   Extended Warranty is
                                                                                                       $420/meter/year

Shipping

Option #5 - Strada coin/card color display

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Strada (color display, coin/card only)	$11,600	34.0%	$7,645	
Includes:				
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)				
7" Full Color Display				
Customizable Capacitive Keyboard				
Coin and Credit Card Acceptance				
Solar Power or AC Mains				
4G Wireless Communications				
1 Coin Canister Per Machine				
1 Ticket roll per machine				
1 Year Hardware Warranty Included				Extended Warranty is $420/meter/year
Shipping				

Option #6 - Strada coin/card monochrome display

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Strada (monochrome display, coin/card only)	$10,600	39.8%	$6,380	

Includes:
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)

Monochrome Display
Customizable Capacitive Keyboard
Coin and Credit Card Acceptance
Solar Power or AC Mains
4G Wireless Communications
1 Coin Canister Per Machine
1 Ticket roll per machine
1 Year Hardware Warranty Included

Shipping

Extended Warranty is $420/meter/year

Option #7 - Strada card only touch display

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Strada (touch display, card only)	$11,070	43.3%	$6,270	

Includes:
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)

9.7" Full Color Touch Display
Credit Card Acceptance
Solar Power or AC Mains

4G Wireless Communications
1 Ticket roll per machine
1 Year Hardware Warranty Included   Extended Warranty is
                                                                                                                     $420/meter/year

Shipping

Option #8 - Strada card only color display

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Strada (color display, card only)	$11,070	43.3%	$6,270	

Includes:

Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)

7" Full Color Display
Customizable Capacitive Keyboard
Credit Card Acceptance
Solar Power or AC Mains
4G Wireless Communications
1 Ticket roll per machine
1 Year Hardware Warranty Included   Extended Warranty is
                                                                                                                     $420/meter/year

Shipping

Option #9 - Strada card only monochrome display

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Strada (monochrome screen, card only)	$9,471	39.0%	$5,775	
Includes:				
Custom Configuration (e.g. Pay & Display, Pay by Space, Pay by Plate)				
Monochrome Display				
Customizable Capacitive Keyboard				
Credit Card Acceptance				
Solar Power or AC Mains				
4G Wireless Communications				
1 Ticket roll per machine				
1 Year Hardware Warranty Included				Extended Warranty is $420/meter/year
Shipping				

Pricing as of July 18, 2024. Flowbird pricing is updated annually. The first update to the prices listed will be on January 1, 2026 and then annually thereafter. Price adjustments are based on changes to a variety of indices, including the Consumer Price Index.

EV Parking Meter Pricing

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
Pulsar Plus 48A240V (Level 2)	$699	10%	$629	Installation to be quoted based on scope of work. Electrical Infracture must be upgraded or can hangle the electrical load of the meter. Optional pedestal for installation bellow
Includes				
Adjustable power up to 48Amp (11.5kW)				
Wi-Fi connectivity				
Works with all EVs				
Power Sharing-enabled				
Open Charge Point Protocol (OCPP) capable				
Energy Star Certified				
One Year Parts Warranty				
Wallbox Eiffel Single or Dual Pedestal Mount	$499	10%	$449	
Includes				
Supports Wallbox Pulsar and Commander product line				
Dimensions: Height 55" - Width 7.9" - Depth 7.9"				
Aluminum body with stainless steel base				
Black finish				
Rain cover for outdoor applications				

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
JUP160J-PMP Level 2 7.2 Dual AC Charger Pedestal Moun	$3,600	10.0%	$3,273	Installation to be quoted based on scope of work.
Includes:				

UP Series Pedestal Mount 30Amps Dual Port 208-240VAC Charging Station w/ two J1772 Connectors > Can power two EVs at up to 7.2kw each Includes Modem, Wifi, Ethernet Port, RFID Reader. 2 Year Parts Only Warranty. OCPP 1.6J Compliant Labor Warranty Not Included				Electrical Infracture must be upgraded or can hangle the electrical load of the meter.
Shipping	$288.00	10%	$261.82	Standard Ground Shipping
UP80J-PMP Level 2 7.2 Single AC Charger Pedestal Mount *Pedestal Mount* *UP Series Pedestal Mount 30Amps Single Port 208-240VAC Charging Station w/ one J1772 Connector* *> Can power one EV at up to 7.2kw* *Includes Modem, Wifi, Ethernet Port, RFID Reader. 2 Year Parts Only Warranty. OCPP 1.6J Compliant* Labor Warranty Not Included Extended Warranty is $780/meter/year	**$2,500**	**10%**	**$2,250**	Installation to be quoted based on scope of work. Electrical Infracture must be upgraded or can hangle the electrical load of the meter.
Shipping	**$200**	**10%**	**$190**	Standard Ground Shipping

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Strada and CWT Upgrade Pricing

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Option #1 - Color screen upgrade for coin/card multi-space meters

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
Color Screen Upgrade for coin/card MSMs	$2,150	5%	$2,043	See Installation Services tab for price of installation

Includes:
New front door (if necessary)
7" full color display screen
Custom Software
New solar panel (Parkeon Strada only)

Option #2 - Color screen upgrade for bill accepting multi-space meters

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
Color Screen Upgrade for bill accepting MSMs	$2,750	5%	$2,613	See Installation Services tab for price of installation

Includes:
New front door (if necessary)
7" full color display screen
Custom Software
New solar panel (if necessary)

Option #3 - Touch screen upgrade for CWT or Strada coin/card

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
Touch Screen Upgrade for Cale CWT coin/card	$3,450	5%	$3,278	See Installation Services tab for price of installation

Includes:
New front door
9" Touch Display Screen
Custom Software
New solar panel (if necessary)

Option #4 - Touch screen upgrade for CWT or Strada Evol 2 bill accepting multi-space meter

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
Touch Screen Upgrade for Cale CWT bill accepting MSMs	$3,450	5%	$3,278	See Installation Services tab for price of installation

Includes:
New front door
9" Touch Display Screen
Custom Software
New solar panel (if necessary)

Option #4 - Refurbished cabinet for CWT or Strada Meter

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
Refurbished Cabinet	$1,650	5%	$1,568	**See Installation Services tab for price of installation**

Includes:
Cabinet that have previously been used but that has been through
Flowbird refurbish process.
New solar panel (if necessary)

Pricing as of July 18, 2024. Flowbird pricing is updated annually. The first update to the prices listed will be on January 1, 2026 and then annually thereafter. Price adjustments are based on changes to a variety of indices, including the Consumer Price Index.

FlowbirdGO Gateless and Gated Parking Facility Solution

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
Entry lane device	$14,500	10%	$13,050	Installation to be quoted based on scope of work. The FlowbirdGo solution can utilize existing barrier gates, loops, and intercom system, however, we can quote new equipment upon request.

Includes:
Custom Software
9.7" full color touch display
Thermal printer
QR code reader
AC powered
4G wireless or Ethernet communications
1 Ticket roll per machine
1 Year Hardware Warranty Included   Extended Warranty is $780/meter/year
Shipping

Exit lane device	$14,500	10%	$13,050	Installation to be quoted based on scope of work. The FlowbirdGo solution can utilize existing barrier gates, loops, and intercom system, however, we can quote new equipment upon request.

Includes:
Custom Software
9.7" full color display
Credit card acceptance
Thermal printer
QR code reader
AC powered
4G wireless or Ethernet communications
1 Ticket roll per machine
1 Year Hardware Warranty Included   Extended Warranty is $780/meter/year
Shipping

Pay on Foot Pay Station	$12,000	10.0%	$10,800	Installation to be quoted based on scope of work

Includes:
Custom Software
9.7" color touch screen
Coin, Bill, and Credit Card Acceptance
Solar Power or AC Mains
4G Wireless or Ethernet Communications
1 Coin Canister Per Machine
1 Bill Canister Per Machine
1 Ticket roll per machine
1 Year Hardware Warranty Included   Extended Warranty is $780/meter/year
Shipping

Mobile Parking Payment System

Mobile Parking Payment System	Cost to the Client	Percent Discount to OMNIA participating entities	Note
Flowbird mobile parking payment application	**$0**	**0%**	A $0.35 fee will be added to each parking transaction as a convenience fee so there will be no additional costs to the Client. The Client will be responsible for the merchant bank processing fee. Please contact for quote if interested in the Flowbird parking reservations platform.
Includes:			
iOS and Android applications, mobile web, and web payments			
Marketing campaign - stickers, social media			
Full reporting and enforcement integration with Flowbird back-office system			
Optional white label	**$10,000**	**0%**	per year to cover creation and maintenance of the white label App

Pay by Text Parking Payment System	Cost to the Client	Percent Discount to OMNIA participating entities	Note

Pay by Text parking payment application $0 0% A $0.35 fee will be added to each parking transaction as a convenience fee so there will be no additional costs to the Client. The Client will be responsible for the merchant bank processing fee.

Includes:
Marketing campaign - stickers, social media
Full reporting and enforcement integration with Flowbird back-office
system

Pricing as of July 18, 2024. Flowbird pricing is updated annually. The first update to the prices listed will be on January 1, 2026 and then annually thereafter. Price adjustments are based on changes to a variety of indices, including the Consumer Price Index.

Flowbird Permit

Flowbird Digital Permit Solution

	One time setup fee	Percent Discount to OMNIA participating entities	One time setup fee to OMNIA paticipating entities	Note
Setup of Flowbird Permit Solution	$8,000	25%	$6,000	

	One time setup fee	Percent Discount to OMNIA participating entities	One time setup fee to OMNIA paticipating entities	Note
Monthly Hosting Fee	$1,500	25%	$1,125	

	List price per permit	Percent Discount to OMNIA participating entities	List price per permit to OMNIA paticipating entities	Note
Flowbird Permit	$3	0%	$3	The Client will be responsible for the merchant bank processing fee.

Includes:
Secure hosting by Flowbird
Web based interface for reporting and management
Online access for permit holders
Optional online permit payments

Pricing as of July 18, 2024. Flowbird pricing is updated annually. The first update to the prices listed will be on January 1, 2026 and then annually thereafter. Price adjustments are based on changes to a variety of indices, including the Consumer Price Index.

Back-Office Pricing - Multi-Space and Single Space Meters

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Flowbird Back-Office System	Price (per meter per month)	Percent Discount to OMNIA participating entities	Note
Multi-Space meter monthly fee per meter	$45	0%	This is a per meter per month fee. Assumes Pay & Display configuration. Pay by Plate or Pay by Space is $57 per meter per month
Single space meter monthly fee per meter	$8	0%	
Dual space meter monthly fee per meter	$14	0%	
Quad space meter monthly fee per meter	$49	0%	

Includes:
Financial and Maintenance Reports
Maintenance and Collections Alarms
Meter Mapping via Google Maps
Wireless Communication Fees
Credit Card Gateway Fees
Rate Editor/Download Module

Optional Services

Validation Codes System	$12
City News for multi-space meters	$3

EV-Charging

Support Services per year		Percent Discount to OMNIA participating entities	Note
Flowbird Hub Central System Services software subscription	$16,985	15%	includes 5 Tableau Reporting application subscriptions
Flowbird Hub Data Warehouse Subscription	$4,217	15%	

Back-Office Fees For Entry/Exit Devices	Monthly list price per lane	Percent Discount to OMNIA participating entities	Monthly price per lane to OMNIA paticipating entities	Note
Per Charging Port	$25	10.00%	$23	
Per Charging Session by App, text or QR-code	$0.35	10	$0.32	Fee is charge to the end-user. **The Client will be responsible for the merchant bank processing fee.**

FlowbirdGO Gateless and Gated Parking

Back-Office Fees For Entry/Exit Devices	Monthly list price per lane	Percent Discount to OMNIA participating entities	Monthly price per lane to OMNIA paticipating entities	Note
Per Lane Monthly Fee	$125	0.0%	$125	

Back-Office Fees For Pay On Foot Machines	Monthly list price per lane	Percent Discount to OMNIA participating entities	Monthly price per lane to OMNIA paticipating entities	Note
Per Pay On Foot Fee	$75	0.0%	$75	

Back-Office Includes:
Cloud hosting
Management of user rights
Web based reporting
Email/text messages for maintenance alarms
Credit card gateway to client's preferred credit card
processor
Parking validations solution

Pricing as of July 18, 2024. Flowbird pricing is updated annually. The first update to the prices listed will be on January 1, 2026 and then annually thereafter. Price adjustments are based on changes to a variety of indices, including the Consumer Price Index.

Meter and Kiosk Services

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Urban
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Multi-Space Meter Installation Services	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
Qty 1 to 5	$1,850	59.5%	$750	If Flowbird is to perform site preparation, please add $125 per site.
Qty 6 to 49	$1,100	40.9%	$650	
Qty 50 and above	$1,100	54.5%	$500	
				If a site requires a concrete pad, please add $600 per site
				Based on a basic new concrete pad pour, without any sawcutting, demolition or cosmetic modifications to the site.

Strada TVM Installation Services	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
Qty 1 to 5	$1,850	15.0%	$1,572	If Flowbird is to perform site preparation,

				please add $125 per site.
Qty 6 and above	$1,750	15.0%	$1,488	
				If a site requires a concrete pad, please add $600 per site
				Based on a basic new concrete pad pour, without any sawcutting, demolition or cosmetic modifications to the site.

Advanced Multi-Space Meter Installation and Removal Services	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
Concrete work for installation of new meter.	$2,543	38.3%	$1,570	1) Installation (excavation, sawcutting, new concrete pad with our without a base anchor embedded)
Concrete work to relocate installed Multispace meter	$3,200	23.1%	$2,460	2) Removal (demolition of existing pad, debris removal and disposal and restoration of the ground or sidewalk for pedestrian safety) 3) Relocation (typically requires meter remove tasked + meter installation tasks, so both costs combined)
Conctete work for removal of Multispace meter	$1,243	28.4%	$890	If a localy certified partner is used rather than Flowbird staff add $250

Preventive Maintenance Service	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note

	List price per unit	Percent Discount	Price per unit	Notes
Basic Service Plan	$1,095	15.0%	$931	The plan includes two scheduled on-site visits with preventive maintenance service.
Premium Service Plan	$2,045	15.0%	$1,738	The plan includes up to four scheduled on-site visits of preventive maintenance service or per agreement.

Other Maintenance Services	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Notes
Meter Maintenance	$132	25.0%	$99	Per meter, per month; Includes program management and local parts warehouse
Meter Hooding or Unhooding	$200	25.0%	$150	Each
Relocate Installed MSM meter	$330	25.0%	$248	Each
Meter Relocations concrete work	$3,300	25.0%	$2,475	Each
MSM Vault Cut-In or Lock Drill Out	$600	25.0%	$450	Each

Call Center Services				Notes
End-User Call Center Services and integrated Work Order Platform	$3,800	25.0%	$2,850	Up to 200 calls per month and up to 3 agents licences for technicians or supervisors
Call overage cost: 100 addition call package	$2,000	25.0%	$1,500	Per month
Additional agents licenses for technicians or supervisors can be added	$250	25.0%	$188	Per agent, per month
One-time setup and configuration fee	$3,500	25.0%	$2,625	

Call Center Services Include:
Dedicated local or toll-free inbound line and call queue for end-user support with call queue configuration and management

Custom greeting and IVR command menu, with external call routing to city departments or other vendors for enforcement, permits or other city services
24/7 availability for end-user support (meter + app customers)
Dedicated work-order platform with integration with WebOffice or Smartfolio where meter-generated alarms will automatically create and assign work orders.
Customized work order template and data fields
Real-time list view reports, analytic reports, priority levels, triggers, notifications and automations.
Robust Work Order application for Android or iOS mobile devices, plus browser-based Work Order management and dispatching

Multi-Space Meter Installation	List price per unit	Percent Discount to	Price per unit to OMNIA	Note
Qty 1 to 5	$1,850	59.5%	$750	If Flowbird is to perform site preparation, please add $125 per site.
Qty 6 to 49	$1,100	40.9%	$650	
Qty 50 and above	$1,100	54.5%	$500	
				If a site requires a concrete pad, please add $700 per site

Astreo TVM Installation Services	List price per unit	Percent Discount to OMNIA	Price per unit to OMNIA	Note
Qty 1 to 5	$4,433	45.0%	$1,995	If Flowbird is to perform site preparation, please add $200 per site.
Qty 6 to 49	$4,053	47.5%	$1,925	
Qty 50 and above	$3,750	50.0%	$1,875	
				If a site requires a concrete pad, please add $1500 per site

Axio Validators Installation Services	List price per unit	Percent Discount to OMNIA	Price per unit to OMNIA	Note
Qty 1 to 75	$2,250	45.0%	$1,238	If Flowbird is to perform site preparation, please add $125 per site.
Qty 76 to 499	$1,700	47.5%	$893	
Qty 500 and above	$1,600	50.0%	$800	

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Strada Multi Meter Pricing

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Option #1 - Astreo Full configuration

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Astreo Full options	**$67,945**	**15.0%**	**$57,753**	Min order qty of 10 (can be a combination of full configuration and card only machines), smaller quantities can be quoted separately

Includes:
Buy America compliant
Full Color Touch Display
Embeeded computer with solid state storage
Smart cards dispensers (500 smartcards)
Multi stock magnetic and Limited Used Media printer
Receipt printer
Coin payment with 5 recyclers and coin box
Credit Card and contactless EMV payment kit incl Mobile wallet   Includes Apple Pay / Google Pay
Convex Miror
ADA and Audio incl loud speaker, Jack and Text to Speech   2 languages included
Circuit breaker
Shock sensors
SCADA interface board

Lighting fixture
Stainless Steel cabinet
QR Code reader
Auxiliary power
Heater and Fan
AC Main powered and Ethernet communication
Bill handing and recycling with bill vault
1 receipt paper roll and 1 Limited Used Media stacker
1 Year Hardware Warranty Included

Extended Warranty is $1800/device/year

Optional

	List price per unit	Percent Discount	Price per unit
4G/5G Modems	$750	0.0%	$750
Softkeys features	$425	0.0%	$425
Surveillance camera	$450	0.0%	$450
Cyber lock and keys	$5,500	0.0%	$5,500
AC Unit	$6,000	0.0%	$6,000
Coin reserve hopper	$1,500	0.0%	$1,500

Option #2 - Astreo Credit Card only

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Astreo Credit Card only	$52,500	15.0%	$44,625	Min order qty of 10 (can be a combination of full configuration and card only machines), smaller quantities can be quoted separately

Includes:
Buy America compliant
Full Color Touch Display
Embeeded computer with solid state storage

Smart cards dispensers (500 smartcards)
Multi stock magnetic and Limited Used Media printer
Receipt printer
Credit Card and contactless EMV payment kit incl Mobile wallet   Includes Apple Pay / Google Pay
Convex Miror
ADA and Audio incl loud speaker, Jack and Text to Speech   2 languages included
Circuit breaker
Shock sensors
SCADA interface board
Lighting fixture
Stainless Steel cabinet
QR Code reader
Auxiliary power
Heater and Fan
AC Main powered and Ethernet communication
1 receipt paper roll and 1 Limited Used Media stacker
1 Year Hardware Warranty Included   Extended Warranty is $1495/device/year

Optional

	List price per unit	Percent Discount	Price per unit	
4G/5G Modems	$750	0.0%	$750	
Softkeys features	$425	0.0%	$425	
Surveillance camera	$450	0.0%	$450	
Cyber lock and keys	$5,500	0.0%	$5,500	
AC Unit	$6,000	0.0%	$6,000	
Coin reserve hopper	$1,500	0.0%	$1,500	

Option #3 - Strada Touch TVM

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note

METER MODEL: Strada Touch TVM (touch display) $21,094   15.0% $18,343

Includes:

Buy America compliant

Full Color Touch Display, QR Code reader

Coin, Bill, and Credit Card Acceptance incl. Contactless

AC or solar power

Ethernet or cellular communications,

Thermal paper ticket printer or limited use smart card dispenser

Heater

Contactless reader for Open and/or Closed loop media

1 Coin Canister and 1 bill canister Per Machine

1 Ticket roll per machine

1 Year Hardware Warranty Included   Extended Warranty is $495/meter/year

Shipping

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Strada Multi Meter Pricing

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Option #1 - Axio Validators

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Axio BV validator	**$2,146**	**15.0%**	**$1,866**	
Includes:				
Buy America compliant				
Full Color Touch Display				
Pole mounting kit				
9 - 48V DC powered				
EMV certified contactless reader (for open and closed loop)				
Ethernet				
QR reader				
1 Year Hardware Warranty Included				Extended Warranty is $57/device/year
Shipping				
Optional 4G Wireless modems	**$100**	**40.0%**	**$60**	
Optional Bluetooth BLE & Beacon	**$100**	**40.0%**	**$60**	
Optional Digital I/O and/or additional adaptor: J107 to RS232 or RS232/RS485 serial communication	**$250**	**25.0%**	**$200**	
Optional open Payment	**3% of transaction value**	**0.0%**	**3% of transaction value**	does not include MOR

Option #2 - Axio Platform Validators

	List price per unit	Percent Discount to OMNIA participating entities	Price per unit to OMNIA paticipating entities	Note
METER MODEL: Axio Platform validator	$5,169	15.0%	$4,495	
Includes:				
Buy America compliant				
Full Color Touch Display				
AC Main powered				
EMV certified contactless reader (for open and closed loop)				
Ethernet				
QR reader				
1 Year Hardware Warranty Included				Extended Warranty is $119/device/year
Shipping				
Optional 4G Wireless modems	**$100**	**40.0%**	**$60**	
Optional Bluetooth BLE & Beacon	**$100**	**40.0%**	**$60**	
Optional Digital I/O and/or additional adaptor: J107 to RS232 or RS232/RS485 serial communication	**$250**	**25.0%**	**$200**	
Optional open Payment	**3% of transaction value**	**0.0%**	**3% of transaction value**	does not include MOR. **The Client will be responsible for the merchant bank processing fee.**

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Transit Digital Products

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Mobile Transit Payment Applications	Cost to the Client	Percent Discount to OMNIA participating entities	Note
White label mobile transportation payment application	**$15,000**	**0%**	The $15K fee covers the white label App configuration and branding. The mobile application supports both visual validation and electronic validation using the Flowbird Axio validators. An additional $0.11 plus 3% transaction fee will be charged to the agency or customer (at agency's option) for each fare product(s) or add value transaction. The Client will be responsible for the merchant bank processing fee.

Includes:
iOS and Android applications abd customer web portal,
configuration with customer branding

Open Payments	Cost to the Client	Percent Discount to OMNIA participating entities	Note
Open Payments Service	**$10,000**	0%	The $10K covers the set up and configuration of the Open Payment processing service. An additional $0.11 plus 3% transaction fee will be charged to the agency for each end of day settlement transaction. The Client will be responsible for the merchant bank processing fee.

Includes:
Set up and configuration of the service

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Flowbird Hub Central System Service Pricing

Flowbird Hub Central System Service	Price	Percent Discount to	Note
Strada Transportation TVM	$65	0%	This is a per meter per month fee.
Axio Validators	$14	0%	This is a per meter per month fee with agency supplied Ethernet
Astreo TVM	$73	0%	This is a per meter per month fee. with agency supplied data plan
FrontDesk Web software subscription, per retail partner	$15	0%	This is a per device per month fee with agency supplied connectivity
Flowbird Hub Central System Service	NA	NA	

Includes:
Financial and Maintenance Reports
Maintenance and Collections Alarms
Device Mapping
Wireless Communication Fees
Credit Card Gateway Fees
Rate Editor/Download Module

Transportation System System Implementation and Support Services

Implementation		Percent Discount to	Note
Project Management, including Acceptance Testing	NA	NA	Pricing dependent on project scope
Flowbird Hub Configuration	$28,264	15%	
Astreo TVM software configuration	$46,250	15%	
Open Payment Processing Configuration	$9,142	15%	

Mobile App and Customer Web Portal Configuration	**$25,021**	**15%**	
FrontDesk Web Retail Application Configuration	**$3,854**	**15%**	
Training	**NA**	**NA**	Pricing dependent on project scope
Installation Services	**NA**	**NA**	Pricing dependent on project scope

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