



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 | | 1 | \$4,500.00 | \$4,500.00 |
| - Customer is responsible for Network TCP/IP CAT5 wiring to TLS unless noted in quote. | | | | |
| Install - Pull and Replace per FCT - By Ward Technicians | | 1 | \$5,400.00 | \$5,400.00 |
| - 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 | | | | |
| 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 |



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 |