



2021 AUTOMATIC VEHICLE LOCATION (AVL) HARDWARE AND SOFTWARE COST ABSTRACT

ITEM NO.	ITEM DESCRIPTION	QTY	UNIT	Samsara	LB Technology	Marshall and Associates	GoFleet Corporation	SkyHawk Telematics	Cypress Solutions	
HARDWARE:										
1	Hardware with 4-6 I/Os (including all cabling)	121	EA		\$140.00	\$250.00	\$354.74	\$432.72	\$416.50	
				\$0.00	\$16,940.00	\$30,250.00	\$42,923.54	\$52,359.12	\$50,396.50	
2	Hardware for light duty vehicles OBDII ports (including all cabling)	144	EA		\$120.00	\$200.00	\$90.56	\$180.77	\$114.00	
				\$0.00	\$17,280.00	\$28,800.00	\$13,040.64	\$26,030.88	\$16,416.00	
3	GPS with 1 input/output for PTO (including all cabling)	31	EA		\$95.00	\$150.00	\$131.25	\$207.00	\$402.00	
				\$0.00	\$2,945.00	\$4,650.00	\$4,068.75	\$6,417.00	\$12,462.00	
4	GPS for graders, loaders, backhoes, etc. (including cabling)	50	EA		\$95.00	\$150.00	\$131.25	\$204.13	\$392.00	
				\$0.00	\$4,750.00	\$7,500.00	\$6,562.50	\$10,206.50	\$19,600.00	
5	Training Costs, including all travel			Included	\$0.00	\$0.00	\$10,000.00	\$0.00	\$5,600.00	
6	Custom Sweeping Report			Included	\$0.00	\$0.00	\$5,000.00	\$0.00	\$0.00	
HARDWARE TOTAL BID AMOUNT					\$0.00	\$41,915.00	\$71,200.00	\$81,595.43	\$95,013.50	\$104,474.50

INSTALLATION ALTERNATE COSTS:									
1	Hardware Installation Cost - Vendor Installed			\$25,950.00	\$8,650.00	\$32,800.00	\$100,000.00	\$41,915.00	\$39,695.00
2	Hardware Installation Cost - ACHD Installed, Vendor Supported			\$0.00	\$3,000.00	\$5,000.00	\$20,000.00	\$7,785.00	\$4,400.00

PERPETUAL/ON-PREMISE:									
1	First Year license fees	12	MO	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2	Ongoing annual license fees, maintenance and support.	12	MO	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
3	Implementation costs including data conversion and ACHD Staff Training.	1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4	Anticipated travel and out-of-pocket costs for the implementation project.	1	EA	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
PERPETUAL/ON-PREMISE TOTAL BID AMOUNT				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

SOFTWARE AS A SERVICE:									
1	First Year license fees	12	MO	\$6,902.70	\$6,902.70	\$5,882.00	\$9,275.35	\$5,610.00	\$0.00
				\$82,832.40	\$82,832.40	\$70,584.00	\$111,304.20	\$67,320.00	\$0.00
2	Ongoing annual license fees, maintenance and support.	12	MO	\$6,902.70	\$6,902.70	\$5,882.00	\$0.00	\$5,610.00	\$7,940.50
				\$82,832.40	\$82,832.40	\$70,584.00	\$0.00	\$67,320.00	\$95,286.00
3	Implementation costs including data conversion and ACHD Staff Training.	1	EA	\$0.00	\$0.00	\$0.00	\$12,000.00	\$0.00	\$0.00
				\$0.00	\$0.00	\$0.00	\$12,000.00	\$0.00	\$0.00
4	Anticipated travel and out-of-pocket costs for the implementation project.	1	EA	\$0.00	\$0.00	\$0.00	\$20,000.00	\$0.00	\$0.00
				\$0.00	\$0.00	\$0.00	\$20,000.00	\$0.00	\$0.00
SOFTWARE AS A SERVICE TOTAL BID AMOUNT				\$165,664.80	\$165,664.80	\$141,168.00	\$143,304.20	\$134,640.00	\$95,286.00

SUMMARY:									
SUMMARY TOTAL BID AMOUNT				\$165,664.80	\$207,579.80	\$212,368.00	\$224,899.63	\$229,653.50	\$199,760.50

NOTES:	
Samsara Networks Inc.:	Samsara did not fill out the Cost Proposal as we asked them to. They left a note about the Hardware Section and then their Software as a Service Total they put in the annual cost per unit - there are 346 units so the monthly cost is \$6,902.70 for a total of : \$82,832.40 per year.
Marshall and Associates:	Marshall did not fill out the Cost Proposal as we asked them to. Their Software as a Service Total they put in the annual cost per unit - there are 346 units so the monthly cost is \$5,882.00 for a total of : \$70,584.00 per year.
GoFleet Corporation:	GoFleet Service Total is incorrect due to them not adding all the amounts up correctly.