

Minot - Streets Suite



Item	Product	Licenses	Services	Expenses	Hardware	Installation	Discount	Total
Core Components								
	TripSpark Streets - CAD/AVL Solution	\$53,550	\$85,544	\$5,625	\$0	\$0	(\$48,195)	\$96,524
	myDrive In-Vehicle MDT & Vehicle Gateway	\$5,250	\$28,515	\$5,625	\$54,440	\$9,375	(\$4,725)	\$98,479
								\$195,003
In-Vehicle Add-Ons								
	Automatic Passenger Counters	\$0	\$24,338	\$3,200	\$37,810	\$11,250	\$0	\$76,598
	Headsign Integration	\$2,620	\$9,075	\$0	\$1,480	\$3,125	(\$2,358)	\$13,942
	TextSpeak Annunciator	\$5,250	\$35,888	\$3,200	\$34,324	\$8,750	(\$4,725)	\$82,687
	Sunrise Internal LED Signs	\$0	\$0	\$0	\$14,510	\$0	\$0	\$14,510
	CradlePoint Modems	\$0	\$6,600	\$0	\$31,004	\$5,625	\$0	\$43,229
								\$230,965
Back Office Add-Ons								
	MyRide/Dynamic Passenger Information	\$12,080	\$3,300	\$0	\$0	\$0	(\$10,872)	\$4,508
	MyRide Native Apps	\$7,750	\$21,450	\$0	\$0	\$0	(\$6,975)	\$22,225
	Web Services	\$22,050	\$3,300	\$0	\$0	\$0	(\$19,845)	\$5,505
	GTFS Real Time Feed	\$19,950	\$4,950	\$0	\$0	\$0	(\$17,955)	\$6,945
								\$39,183
Total								\$465,151

Extended Warranty Pricing	Year 1	Total
myDrive In-Vehicle MDT & Vehicle Gateway	\$1,475	\$1,475
TextSpeak Annunciator	\$1,820	\$1,820
		\$3,295

Software Maintenance	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Streets CAD/AVL	\$10,710	\$11,246	\$11,808	\$12,398	\$13,018	\$59,180
myDrive In-Vehicle MDT & Vehicle Gateway	\$1,050	\$1,103	\$1,158	\$1,216	\$1,276	\$24,368
Web Services	\$4,410	\$4,631	\$4,862	\$5,105	\$5,360	\$24,368
MyRide/Dynamic Passenger Information	\$2,416	\$2,537	\$2,664	\$2,797	\$2,937	\$13,350
MyRide Native Apps	\$1,938	\$2,034	\$2,136	\$2,243	\$2,355	\$10,706
Automatic Passenger Counters	\$3,063	\$3,216	\$3,377	\$3,546	\$3,723	\$16,925
Headsign Integration	\$524	\$550	\$578	\$607	\$637	\$2,895
GTFS Real Time Feed	\$3,990	\$4,190	\$4,399	\$4,619	\$4,850	\$22,047
TextSpeak Annunciator	\$1,050	\$1,103	\$1,158	\$1,216	\$1,276	\$5,802
						\$161,075

Maintenance commences with first operational use of the software, is paid yearly, and is based on then current license value of software in use.
24/7 support is provided via TripSpark's standard support procedures.

Pricing is based on the following operational metrics:

Fixed Route Vehicles 10

Prices are budgetary only, in US dollars and valid for 90 days.

All applicable sales/use taxes are additional and payment of such is the sole responsibility of the purchaser.

Payment Terms

- Milestone 1: 100% of License fees (and hosting services if applicable) due upon execution of the Agreement.
- Milestone 2: 100% Equipment hardware due upon drop ship delivery to Customer site.
- Milestone 3: 25% of Services and Expenses due upon delivery of draft Operational Review document
- Milestone 4: 25% of Services and Expenses due upon installation of Software
- Milestone 5: 25% of Services and Expenses due upon delivery of initial training session
- Milestone 6: 25% of Services and Expenses due upon System Acceptance

Spare Hardware

- Additional spare in-vehicle equipment should be purchased to support swap-out maintenance.
- TripSpark recommends a minimum spare ratio of 5%, one spare unit per training kit is required to conduct driver training.

Assumptions

Client will be responsible for providing the following if not hosted by TripSpark:

Client is responsible for the computer hardware & off-the-shelf software as per TripSpark's most current specifications.

TripSpark will provide:

- All of the onboard equipment included above
- Technical services to include: project management; system testing; 'train the trainer' training; implementation; and remote support.

Client will be responsible for providing the following:

- Space, power, network (LAN/WAN) connectivity, for required servers and workstations.
- Access to the servers via the internet (i.e. VPN, PCAnywhere) to support remote trouble-shooting/support.
- Provision/configuration of router/firewall to allow two-way IP based communications with the mobile devices.
- Public data network activations and monthly airtime subscriptions for each vehicle.
- Wi-Fi access points at the garages.
- Swap-out maintenance of in-vehicle equipment during and after the warranty period.
- Data entry/verification including but not limited to stops, routes, schedules, timepoints.
- Third party interface fees to existing agency equipment (incl. fareboxes, annunciators, onboard signs, etc.)

Interfacing with Google's technical team for GTFS export, including testing and schedule adjustments required to get approval.
SQL for databases for all TripSpark Software

Dynamic Passenger Information / My Ride Assumptions

* SMS requires annual contract with monthly service charges and message fees based on number of messages sent or received
Client will be responsible for monthly transaction fees of \$0.02 per SMS message. TripSpark will bill monthly.
Client responsible for providing MyRide server and OS as specified by TripSpark
MyRide requires a Google Maps API key, the costs of which are the responsibility of the client. Use of the MyRide Native App may increase these costs
Client Responsible for purchase of Google and/or Apple developer Accounts

Automated Passenger Counter Assumptions

* Other configurations are available for additional doors and/or wider door widths, pricing will vary accordingly.