CTS Software

ORDER PACKET

Contract#APTS-21-S-CTS

Intelligent Transportation Systems (ITS)/Technology

Solutions for Public Transit

<u>**CONTRACT #APTS-21-S-CTS**</u>

ORDER PACKET FOR

CTS Software

<u>General Information</u>

The Transit Research Inspection Procurement Services Program (TRIPS) issued Proposal #APTS-21-S-CTS to establish a series of state contracts for the purchase of Intelligent Transportation Systems (ITS)/Technology Solutions for Public Transit.

This Order Packet is for Contract # APTS-21-S-CTS, which was awarded to CTS Software <mark>DATE</mark> to provide Intelligent Transportation Systems (ITS)/Technology Solutions for Public Transit.

This Order Packet contains the necessary instructions and forms for agencies to place an order with CTS to purchase these components. This Order Packet also provides guidance and clarity on the relationships between the seller, the buyer, and Florida DOT's TRIPS program.

The complete Contract # APTS-21-S-CTS is accessible from the TRIPS website http://tripsflorida.org/ and contains the following sections:

- Part 1 - General Requirements and Conditions, and Contractual Provisions (Including all U.S. DOT Federal Transit Administration certifications)
- Part 2 - Technical Specifications
- Part 3 - Quality Assurance Provisions

For further information on the TRIPS program and Contract #APTS-21-S-CTS, please contact either Carlton Allen (850-921-7345) or Lazara Stinnette (813-974- 0695) at the University of South Florida, Center for Urban Transportation Research (CUTR).

<u>Vendor Information</u>

To place an order for component(s) under Contract #APTS-21-S-CTS, contact Adam Fox at CTS Software.

- **Address:**   CTS Software
                          PO Box 57
                          Swansboro, NC 28584
- **Telephone #:**   800-704-0064
- **Email:**   Adam.Fox@cts-software.com
- **Contact Person:**   Adam Fox

<u>Procedures for Ordering</u>

The following sections provide guidance to be used by the vendor and the agencies in the ordering, delivery, acceptance and payment for components procured under this contract. All parties are advised to fully review the full contract document available on the TRIPS website. Contract #APTS-21-S-CTS will be the governing document.

Agencies should understand that each order placed with and acknowledged by CTS SOFTWARE constitutes a contract between the purchaser and CTS SOFTWARE only. The contract implies no duties or responsibilities by the University of South Florida, Center for Urban Transportation Research, or the Florida Department of Transportation. The terms and conditions of this contract are to be administered and enforced by and between the ordering agency and the vendor.

<u>ORDERING INSTRUCTIONS</u>

Agencies must utilize the order form in this Order Packet to place their orders. Most agencies already have an idea on the type of component(s) they need. Agencies should work closely with CTS SOFTWARE to develop and finalize their plans. Based upon this consultation, CTS SOFTWARE will develop a proposed order based on the Agency's needs and transmit a copy of the plan to the Agency for verification and approval.

Contract #APTS-21-S-CTSis to provide Intelligent Transportation Systems (ITS)/Technology Solutions for Public Transit.

Included in this Order Packet is the order form that provides:

- Component options and descriptions
- Component prices
- Installation options and prices

Please complete the order form by placing the number of items in the corresponding quantity column. Multiply the dollar figure in the cost column by the number of items in the quantity column to calculate a total cost for that item. Enter that amount in the total cost column. Add the total cost column amounts together to arrive at the grand total for the chosen components. The grand total will be the figure used on the Agency's purchase order.

Once the details of the order are finalized, an Agency purchase order must accompany all orders placed with CTS Software.

CTS SOFTWARE will provide written confirmation to the Agency and/or CUTR of the receipt of the order within seventy-two (72) hours of receiving the order with purchase order. At a minimum, the acknowledgement of the order will contain:

- The Agency's purchase order number
- The date the order was received
- The estimated delivery date (when available)

DELIVERY

Components must be delivered to Agency within sixty (60) days from receipt of purchase order.

The components shall be delivered with all Contractor/manufacturer's quality control checklists including final inspection (properly completed and signed by vendor. Other documents/items required at delivery include:

- Warranty Papers (forms, policy, procedures)
- Operators' manual
- Invoice (To include contract number, P.O. number, and agency name)

FINAL ACCEPTANCE

Delivery of the component(s) by CTS SOFTWARE does not constitute acceptance by the Agency. The component(s) will be considered "accepted" upon passing the inspection and once the Agency accepts the component in writing.

The terms of the contract state that an Agency has ten (10) calendar days after receiving the component(s) to perform a Post Delivery Inspection and issue either a "Letter of Acceptance" or a "Letter of Rejection" to VENDOR and the Florida DOT District Office contact. The "Letter of Rejection" will state and describe the areas to be found in noncompliance with the bid specifications, incompleteness, or any defective or damaged parts. Both of the letters are issued as a function of the DATACenter.

A component should be rejected if any items are missing, defective, altered, incorrect, or incomplete. In the event component(s) are delivered incomplete or contains any defective or damaged parts, the said parts will be removed and replaced by CTS SOFTWARE. New parts will be furnished and installed by CTS SOFTWARE at no cost to the Agency. If there is work involved, warranty or otherwise, to repair or place the component(s) in proper complete condition, such repairs will be made by an approved firm in accordance to the warranty provisions of the contract. Placing the component(s) in revenue service will automatically constitute "acceptance". In such circumstances, a "Letter of Acceptance" should still be issued to CTS SOFTWARE via letter of Acceptance of the components shall not release the Contractor from liability for faulty workmanship or materials.

PAYMENT

For all component purchases the Agency should approve and process its purchase order to allow a check for the total amount to be sent to CTS SOFTWARE for the total cost of the components(s) within five (5) days after the delivery and/or acceptance of the component(s

The total purchase price should be paid in full within sixty (60) days after acceptance of each component. Agencies should note that failure to meet the net 60-day payment terms could result in the assessment of interest and other penalties. Terms are those shown in Price Proposal Form F of the contract document. A 2% monthly service charge will be added to all past due accounts.

EXHIBIT A

ORDER FORM

Florida Department of Transportation
Modal Development Office

ORDER FORM

Contract #APTS-21-S-CTS

CTS Software

Agency Name: City of Key West   **Date:**_____

Purchase Order Number:_____ **Contact Person:** Rogelio Hernandez

Telephone Number: 305-809-3915   **Email:** rhernandez@cityofkeywest-fl.gov

PLEASE NOTE: Prices may vary based on quantities purchased to accommodate for individual agency needs. Pricing shown in the order form are based on one, 10 or more, and 25 or more units.

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Closed loop FM communications	Not Offered	Not offered	Not offered			
Single point vehicle log-in (AVL, AVA, Farebox, Destination Sign, etc.) Integration proposed with Passio Technologies	See below	See below	See below			
Associated hardware price	Included	Included	Included			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	Included	Included	Included			
5 year extended warranty	Included	Included	Included			

APTS-21-S-CTS   **April 2022**

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Item Subtotal	*****	*****	*****	*****	*****	
Video surveillance system integration Installation, Shipping, Warranty included. ^ = other quantities availalble. There can be 1 - 8 cameras per vehicle.	See below	See below	See below			
Associated hardware price	^$1,425 (4 camera install)	^$14,250.00 (4 camera install)	^$35,625.00 (4 camera install)			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	$540.00	$5,400.00	$13,500.00			
5 year extended warranty	$2,700.00	$27,000.00	$67,500.00			
Item Subtotal	*****	*****	*****	*****	*****	
Automated pre/post-trip system	See below	See below	See below			
Associated hardware price	Included	Included	Included			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			

APTS-21-S-CTS   **April 2022**

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	Included	Included	Included			
5 year extended warranty	Included	Included	Included			
Item Subtotal	*****	*****	*****	*****	*****	
Automatic voice annunciation (AVA) Lot = this is not a per vehicle cost but rather a one-time cost regardless of the number of vehicles.	See below	See below	See below			
Associated hardware price	$730.50	$7,305.00	$18,262.50	$703.50	24	$ 16,884.00
Software price	$4,995.00 (lot)	$4,995.00 (lot)	$4,995.00 (lot)	$4,9995.00	1	$ 4,995.00
Licensing price	$648.00	$6,480.00	$16,200.00	$ 648.00	24	$ 15,552.00
Hardware installation price per hour	$450.00	$4,500.00	$11,250.00	$ 450.00	24	$ 10,800.00
Software installation price per hour	NA	NA	NA			
Integration price per hour	NA	NA	NA			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	$304.00	$3,040.00	$7,600.00	$ 304.00	24	$ 7,296.00
5 year extended warranty	$1,520.00	$15,200.00	$38,000.00			
Item Subtotal	*****	*****	*****	*****	*****	$ 55,527.00
Automatic passenger counter (APC) Pricing is assumed vehicles have double door entry. Lot = this is not a per vehicle cost but rather a one-time cost regardless of the number of vehicles.	See below	See below	See below			

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Associated hardware price	$3,224.00 ($1,275 per door (assume 2 doors) = $2,550.00 + $674.00 per vehicle)	$32,240.00 ($1,275 per door (assume 2 doors) = $25,500.00 + ($674.00 per vehicle x 10)= $6,740.00)	$80,600 ($1,275 per door (assume 2 doors) = $63,750.00 + ($674.00 per vehicle x 25)= $16,850.00)	$1,949.00 $3,224.00	4 20	$ 7,796.00 $ 64,480.00
Software price	$3,495.00 (lot)	$3,495.00 (lot)	$3,495.00 (lot)	$ 3,495.00	1	$ 3,495.00
Licensing price	$657.00	$6,570.00	$16,425.00	$ 657.00	24	$ 15,758.00
Hardware installation price per hour	$700.00	$7,000.00	$17,500.00	$ 700.00	24	$ 16,800.00
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	$553.00	$5,530.00	$138,525.00	$ 553.00	24	$ 13,272.00
5 year extended warranty	$2,765.00	$27,650.00	$69,125.00			
Item Subtotal	*****	*****	*****	*****	*****	$ 121,601.00
Automatic Bicycle counter (ABC): Not Offered	Not offered	Not offered	Not offered			
Pedestrian recognition / warning system	Not Offered	Not offered	Not offered			
Collision avoidance system (Lane departure, hazard recognition): Not offered	Not offered	Not offered	Not offered			
Pedestrian warning system: Not offered	Not offered	Not offered	Not offered			

Florida Department of Transportation
Modal Development Office

Order Packet

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
On-board infotainment system: Hardware Price includes mounting, cabling, and 3 year bundled factory warranty and 2 years of extended support inclusive of base CMS license with self-managed support. *Licensing for Transitpoint family of visual applications. Is not required for wayfinding or non-schedule applications.	See below	See below	See below			
Associated hardware price	$3,896-$6,767	$3,896-$6,767	$3,896-$6,767			
MPTV-M28uw	$4,095.00	$4,095.00	$4,095.00			
MPTV-M24-Lite Does not support mirrored display outputs	$4,855.00	$4,855.00	$4,855.00			
Models below requires at least one equivalent primary display per vehicle						
MPTV-M24	$5,129.00	$5,129.00	$5,129.00			
MPTV-M24s	$4,495.00	$4,495.00	$4,495.00			
MPTV-M27v	$6,100.00	$6,100.00	$6,100.00			
MPTV-M27vs	$5,350.00	$5,350.00	$5,350.00			
MPTV-M37sw	$6,590.00	$6,590.00	$6,590.00			
MPTV-M37sws	$5,395.00	$5,395.00	$5,395.00			
MPTV-M48uw	$7,995.00	$7,995.00	$7,995.00			
MPTV-M48uws	$5,995.00	$5,995.00	$5,995.00			
Software price	$250/screen	$250/screen	$250/screen			
Licensing price	*$199/year	*$199/year	*$199/year			
Hardware installation price per hour	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate			
Software installation price per hour	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate			
Integration price per hour	$85.00	$85.00	$85.00	$ 85.00	35	$ 2,975.00
Training price per hour	$75.00	$75.00	$75.00			

APTS-21-S-CTS   **April 2022**

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Maintenance price per hour	$95.00	$95.00	$95.00			
Fees	NA	NA	NA			
Other price: Project Management Support: $75/hr Development: $110/hr Consulting: $145 Optional Co-Managed Support: $350/yr Optional Fully Managed Support: $650/yr	See notes	See notes	See notes			
Annual SaaS	NA	NA	NA			
5 year extended warranty	NA	NA	NA			
Item Subtotal	*****	*****	*****	*****	*****	$ 2,975.00
Passenger Wi-Fi: Lot = this is not a per vehicle cost but rather a one-time cost regardless of the number of vehicles.	See below	See below	See below			
Associated hardware price	$674.00	$6,740.00	$16,850.00	* Included in APC section above.		
Software price	$995.00 (lot)	$995.00 (lot)	$995.00 (lot)	$ 995.00	1	$ 995.00
Licensing price	$194.00	$1,940.00	$1,940.00	$ 194.00	24	$ 4,656.00
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	$891.60 Includes 5GB of Pooled data per vehicle	$8,916 ($891.60 x 10) Includes 5GB of Pooled data per vehicle	$22,290.00	$ 214.00 * Client to supply all Cellular service for	24 SIMM Cards & all routers.	$ 5,136.000

APTS-21-S-CTS   **April 2022**

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
5 year extended warranty	$4,458.00	$44,580.00	$111,450.00			
Item Subtotal	*****	*****	*****	*****	*****	$ 10,787.00
Automatic Vehicle Location and Computer Aided Dispatch (CAD/AVL) TripMaster maintenance fees are monthly. * = optional purchase through TripMaster	See below	See below	See below			
Associated hardware price	*$495.00	*4,950.00	*$12.375.00			
Software price	$695.00	$6,950.00	$17,375.00			
Licensing price	NA	NA	NA			
Hardware installation price per hour	*$220.00	*$2,200.00	*$5,500.00			
Software installation price per hour	Included	Included	Included			
Integration price per hour	NA	NA	NA			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	$540.00	$5,400.00	$13,500.00			
5 year extended warranty	$2,700.00	$27,000.00	$67,500.00			
Item Subtotal	*****	*****	*****	*****	*****	$
Fixed route "run-cut" scheduling system	See below	See below	See below			
Associated hardware price	Included	Included	Included			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	$120.00	$1,200.00	$3,000.00			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Fees	NA	NA	NA			
Other price	Onboarding & Training starting at $14,400	Onboarding & Training starting at $14,400	Onboarding & Training starting at $14,400			
Annual SaaS	$600.00	$6,000.00	$15,000.00			
5 year extended warranty	$3,000.00	$30,000.00	$75,000.00			
Item Subtotal	*****	*****	*****	*****	*****	
Paratransit management system Lot = this is not a per vehicle cost but rather a one-time cost regardless of the number of vehicles. * = Optional purchase through TripMaster. This is the cost per hour for development if development is needed	See below	See below	See below			
Associated hardware price	Included	Included	Included			
Software price	$11,995.00 (Lot)	$11,995.00 (Lot)	$11,995.00 (Lot)			
Licensing price	$475.00 per username and password	$475.00 per username and password	$475.00 per username and password			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	*$150.00	*$150.00	*$150.00			
Training price per hour	$5,000.00 (1 trip, 5 days)	$5,000.00 (1 trip, 5 days)	$5,000.00 (1 trip, 5 days)			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	$4,200.00 (Lot)	$4,200.00 (Lot)	$4,200.00 (Lot)			

APTS-21-S-CTS   **April 2022**

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
5 year extended warranty	########	$21,000.00	$21,001.00			
Item Subtotal	*****	*****	*****	*****	*****	
Centralized AVL database control system (facilitates local updating for route and schedule changes into the AVL system): Included in Real Time Solution	See below	See below	See below			
Associated hardware price	Included in Real Time Solution	Included in Real Time Solution	Included in Real Time Solution			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	Included	Included	Included			
5 year extended warranty	Included	Included	Included			
Item Subtotal	*****	*****	*****	*****	*****	
Automated Vehicle Monitoring: Included in Maintenance monitoring	Included	Included	Included			
Associated hardware price	Included in maintenance monitoring	Included in maintenance monitoring	Included in maintenance monitoring			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			

14

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	Included	Included	Included			
Other price	Included	Included	Included			
Annual SaaS	Included	Included	Included			
5 year extended warranty	Included	Included	Included			
Item Subtotal	*****	*****	*****	*****	*****	
Open data exports and reporting: Included with all our solutions to be able to export data and report	Included	Included	Included			
Associated hardware price	Included	Included	Included			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	Included	Included	Included			
Other price	Included	Included	Included			
Annual SaaS	Included	Included	Included			
5 year extended warranty	Included	Included	Included			
Item Subtotal	*****	*****	*****	*****	*****	
Fare collection/payment solution	See below	See below	See below			
Associated hardware price	Included	Included	Included			

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Software price	$295.00	$2,950.00	$7,375.00			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	$180.00	$1,800.00	$4,500.00			
5 year extended warranty	$900.00	$9,000.00	$22,500.00			
Item Subtotal	*****	*****	*****	*****	*****	
Fare revenue reporting	See below	See below	See below			
Associated hardware price	Included	Included	Included			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	Included	Included	Included			
5 year extended warranty	Included	Included	Included			
Item Subtotal	*****	*****	*****	*****	*****	
Ridership reporting	Included	Included	Included			

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Associated hardware price	Included	Included	Included			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	NA	NA	NA			
Fees	NA	NA	NA			
Other price	Included	Included	Included			
Annual SaaS	Included	Included	Included			
5 year extended warranty	Included	Included	Included			
Item Subtotal	*****	*****	*****	*****	*****	
Passenger complaint/commendation tracking and reporting system: Lot = this is not a per vehicle cost but rather a one-time cost regardless of the number of vehicles.	See below	See below	See below			
Associated hardware price	Included	Included	Included			
Software price	$895.00 (lot)	$895.00 (lot)	$895.00 (lot)	$ 895.00	1	$ 895.00
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	$4,778.00 (lot)	$4,778.00 (lot)	$4,778.00 (lot)	$,4778.00	1	$ 4,778.00

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
5 year extended warranty	########	$23,890.00	$23,890.00			
Item Subtotal	*****	*****	*****	*****	*****	$ 5,673.00
Operational reporting: Included in Real Time Solution	See below	See below	See below			
Associated hardware price	Included in Real Time Solution	Included in Real Time Solution	Included in Real Time Solution			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	Included	Included	Included			
5 year extended warranty	Included	Included	Included			
Item Subtotal	*****	*****	*****	*****	*****	
Incident reporting: Included in Real Time Solution	See below	See below	See below			
Associated hardware price	Included in Real Time Solution	Included in Real Time Solution	Included in Real Time Solution			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			

APTS-21-S-CTS   **April 2022**

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	Included	Included	Included			
5 year extended warranty	Included	Included	Included			
Item Subtotal	*****	*****	*****	*****	*****	
Ridership reporting system	See below	See below	See below			
Associated hardware price	Included	Included	Included			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	Included	Included	Included			
5 year extended warranty	Included	Included	Included			
Item Subtotal	*****	*****	*****	*****	*****	
Human resources / payroll system: Not offered	Not offered	Not offered	Not offered			
Payroll management system: Not offered	Not offered	Not offered	Not offered			
Real-time passenger information system (mobile app, SMS messaging and web site solution) Lot = this is not a per vehicle cost but rather a one-time cost regardless of the number of vehicles.	See below	See below	See below			
Associated hardware price	$1,090.50	$10,905.00	$27,262.50	$ 1,090.50	24	$ 26,280.00

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Software price	$1,995.00 (Lot)	$1,995.00 (Lot)	$1,995.00 (Lot)	$ 1,995.00	LOT	$ 1,995.00
Licensing price	$149.00	$1,490.00	$3,725.00	$ 149.00	24	$ 3,576.00
Hardware installation price per hour	$650.00	$6,500.00	$16,250.00	$ 650.00	24	$15,600.00
Software installation price per hour	NA	NA	NA			
Integration price per hour	NA	NA	NA			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	$402.91	$4,029.10	$10,072.75	$ 402.91	24	$ 9,669.84
5 year extended warranty	$2,014.55	$20,145.50	$20,363.75			
Item Subtotal	*****	*****	*****	*****	*****	$ 57,120.84
Transit center bus bay real-time electronic signage: Hardware Price includes mounting, cabling, and 5 year bundled factory warranty inclusive of base CMS license with self managed support. *Licensing for Transitpoint family of visual applications. Is not required for wayfinding or non-schedule applications.	See below	See below	See below			
Associated hardware price	$8,204.00-$19,296.00	$8,204.00-$19,296.00	$8,204.00-$19,296.00			
MPTV-L24r-P4	$8,204.00	$8,204.00	$8,204.00			
MPTV-EX29sw	$9,115.00	$9,115.00	$9,115.00			
MPTV-EX37sw	########	$11,006.00	$11,006.00			
MPTV-EX37sw-Dual	########	$17,596.00	$17,596.00			
MPTV-EX48uw	########	$11,545.00	$11,545.00			
MPTV-EX48uw-Dual	########	$18,296.00	$18,296.00			
MPTV-EX49sw	########	$12,895.00	$12,895.00			
MPTV-EX49sw-Dual	########	$19,296.00	$19,296.00			

APTS-21-S-CTS   **April 2022**

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
MPTV-E29lpsw	########	$15,343.00	$15,343.00			
Software price	$250/screen	$250/screen	$250/screen			
Licensing price	*$199/year	*$199/year	*$199/year			
Hardware installation price per hour	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate			
Software installation price per hour	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate			
Integration price per hour	$85.00	$85.00	$85.00			
Training price per hour	$75.00	$75.00	$75.00			
Maintenance price per hour	$95.00	$95.00	$95.00			
Fees	NA	NA	NA			
Other price: Project Management Support: $75/hr Development: $110/hr Consulting: $145 Optional Co-Managed Support: $350/yr Optional Fully Managed Support: $650/yr	See notes	See notes	See notes			
Annual SaaS	NA	NA	NA			
5 year extended warranty	NA	NA	NA			
Item Subtotal	*****	*****	*****	*****	*****	
Transit center real-time informational electronic displays: Hardware Price includes mounting, cabling, and 5 year bundled factory warranty inclusive of base CMS license with self managed support. *Licensing for Transitpoint family of visual applications. Is not required for wayfinding or non-schedule applications.	See below	See below	See below			
Associated hardware price	$9,420.00-$29,943.00	$9,420.00-$29,943.00	$9,420.00-$29,943.00			

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
MPTV-EX43 / EX43v	$9,420.00	$9,420.00	$9,420.00			
MPTV-EX49v	########	$10,445.00	$10,445.00			
MPTV-EXD32pv-LB	########	$11,445.00	$11,445.00			
MPTV-EXD32/32kv	########	$11,745.00	$11,745.00			
MPTV-EXD43pv-LB	########	$12,795.00	$12,795.00			
MPTV-EX55 / EX55v	########	$12,795.00	$12,795.00			
MPTV-EXD32pv-Dual	########	$14,145.00	$14,145.00			
MPTV-EX65/EX65v	########	$14,145.00	$14,145.00			
MPTV-EXD43pv	########	$16,108.00	$16,108.00			
MPTV-EX49-Dual	########	$16,346.00	$16,346.00			
MPTV-EX43-dual	########	$16,513.00	$16,513.00			
MPTV-EX43kv	########	$12,395.00	$12,395.00			
MPTV-EXD39kvw-Dual	########	$13,988.00	$13,988.00			
MPTV-EX49kv	########	$15,708.00	$15,708.00			
MPTV-EXD32kv-Dual	########	$21,845.00	$21,845.00			
MPTV-EX55kv	########	$16,445.00	$16,445.00			
MPTV-EXD55kv	########	$18,408.00	$18,408.00			
MPTV-EX55kv-LB	########	$19,145.00	$19,145.00			
MPTV-EX49kv-Dual	########	$19,145.00	$19,145.00			
MPTV-EXD32kv	########	$18,245.00	$18,245.00			
MPTV-EX55kv-Dual	########	$21,845.00	$21,845.00			
MPTV-EXD55kv-Dual	########	$29,943.00	$29,943.00			
Software price	$250/screen	$250/screen	$250/screen			
Licensing price	*$199/year	*$199/year	*$199/year			
Hardware installation price per hour	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate			

Florida Department of Transportation
Modal Development Office

Order Packet

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Software installation price per hour	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate			
Integration price per hour	$85.00	$85.00	$85.00			
Training price per hour	$75.00	$75.00	$75.00			
Maintenance price per hour	$95.00	$95.00	$95.00			
Fees	NA	NA	NA			
Other price: Project Management Support: $75/hr Development: $110/hr Consulting: $145 Optional Co-Managed Support: $350/yr Optional Fully Managed Support: $650/yr	See notes	See notes	See notes			
Annual SaaS	NA	NA	NA			
5 year extended warranty	NA	NA	NA			
Item Subtotal	*****	*****	*****	*****	*****	
Bus stop electronic signage (super stops and select bus stops): Hardware Price includes mounting, cabling, and 5 year bundled factory warranty inclusive of base CMS license with self managed support. *Licensing for Transitpoint family of visual applications. Is not required for wayfinding or non-schedule applications	See below	See below	See below			
Associated hardware price	$5,420.00-$18,995.00	$5,420.00-$18,995.00	$5,420.00-$18,995.00			
MPTV-E13Elp	$7,495.00	$7,495.00	$7,495.00			
MPTV-EX10Rlp	$7,495.00	$7,495.00	$7,495.00			
MPTV-E29Elpsw	########	$15,343.00	$15,343.00			
MPTV-E32Elp	########	$14,095.00	$14,095.00			
MPTV-EX32Rlp	########	$22,395.00	$22,395.00			

APTS-21-S-CTS   **April 2022**

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
MPTV-E24v	$6,545.00	$6,545.00	$6,545.00			
MPTV-E32/E32v	$7,468.00	$7,468.00	$7,468.00			
MPTV-EX29sw	$9,115.00	$9,115.00	$9,115.00			
MPTV-EX37sw	########	$11,006.00	$11,006.00			
MPTV-EX48uw	########	$11,545.00	$11,545.00			
MPTV-EX49sw	########	$12,895.00	$12,895.00			
MPTV-L24r-P4	$8,204.00	$8,204.00	$8,204.00			
Software price	$250/screen	$250/screen	$250/screen			
Licensing price	*$199/year	*$199/year	*$199/year			
Hardware installation price per hour	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate			
Software installation price per hour	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate	$105 DBE rate $95 MPM rate			
Integration price per hour	$85.00	$85.00	$85.00			
Training price per hour	$75.00	$75.00	$75.00			
Maintenance price per hour	$95.00	$95.00	$95.00			
Fees	NA	NA	NA			
Other price: Project Management Support: $75/hr Development: $110/hr Consulting: $145 Optional Co-Managed Support: $350/yr Optional Fully Managed Support: $650/yr	See notes	See notes	See notes			
Annual SaaS	NA	NA	NA			
5 year extended warranty	NA	NA	NA			
Item Subtotal	*****	*****	*****	*****	*****	
Garage WLAN: Not Offered	Not offered	Not offered	Not offered			

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Vehicle Telematics connectivity: Lot = this is not a per vehicle cost but rather a one-time cost regardless of the number of vehicles.	See below	See below	See below			
Associated hardware price	$655.00	$6,555.00	$16,375.00			
Software price	$579.50 (Lot)	$579.50 (Lot)	$579.50 (Lot)			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	$63.44	$634.40	$1,586.00			
5 year extended warranty	$317.20	$3,172.00	$7,930.00			
Item Subtotal	*****	*****	*****	*****	*****	
Maintenance management system: Lot = this is not a per vehicle cost but rather a one-time cost regardless of the number of vehicles.	See below	See below	See below			
Associated hardware price	Included	Included	Included			
Software price	$35,300 (lot)	$35,300.00 (lot)	$35,300.00 (lot)			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			

25

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	$5,705.56 ($555.56 + $5,150 annually for alerts)	$10,705.60 ($555.56 x 10 = $5,555.60 + $5,150 annually for alerts)	$19,039.00 ($555.56 x 25 = $13,889.00 + $5,150.00 annually for alerts)			
5 year extended warranty	$28,527.80	$53,528.00	$95,195.00			
Item Subtotal	*****	*****	*****	*****	*****	
Yard management system: Not offered	Not offered	Not offered	Not offered			
Automated fuel management system: Add on with Maintenance Management System in Tier 2. Lot = this is not a per vehicle cost but rather a one-time cost regardless of the number of vehicles.	See below	See below	See below			
Associated hardware price	Included	Included	Included			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	NA	NA	NA			
Other price	NA	NA	NA			
Annual SaaS	$2,575.00 (lot)	$2,575.00 (lot)	$2,575.00 (lot)			
5 year extended warranty	$12,875.00	$12,875.00	$12,875.00			
Item Subtotal	*****	*****	*****	*****	*****	

APTS-21-S-CTS   **April 2022**

Software, Systems, and Components	Price Per Vehicle	Price per vehicles 10 or more	Price per vehicles 25 or more	Item Cost	QTY	Total Cost
Maintenance work order / inventory management system: Included in the Maintenance Management System	Included	Included	Included			
Associated hardware price	Included	Included	Included			
Software price	Included	Included	Included			
Licensing price	Included	Included	Included			
Hardware installation price per hour	Included	Included	Included			
Software installation price per hour	Included	Included	Included			
Integration price per hour	Included	Included	Included			
Training price per hour	Included	Included	Included			
Maintenance price per hour	Included	Included	Included			
Fees	Included	Included	Included			
Other price	Included	Included	Included			
Annual SaaS	Included	Included	Included			
5 year extended warranty	Included	Included	Included			
Item Subtotal	*****	*****	*****	*****	*****	
GRAND TOTAL	*****	*****	*****	*****	*****	$ 253,683.84

27

PASSIO TECHNOLOGIES

YOUR CUSTOM SOLUTION QUOTE

City of Key West

Transit Operations Manager

Rogelio Hernandez

rhernandez@cityofkeywest-fl.gov

Quote #: 1749

PLEASE REACH OUT TO PASSIO SALES WITH ANY QUESTIONS SALES@PASSIOTECH.COM

PASSIO
TECHNOLOGIES

Passio Cover Letter

Please review this quote from Passio Technologies to City of Key West

Quote #: 1749

Quote total: $2,101.00 USD

Thank you,

The Passio Team

6100 Lake Forrest Dr

Atlanta 30328

marketing@passiotech.com

www.passiotech.com

![PASSIO TECHNOLOGIES]

Quote

Passio Technologies
6100 Lake Forrest Dr
Atlanta, GA 30328
United States

Quote #	**1749**
Date	**Jul 20, 2023**
Expires	**Oct 18, 2023**
Contact	**Sam Tupman**

Prepared for   City of Key West
Rogelio Hernandez
United States

T: 305-879-1506
E: rhernandez@cityofkeywest-fl.gov

ACCEPT QUOTE

Passio Technologies Quote ETA Text ADD

ETA Text

One-Time Fees

Category	Item	Qty	Price	Total
Setup/License	**ETA Text Back Account Setup** ETA to text request initial setup for a customer account. Includes setting up text codes, testing text back feature, training, and database coordination. This is a one time fee per account. Passio (Code: TXTBSET)	1	$2,101.00	**$2,101.00**
		Total One-Time		**$2,101.00 USD**

Annual Fees

Category	Item	Qty	Price	Total
Recurring	**ETA Text Back Annual Service** ETA text back stop codes and messaging. Annual fee per account. Up to 5,000 text messages per month. Additional text packages available in message increments. Code: TXTBANN	1	$2,974.00	**$2,974.00**
	Base Price		$2,974.00	$2,974.00

Please contact us if you have any questions.

Total Annually	**$2,974.00 USD**

ACCEPT QUOTE

Cost Breakdown

Category	One-Time Fees	Annual Fees
Setup/License	$2,101.00	—
Recurring	—	$2,974.00
Total	**$2,101.00 USD**	**$2,974.00 USD**

Standard Terms and Conditions

- Installation

  - All installation quotes are estimates based on customer provided vehicle information. Limited vehicle availability or undocumented vehicle configuration information may result in increased installation costs and/or trip charges.

- Sales & Use Tax

  - Customers are responsible for all applicable sales tax. If you are sales tax exempt or use taxes are accrued, please provide that documentation at the time of order acceptance.

- Term of Agreement

  - Standard term is 36 months for optimal pricing. Customers have the option to select 60 month term to lock in pricing for an extended period. Lesser term periods are subject to higher recurring fees. After term agreement is completed customer has the option to transition to a new term agreement or month to month arrangement, any price adjustments will be communicated, in writing, at that time. Month to month customers may cancel at any time by providing a minimum of 30 days' written notification.

- Deposit

  - New customers are required to pay a deposit equal to 50% of the one time costs prior to shipment of any equipment or account setup.

PASSIO TECHNOLOGIES

YOUR CUSTOM SOLUTION QUOTE

City of Key West

Transit Operations Manager

Rogelio Hernandez

rhernandez@cityofkeywest-fl.gov

Quote #: 1801

PLEASE REACH OUT TO PASSIO SALES WITH ANY QUESTIONS SALES@PASSIOTECH.COM

PASSIO
TECHNOLOGIES

Passio Cover Letter

Please review this quote from Passio Technologies to City of Key West

Quote #: 1801

Quote total: $41,942.10 USD

Thank you,

The Passio Team

6100 Lake Forrest Dr

Atlanta 30328

marketing@passiotech.com

www.passiotech.com

![Passio Technologies logo]

Quote

Passio Technologies
6100 Lake Forrest Dr
Atlanta, GA 30328
United States

Quote #	**1801**
Date	**Aug 10, 2023**
Expires	**Nov 8, 2023**
Contact	**Sam Tupman**

Prepared for
City of Key West
Rogelio Hernandez
United States

T: 305-879-1506
E: rhernandez@cityofkeywest-fl.gov

ACCEPT QUOTE

Passio Technologies Quote LEDX Headway Sign Integration

LEDX

One-Time Fees

Category	Item	Qty	Price	Total
License	**LED Connect (LEDx) Destination Sign Software License**	24	$515.00	**$12,360.00**†
	Integration with J1708/J1939 exterior destination sign. Includes connection hardware.			
	Controller and software for manufacturer signs required to push sign codes to headway sign from Passio Navigator. Updates to controller still required.			
	Code: 1212020LEDX			
Setup	**LED Connect (LEDx) Setup**	1	$5,154.00	~~$5,154.00~~
				$3,350.10†
	Account setup for J1708/J1939 Destination Signs. Includes mapping of manufacturer sign codes to Passio Navigator routes.			
	Controller and software for manufacturer signs required to push sign codes to headway sign from Passio Navigator. Updates to controller still required.			
	35% Item Discount ($1,803.90)			
	Code: 1212046LEDX			
Hardware	**LED Hardware**	24	$278.00	**$6,672.00**
	Wiring harness, mounts, hardware			
	Code: LEDhard2			

One-Time Subtotal		$24,186.00
Discount		($1,803.90)

Annual Fees

Category	Item	Qty	Price	Total
Recurring	**LED Connect (LEDx) Software Recurring Annual** Per unit annual recurring fee for J1708/J1939 Destination LED sign integration and software management. Controller and software for manufacturer signs required to push sign codes to headway sign from Passio Navigator. Updates to controller still required. Code: 2210029LEDX	24	$122.00	**$2,928.00**[†]

* Recurring fees billed annually with 0 upfront payment(s).

Annual Subtotal	$2,928.00

Installation

One-Time Fees

Category	Item	Qty	Price	Total
Installation	**Installation IF done at same time as TRIPS Contract** Hardware installation and connectivity testing. On site charges, travel, and initial costs. Passio (Code: Install) Component Install: LEDX Installation (LEDXINST) LEDx Engineer (LEDENG)	24	$815.00	**$19,560.00**

One-Time Subtotal	$19,560.00

Summary

† Non-taxable item

Please contact us if you have any questions.

One-Time Subtotal	$43,746.00
Discount	($1,803.90)
Total One-Time	**$41,942.10 USD**
Total Annually	**$2,928.00 USD**

ACCEPT QUOTE

Cost Breakdown

Category	One-Time Fees	Annual Fees
License	$12,360.00	—
Setup	$5,154.00	—
Hardware	$6,672.00	—
Recurring	—	$2,928.00
Installation	$19,560.00	—
Discount	($1,803.90)	—
Total	**$41,942.10 USD**	**$2,928.00 USD**

Standard Terms and Conditions

- Installation

  - All installation quotes are estimates based on customer provided vehicle information. Limited vehicle availability or undocumented vehicle configuration information may result in increased installation costs and/or trip charges.

- Sales & Use Tax

  - Customers are responsible for all applicable sales tax. If you are sales tax exempt or use taxes are accrued, please provide that documentation at the time of order acceptance.

- Term of Agreement

  - Standard term is 36 months for optimal pricing. Customers have the option to select 60 month term to lock in pricing for an extended period. Lesser term periods are subject to higher recurring fees. After term agreement is completed customer has the option to transition to a new term agreement or month to month arrangement, any price adjustments will be communicated, in writing, at that time. Month to month customers may cancel at any time by providing a minimum of 30 days' written notification.
  - Recurring Fees automatically increase annually by 3% or the prevailing Consumer Price Index Rate, whichever is greater, up to a maximum of 5% per year unless otherwise determined by mutual agreement and documented, in writing, by all parties.

- Financial Terms

  - Recurring costs begin at 'go live' which is determined when solutions are fully available and after installation (if required) of available fleet is completed.
  - New customers are required to pay a deposit equal to 50% of the one-time costs prior to shipment of any equipment or account setup.