

VEHICLE TRACKING SYSTEM BID OPENING 01-21-14	GPS INSIGHT, LLC	INTERNATIONAL ROAD DYNAMICS CORP.	ITURAN USA INC.	FLEET FINDER GPS. LLC	LYNX TELEMATICS	TRANSCORE LP	AT&T MOBILITY NATIONAL ACCOUNTS LLC	CALAMP CORP.	TELETRAC, INC	RELTRONICS TECHNOLOGIES, INC
	19001 N SCOTTSDALE RD STE 4 SCOTTSDALE, AZ 85255	2402 SPRING RIDGE DR. STE. E, SPRING GROVE, IL 60081	1700 NW 64TH ST STE 100 FT. LAUDERDALE, FL 33309	314 GRANT ST. ELKHORN, WI 53121	1001 FORD CIRCLE MILFORD, OH 45150	3410 MIDCOURT #102 CARROLTON TX, 75006	7229 PARKWAY DRIVE HANOVER, MD 21076	19144 VAN NESS AVE TORRANCE, CA 90501	7391 LINCOLN WAY GARDEN GROVE, CA 92782	333 METRO PARK STE N 209 ROCHESTER, NY 14623
MONTHLY COST PER DEVICE (Based on 82 devices)	SEE ATTACHED LIST	\$1,476.00	\$2,045.90	\$1,635.90	\$2,788.00	\$1148.00 (NOTE 1)	\$1,722.00	\$1,558.00	\$1,763.00	\$1,963.90
EQUIPMENT COST FOR LIGHT FLEET PER DEVICE (Based on 34 devices)	SEE ATTACHED LIST	\$10,370.00	\$8,466.00	\$4,386.00	\$0.00	\$6177.8 (NOTE 2)	\$99 PER DEVICE (\$45 SHIPPING FEE PER LOCATION)	\$5,950.00	\$8,806.00	\$0.00
EQUIPMENT COST FOR HEAVY FLEET PER DEVICE (Based on 48 devices)	SEE ATTACHED LIST	\$28,320.00	\$11,952.00	\$7,200.00	\$0.00	\$9441.6 (NOTE 3)	\$99 PER DEVICE (\$45 SHIPPING FEE PER LOCATION)	\$8,400.00	\$12,432.00	\$0.00
MONTHLY COST TO INCLUDE ALL THE FEATURES LISTED ABOVE	SEE ATTACHED LIST	\$40,166.00	\$22,463.90	\$13,221.90	SEE COMMENTS BELOW	\$16,767.40	SEE COMMENTS BELOW	\$15,908.00	\$23,001.00	\$1,963.90
AFFIDAVIT COMPLETED	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
COPY OF INSURANCE PROVIDED	YES	NO	YES	YES	NO	YES	NO	NO	YES	NO
COMMENTS:		CHANGES TO ORIGINAL CONTRACT ON PG.4 SEC 1.12B, PARAGRAPH MARKED THROUGH ON PG.12 REGARDING EQUIPMENT	SEE PG.12 FOR ADDITIONAL PRICING OPTIONS	SEE ADDITIONAL NOTES ON PG.12	PRICE IS EQUIPMENT MONITORING FEE, NO UP FRONT COST TO COUNTY.	1) MONTHLY CHARGE PER DEVICE \$14.00 EACH 2) COST PER DEVICE \$181.70 EACH 3) COST PER DEVICE \$196.70 EACH	SEE ADDITIONAL NOTES LISTED ON PG. 16 OF 13 AS WELL AS ADDITIONAL PAGES 1-3 AT THE END OF PROPOSAL	PLEASE SEE ADDITIONAL PRICING SHEET ATTACHED FOR OTHER COSTS INVOLVED	SEE ADDITIONAL COMMENTS ON PG. 12 OF 13	



**JEFFERSON COUNTY**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
729 MAPLE ST / PO BOX 100  
HILLSBORO MO 63050  
WWW.JEFFCOMO.ORG

**Invitation for Bid: VEHICLE TRACKING SYSTEM**

**Date Issued: 12-11-13**

BIDS SHALL BE ACCEPTED UNTIL: TUESDAY, JANUARY 21, 2014, AT 2:00 P.M. LOCAL TIME.

**Specification  
Contact:**

**JASON JONAS**  
Department of Public Works  
636-797-5369

**Contract  
Contact:**

**VICKIE PRATT**  
Department of Administrative Services  
636-797-5382

**Mail (3) Three  
Complete Copies  
With Vendor And  
Bid Information As  
Shown In Sample:**

**SAMPLE ENVELOPE**

*VENDOR NAME*

*VENDOR ADDRESS*

*CONTACT NUMBER*

**DEPARTMENT OF THE COUNTY CLERK**

**JEFFERSON COUNTY MISSOURI**

**729 MAPLE ST / PO BOX 100**

**HILLSBORO MO 63050-0100**

**SEALED BID: (BID NAME)**

**Contract Term:**

**3-1-2014  
to  
2-29-2016**

**Vendor  
Information:**

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Bid, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for two additional twenty-four month terms with the written consent of the successful Bidder. Price increases for renewals are not authorized unless approved in writing by the County.

<b>GPS Insight, LLC</b>	<b>Josh Schwartz</b>	
<b>Company Name</b>	<b>Authorized Agent (Print)</b>	
19001 N Scottsdale Rd, Suite 4	 <b>Signature</b>	
<b>Address</b>		
Scottsdale, AZ 85255	<b>Senior Account Manager</b>	
<b>City/State/Zip Code</b>	<b>Title</b>	
630-544-2796	1/15/2014	20-3607878
<b>Telephone #</b>	<b>Date</b>	<b>Tax ID #</b>
josh.schwartz@gpsinsight.com	630-706-3996	
<b>E-mail</b>		<b>Fax #</b>

## EQUIPMENT:

New equipment, rotation, replacement, or discontinued devices must be replaced by vendor at no charge and delivered within 48 hours. A minimum of 4 replace devices ( 2 light fleet, 2 dump truck) are required to be on hand at County location to replace damaged/ broken devices at all times throughout the term of the contract.

\*Monthly cost per device (based on 82 devices): \$ See pricing table below.

Equipment cost for light fleet per device (based on 34 devices) \$ See pricing table below.

Equipment cost for heavy fleet per device (based on 48 devices) \$ See pricing table below.

\*Monthly cost to include all the features listed above

In order to comply with the RFP stating that all "New equipment, rotation, replacement or discontinued devices must be replaced by vendor at no charge", GPS Insight will provide rental pricing to the County of Jefferson. This option will provide a lifetime warranty on all hardware devices. Hardware devices replaced under warranty terms will be at the expense of GPS Insight. Any "extra" (e.g. replacement) devices required on hand at County location will be provided to by GPS Insight at the GPSI-3900 monthly rental rate (\$7.00/device). Note, no monthly service charges will accrue on hardware devices that have not been installed/registered.

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### **GPSI-3900E RENTAL PRICING = MONTHLY SERVICE PRICING (2-MIN or 5-MIN updates) + \$7.00/month Hardware Rental Fee (Lifetime Warranty Included)**

#### 34 Light fleet vehicles (pick up trucks, SUVs, etc.)

\$34.95/month per vehicle (5-MIN updates) = \$1,188.30/month (\$28,519.20 over 24-months)  
\$36.95/month per vehicle (2-MIN updates) = \$1,256.30/month (\$30,151.20 over 24-months)

#### 40 Dump trucks

\$34.95/month per vehicle (5-MIN updates) = \$1,398.00/month (\$33,552.00 over 24-months)  
\$36.95/month per vehicle (2-MIN updates) = \$1,478.00/month (\$35,472.00 over 24-months)

*After renting hardware for 12 consecutive months, the County is permitted to deactivate devices (seasonally or based on utilization) and suspend service for devices not currently in use.*

\*\*\*\*\*

The County of Jefferson mowers will require a different type of tracking device than the GPSI-3900 best suited for the Light fleet vehicles & Dump trucks. The AT-3000 is a rugged device with a rechargeable battery pack used to track heavy equipment such as mowers. This hardware is built to be used under harsh conditions (e.g. heavy vibration and exposure to natural elements). Updates are completely configurable, however 2X daily, Hourly or 2-MIN-5-MIN updates are common.

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### **AT-3000 RENTAL PRICING = MONTHLY SERVICE PRICING (2X/Daily, HOURLY, 5-MIN or 2-MIN updates) + \$8.00/month Hardware Rental Fee (Lifetime Warranty Included)**

#### 8 Mowers

\$22.95/month per mower (2X/Daily updates) = \$183.60 (\$4,406.40 over 24-months)  
\$27.95/month per mower (HOURLY updates) = \$223.60 (\$5,366.40 over 24-months)  
\$34.95/month per mower (5-MIN updates) = \$279.60 (\$6,710.40 over 24-months)  
\$36.95/month per mower (2-MIN updates) = \$263.60 (\$7,094.40 over 24-months)

*After renting hardware for 12 consecutive months, the County is permitted to deactivate devices (seasonally or based on utilization) and suspend service for devices not currently in use.*



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*VENDOR NAME*  
*VENDOR ADDRESS*  
*CONTACT NUMBER*

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**SEALED BID: (BID NAME)**

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**3-1-2014  
to  
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**Vendor  
Information:**

International Road Dynamics Corp. David Cortens  
Company Name Authorized Agent (Print)

2402 Spring Ridge Drive, Suite E ✓  
Address Signature

Spring Grove IL, 60081 Chief Financial Officer  
City/State/Zip Code Title

306-653-6600 January 17, 2014 38-3522856  
Telephone # Date Tax ID #

david.cortens@irdinc.com 306-242-5699  
E-mail Fax #

**1.10 INCORPORATION OF DOCUMENTS:**

The terms of the Bid Invitation, Bid Specifications, Bid Form are and shall be incorporated into the contract as if fully setout therein. The Bid, if accepted and approved by the County Council and County Executive shall constitute the terms of a Contract or Agreement with Jefferson County, Missouri, subject to any further Amendments, Memoranda or other documents or specifications which must be set forth in writing and signed by all parties.

**1.11 ADDENDA:**

Addenda to bid specifications are incorporated by reference as if fully setout herein. It is the responsibility of the vendor to insure and verify that they are in receipt of and completed all attached addenda's prior to submission of bid forms. Verification is made by contacting the Office of Contracts and Grants at (636) 797-5382, or by reviewing the County Web Site. ([www.jeffcomo.org](http://www.jeffcomo.org)).

**1.12 INSURANCE:**

The Vendor/Contractor shall purchase and maintain insurance with an insurance company licensed to do business in the State of Missouri or in the state where the vendor is incorporated or otherwise licensed to do business and which shall remain, at all times during the term of any contract with the County, in full force and effect. Preference will be given to a Vendor/Contractor who provides insurance with an insurance company licensed to do business in the State of Missouri, but in any event said Vendor/Contractor shall provide said insurance at its own expense. Such insurance shall be provided as will protect the Vendor/Contractor from claims which may arise out of or result from the Vendor/Contractor's execution of the work, whether such execution be by himself, his employees, agents, or by anyone for whose acts any of them may be liable. If any such work covered by the Contract is to be performed on County owned or leased premises, the Vendor agrees to carry liability and workman's compensation insurance, satisfactory to the County, and to indemnify the County against all liability, loss, and damage arising out of any injuries to persons and property caused by the Vendor, his sub-contractors, employees or agents. The insurance coverage shall be such as to fully protect the County and the general public from any and all claims for injury and damage resulting by any actions on the part of the Vendor/Contractor or its' forces as enumerated above. All policies must name the County as an additional insured and provide for thirty (30) days written prior to any material changes or cancellation. Any disputes regarding a breach, insurance amounts, liability, coverage, lapse or otherwise shall be litigated in the Circuit Court of Jefferson County, Missouri and the same shall be incorporated into any Contract agreed to by the parties.

THE COUNTY REQUIRES A CURRENT AND VALID CERTIFICATE OF INSURANCE OR BINDER SHOWING REQUIRED INSURANCE COVERAGE MUST BE PROVIDED WITH EACH BID. JEFFERSON COUNTY MUST BE ADDED AS AN ADDITIONAL INSURED AFTER AWARD OF THE BID. ANY LAPSE IN INSURANCE COVERAGE OR CANCELLATION THEREOF BY THE CONTRACTOR OR SUB-CONTRACTORS DURING THE TERMS OF THE CONTRACT SHALL IMMEDIATELY BE DEEMED A MATERIAL BREACH UNDER THE TERMS OF ANY CONTRACT.

A. Required  Not Required **Comprehensive General Liability Insurance**

The Vendor/Contractor shall maintain and keep in full force and effect during the terms of this Contract such comprehensive general liability insurance as shall protect them from claims which may arise from operations under this Contract, whether such operations be by themselves or by anyone directly or indirectly employed by them. The amounts of insurance shall be not less than \$1,000,000.00 combined single limit for any one occurrence covering both bodily injury and property damage, including accidental death.

B. Required  Not Required **Professional Liability Insurance Non Compliant**

*International Road Dynamics does not carry Professional Liability Insurance for projects under \$500,000.*  
The Vendor/Contractor shall provide the County with proof of Professional Liability Insurance, which shall protect the County against any and all claims, which might arise as a result of the operation of the Vendor/Contractor in fulfilling the terms of this Contract during the life of the Contract. The minimum amounts of such insurance will be \$1,000,000.00. Should any work be subcontracted, these limits will also apply.

C. Required  Not Required **Worker's Compensation Insurance:**  
per Missouri Revised Statutes Chapter 287

The Vendor/Contractor or his sub-contractor or contractors, shall maintain and keep in force of this Contract such worker's compensation insurance limits as required by the statutes of the State of Missouri and Employer's Liability with limits no less than \$500,000.00.

**1.13 BID SUBMISSIONS**

Bids submitted on separate forms are NOT acceptable unless specified in the Bid Document. Failure to complete bid forms to the satisfaction of the County may result in rejection of your bid. It is the responsibility of each Bidder before submitting a bid to examine ALL documents thoroughly, and request written or oral interpretation of clarifications soon after discovering any conflicts, ambiguities, errors, or omissions in the bidding documents. Request for clarification must be received prior to bid openings.

## EQUIPMENT:

New equipment, rotation, replacement, or discontinued devices must be replaced by vendor at no charge and delivered within 48 hours. A minimum of 4 replace devices (2-light fleet, 2-dump truck) are required to be on hand at County location to replace damaged/broken devices at all times throughout the term of the contract.

\*Monthly cost per device (based on 82 devices): \$ 18.00

Equipment cost for light fleet per device (based on 34 devices) \$ 305.00

Equipment cost for heavy fleet per device (based on 48 devices) \$ 590.00

\*Monthly cost to include all the features listed above

IRD will maintain a minimum of two (2) hot spares for light vehicles and two (2) hot spares for heavy vehicles at the County. IRD will meet delivery deadlines established by the County.

IRD will replace warranty units at no cost to the County. IRD will replace any units that reach 'end of life' and no longer supported at no cost to the County.

Units damaged by lightning strikes, crashes, employee tampering, or similar events will be replaced and re-installed as a billable service call at current contract rates.

New units, rotation or 'remove & reinstall' units will be done as a billable service call at current contract rates. IRD strongly urges the County to invest in training of internal staff to handle routine tasks such as this. The County will enjoy cost savings over the life of the contract.



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Department of Public Works  
636-797-5369

**Contract  
Contact:** **VICKIE PRATT**  
Department of Administrative Services  
636-797-5382

**Mail (3) Three  
Complete Copies  
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Shown In Sample:**

**SAMPLE ENVELOPE**

*VENDOR NAME*

*VENDOR ADDRESS*

**CONTACT NUMBER**

DEPARTMENT OF THE COUNTY CLERK

JEFFERSON COUNTY MISSOURI

729 MAPLE ST / PO BOX 100

**HILLSBORO MO 63050-0100**

SEALED BID: (BID NAME)

**Contract Term:**

3-1-2014  
to  
2-29-2016

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Bid, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for two additional twenty-four month terms with the written consent of the successful Bidder. Price increases for renewals are not authorized unless approved in writing by the County.

## **Vendor Information:**

approved in writing by the County.  
Turan USA Inc. Efrat Bogoslavsky  
Company Name Authorized Agent (Print)  
1700 NW 60<sup>th</sup> St, Suite 100, Ft. Lauderdale, FL 33309  
Address Signature  
Ft Lauderdale, FL 33309 Sales & Marketing Director

City/State/Zip Code

### Title

187

Dato

Tax ID #

288

10

20

89

## EQUIPMENT:

New equipment, rotation, replacement, or discontinued devices must be replaced by vendor at no charge and delivered within 48 hours. A minimum of 4 replace devices ( 2 light fleet, 2 dump truck) are required to be on hand at County location to replace damaged/ broken devices at all times throughout the term of the contract.

\*Monthly cost per device (based on 82 devices):

$$\$ 24.95 * 82 = \$ 2,045.90 *$$

Equipment cost for light fleet per device (based on 34 devices)

$$\$ 24.95 * 34 = \$ 8,466$$

Equipment cost for heavy fleet per device (based on 48 devices)

$$\$ 24.95 * 48 = \$ 11,952$$

\*Monthly cost to include all the features listed above

\* Monthly cost based on 5 minutes interval:  
 $\$ 24.95 * 82 = \$ 2,045.90$  a month.

\*\* Additional options:

2 minutes interval:

$$\$ 26.95 * 82 = \$ 2,209.90 \text{ a month}$$

1 minute interval:

$$\$ 28.95 * 82 = \$ 2,373.90 \text{ a month}$$

Bread-Crumbs interval:

$$\$ 34.95 * 82 = \$ 2,865.90 \text{ a month}$$



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**Specification Contact:**  
JASON JONAS  
Department of Public Works  
636-797-5369

**Contract Contact:**  
VICKIE PRATT  
Department of Administrative Services  
636-797-5382

**Mail (3) Three Complete Copies With Vendor And Bid Information As Shown In Sample:**

**SAMPLE ENVELOPE**

<i>VENDOR NAME</i>	
<i>VENDOR ADDRESS</i>	
<i>CONTACT NUMBER</i>	<b>DEPARTMENT OF THE COUNTY CLERK</b>
	<b>JEFFERSON COUNTY MISSOURI</b>
	<b>729 MAPLE ST / PO BOX 100</b>
	<b>HILLSBORO MO 63050-0100</b>

**SEALED BID: (B/D NAME)**

**Contract Term:**

**3-1-2014**  
to  
**2-29-2016**

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<b>Fleet Finder GPS</b>	<b>Karen M Pearce</b>	
<b>Company Name</b>	<b>Authorized Agent (Print)</b>	
314 Grant St.	<i>Karen M Pearce</i>	
<b>Address</b>	<b>Signature</b>	
Elkhorn, WI 53121	<b>President</b>	
<b>City/State/Zip Code</b>	<b>Title</b>	
262-374-0325	1-16-2014	27-3601708
<b>Telephone #</b>	<b>Date</b>	<b>Tax ID #</b>
karen@fleetfindergps.com	262-364-3000	
<b>E-mail</b>	<b>Fax #</b>	<i>KMP</i>

EQUIPMENT:

New equipment, rotation, replacement, or discontinued devices must be replaced by vendor at no charge and delivered within 48 hours. A minimum of 4 replace devices ( 2 light fleet, 2 dump truck) are required to be on hand at County location to replace damaged/ broken devices at all times throughout the term of the contract.

\*Monthly cost per device (based on 82 devices): \$ 19.95/unit X 82 = \$1,635.90

Equipment cost for light fleet per device (based on 34 devices) \$ 129.00 /unit LMU 2600

Equipment cost for heavy fleet per device (based on 48 devices) \$ 150.00/unit \*\*\* LMU 2820

\*Monthly cost to include all the features listed above

\*\*\* We would recommend using the LMU 2600 on 74 vehicles and LMU 2820 on the eight mowers.

\*\*\*\* Installation is available for \$75.00 per unit, or you may install.

\*\*\*\* 5 minute tracking is available for \$17.95 / per unit per month.

THREE YEAR WARRANTY INCLUDED ON ALL UNITS

TRAINING AND TECH SUPPORT INCLUDED, FOR LIFETIME OF SERVICE





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<b>Contract Contact:</b>	VICKIE PRATT Department of Administrative Services 636-797-5382

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**Vendor Information:**

Lynx Telematics  
Company Name

James Campbell  
Authorized Agent (Print)

1001 Ford Circle  
Address

J. Campbell  
Signature

Milford OHio 45150  
City/State/Zip Code

Senior Midwest Regional Telematics  
Title Consultant

513-965-6329  
Telephone #

1/16/2014  
Date

45-3989173  
Tax ID #

J.Campbell@lynxtelematics.com  
E-mail

513 688 1470  
Fax #

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\*Monthly cost per device (based on 82 devices): \$ 34.00 per month per unit.

Equipment cost for light fleet per device (based on 34 devices) \$ 0

Equipment cost for heavy fleet per device (based on 48 devices) \$ 0

\*Monthly cost to include all the features listed above      Price is Equipment plus Monitoring fee

No up front cost to County.



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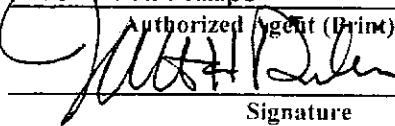
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<b>AT&amp;T Mobility National Accounts LLC</b>	<b>Matthew H. Phillips</b>
<b>Company Name</b>	<b>Authorized Agent (Print)</b>
<b>7229 Parkway Drive</b>	
<b>Address</b>	<b>Signature</b>
<b>Hanover, MD 21076</b>	<b>Associate Director, Compliance</b>
<b>City/State/Zip Code</b>	<b>Title</b>
<b>(501) 633-5443</b>	<b>1-16-14</b>
<b>Telephone #</b>	<b>84-1659970</b>
<b>g17482@att.com</b>	<b>Date</b>
<b>E-mail</b>	<b>Tax ID #</b>
	<b>(501) 633-5443</b>
	<b>Fax #</b>

\* AT&T's Response is conditioned on the County's willingness to agree to the terms and conditions of AT&T's contract with the Western States Contracting Alliance Master Agreement #1907 together with the Participating Addendum (collectively, the "WSCA Contract"). Should AT&T be selected as your supplier of choice under this IFB, AT&T will work cooperatively with the County to negotiate any mutually agreed contractual provisions required for compliance with the IFB and AT&T's Response to it. In that regard, please understand that AT&T takes a general exception to the terms and conditions contained in and/or incorporated into the IFB. The WSCA Contract is a customized contract that allows AT&T to offer robust pricing to customers such as the County.

**AT&T Response:** AT&T Understands and will Comply. Invoice is broken down by device ID.

Jefferson County is currently participating in the Western States Contracting Alliance (WSCA) TERMS:

The agreement/ contract term is from 03/01/2014 through 02/29/2016 with no activation or early termination fees. Jefferson County reserves the right to renew this contract for two additional 24- month periods at the same discounts, terms, and conditions. Prices must remain firm during the initial 2-year term of contract. Addenda(s) to contracts must be agreed upon by both parties in writing. County is tax exempt; no taxes should appear on billing invoices.

**EQUIPMENT:**

New equipment, rotation, replacement, or discontinued devices must be replaced by vendor at no charge and delivered within 48 hours. A minimum of 4 replace devices ( 2 light fleet, 2 dump truck) are required to be on hand at County location to replace damaged/ broken devices at all times throughout the term of the contract.

*Monthly cost per device (based on 82 devices):	<u>\$ 21.00</u>
Equipment cost for light fleet per device (based on 34 devices)	<u>\$ 99 (\$45 shipping fee per location)</u>
Equipment cost for heavy fleet per device (based on 48 devices)	<u>\$ 99 (\$45 shipping fee per location)</u>

\*Monthly cost to include all the features listed above

**AT&T Response:** For Hard Wire (Recommended) professional Installation is available @ \$130 per vehicle. Plus travel fee of \$75 per 8 vehicles at the same location. Hard Wired equipment is recommended because the equipment is expandable for additional accessories and expansion such as: PTO sensors, Driver ID Kits...

Non-Activated Replacement Units can be purchased at \$299 per unit. These units need to be on hand by Jefferson County. We cannot guarantee shipment within 48 hours, but will make every effort to expedite the shipment. We do not replace discontinued units with new hardware unless it is defective under warranty. Warranty is limited and there is a 3 year

**PARTICIPATING ADDENDUM  
UNDER THE  
WESTERN STATES CONTRACTING ALLIANCE  
WIRELESS COMMUNICATION SERVICES AND EQUIPMENT  
BID NUMBER RFP: #S1907**

**PARTICIPANT: JEFFERSON COUNTY**

This Participating Addendum (the "PA") is made this \_\_\_\_\_ day of \_\_\_\_\_, 2012 (the "PA Effective Date"), between Jefferson County ("Participant"), and AT&T Mobility National Accounts LLC ("Contractor") (Participant and Contractor are, at times, referred to individually as a "Party" or together as the "Parties").

**Section 1. Recitals.**

**1.1** Contractor and the State of Nevada, acting through its Department of Administration, Purchasing Division, and the participating members of the Western States Contracting Alliance ("WSCA"), and the NASPO Cooperative, are parties to that certain Western States Contracting Alliance contract, #S1907, dated March 15, 2012, successor contract to that certain Western States Contracting Alliance contract number 1523, dated October 10, 2006, as amended; successor contract to that certain Western States Contracting Alliance contract number 10-00115, dated June 29, 2001, as amended (the "Contract").

**1.2** Participant wants to participate in the Contract pursuant to the terms and conditions of this PA.

**Section 2. Agreement.** In consideration of the recitals set forth in §1 above, which are hereby restated and agreed to by the Parties, and for valuable consideration, the receipt and sufficiency of which is hereby acknowledged by the Parties, Participant and Contractor hereby agree to the terms and conditions of this PA (the Contract and the PA, together with all Purchase Orders submitted to Contractor by Participating Entity, collectively, the "Agreement"). Unless otherwise defined, capitalized terms in this PA have the meanings ascribed to them in the Contract.

**Section 3. Authorized Participating Entities.** Participant hereby designates: Jefferson County as the only authorized Participating Entity(ies) under the Agreement.

**Section 4. Purchase Orders.** Participating Entity(ies) must issue purchase orders hereunder that reference both Master Agreement #S1907 and the PA. Upon issuance of any such valid purchase order, Participating Entity will be bound by the terms and conditions of the Agreement including, without limitation, the obligation to pay Contractor for Service, Equipment, and related products provided. Notwithstanding the foregoing, any purchase order submitted that does not properly reference the Contract number and/or the PA may be accepted, at Contractor's sole discretion; if Contractor can reasonably ascertain that such purchase order was properly authorized and intended for use with the PA. In such instances, the corresponding purchase order will be similarly valid and binding.

**Section 5. Primary Contacts.**

**Participant:**

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
Telephone: \_\_\_\_\_  
Fax Number: \_\_\_\_\_  
E-Mail: \_\_\_\_\_

**Lead State:**

Name: Teri Smith  
Title: Purchasing Officer  
Address: 515 E. Musser St., Suite 300  
Carson City, NV 89701  
Telephone: 775-684-0178  
Fax Number: 775-684-0188  
E-Mail: tlsmith@admin.nv.gov

**Contractor Account Team:**

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Address: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Fax Number: \_\_\_\_\_  
E-Mail: \_\_\_\_\_

**Contractor Main:**

Name: Twila Lively  
Title: Manager, Sales Operations  
Address: 2600 Camino Road  
San Ramon, CA 94583  
Telephone: (925) 487-9945  
Fax Number: (510) 261-2155  
E-Mail: twilalively@att.com

**Section 6. Authority.** By signing below, the corresponding Party's representative represents that such person is duly authorized by Contractor or Participant, as applicable, to execute this PA on behalf of the respective Party, and that the Contractor and Participant agree to be bound by the provisions hereof. In addition, Participant represents that it has received the requisite approvals from the applicable Chief Procurement Official and WSCA to participate in the Agreement.

**Section 7. Miscellaneous.**

**7.1 American Recovery and Reinvestment Act of 2009 ("ARRA").** If or when Contractor is notified in writing by ordering entity that a specific purchase or purchases are being made with ARRA funds, Contractor agrees to comply with the data element and reporting requirements as currently defined in Federal Register Vol 74 #61, Pages 14824-14829 (or subsequent changes or modifications to these requirements as published by the Federal OMB) that are legally required of vendors as providers of goods and services to recipients or sub-recipients of ARRA funds. Each Participating Entity is responsible for informing Contractor in writing prior to ARRA funds being used for a purchase or purchases under the Contract. Contractor will provide the required report, if any, to the ordering entity with the invoice presented to the Participating Entity for payment. Contractor will provide the required report, if any, to the Participating Entity with the invoice presented to the Participating Entity for payment. Contractor, as it relates to purchases under the Contract, is not a sub-contractor, recipient, sub-recipient or sub-grantee, but simply a vendor, as defined in the OMB guidelines, and assumes no responsibilities under ARRA beyond those required of a vendor.

**7.2 Employee Benefit Program.** Participating Entity(ies) will participate with Contractor in efforts to obtain eligible Employees' participation in the Employee Benefit Program.

**Section 8. Notice of Administration Fees.** Participant and any and all other Participating Entities under this PA are hereby on notice of the following charges being paid by Contractor under the Contract.

- **WSCA.** Contractor is being charged a WSCA Administration Fee of 1/10<sup>th</sup> of 1% (one-tenth of one percent) of the Total Wireless Spend, pursuant to the schedule of payments set forth in the Contract.

**Section 9. Order of Precedence.** The Parties acknowledge and agree that in the event of a conflict between the terms contained in the various documents comprising this Agreement, the following order of precedence will control: (a) this PA; (b) the Master Agreement; and (c) any Purchase Order issued in connection therewith. This section specifically supersedes any order of precedence provisions set forth elsewhere in the Agreement.

**Section 10. Entire Agreement.** The Agreement sets forth the entire agreement between the Parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Except as expressly provided in the Agreement, terms and conditions inconsistent with, contrary or in addition to the terms and conditions of the Agreement shall not be added to or incorporated herein by any subsequent purchase order; and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of the Agreement shall prevail and govern in the case of any such inconsistent or additional terms.

IN WITNESS WHEREOF, the Parties have executed this PA as of the PA Effective Date.

**JEFFERSON COUNTY**

By: \_\_\_\_\_  
, duly authorized

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**AT&T MOBILITY NATIONAL ACCOUNTS LLC**

By: \_\_\_\_\_  
, duly authorized

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_



**JEFFERSON COUNTY  
DEPARTMENT OF ADMINISTRATIVE SERVICES  
729 MAPLE ST / PO BOX 100  
HILLSBORO MO 63050  
WWW.JEFFCOMO.ORG**

**Invitation for Bid: VEHICLE TRACKING SYSTEM**

**Date Issued: 12-11-13**

**BIDS SHALL BE ACCEPTED UNTIL: TUESDAY, JANUARY 21, 2014, AT 2:00 P.M. LOCAL TIME.**

**Specification**

**Contact:**

**JASON JONAS**

Department of Public Works  
636-797-5369

**Contract**

**Contact:**

**VICKIE PRATT**

Department of Administrative Services  
636-797-5382

**Mail (3) Three  
Complete Copies  
With Vendor And  
Bid Information As  
Shown In Sample:**

**SAMPLE ENVELOPE**

*VENDOR NAME*

*VENDOR ADDRESS*

*CONTACT NUMBER*

**DEPARTMENT OF THE COUNTY CLERK**

**JEFFERSON COUNTY MISSOURI**

**729 MAPLE ST / PO BOX 100**

**HILLSBORO MO 63050-0100**

**SEALED BID: (BID NAME)**

**Contract Term:**

**3-1-2014  
to  
2-29-2016**

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Bid, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for two additional twenty-four month terms with the written consent of the successful Bidder. Price increases for renewals are not authorized unless approved in writing by the County.

**Vendor  
Information:**

CalAmp Corp.

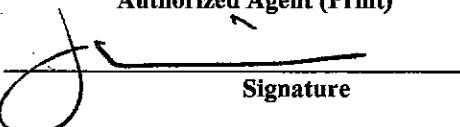
**Company Name**

Jon Michels

**Authorized Agent (Print)**

19144 Van Ness Ave

**Address**

  
**Signature**

Torrance, CA 90501

President

**City/State/Zip Code**

**Title**

(310) 787-7700

1/16/14

13-3281740

**Telephone #**

**Date**

**Tax ID #**

j michels@radsat.com

(310) 787-7435

**E-mail**

**Fax #**

**EQUIPMENT:**

New equipment, rotation, replacement, or discontinued devices must be replaced by vendor at no charge and delivered within 48 hours. A minimum of 4 replace devices ( 2 light fleet, 2 dump truck) are required to be on hand at County location to replace damaged/ broken devices at all times throughout the term of the contract.

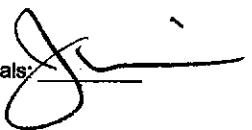
\*Monthly cost per device (based on 82 devices): \$ 19 per month per device

Equipment cost for light fleet per device (based on 34 devices) \$ 175

Equipment cost for heavy fleet per device (based on 48 devices) \$ 175

\*Monthly cost to include all the features listed above

*Please see attached pricing*





**Jefferson County**  
**Vehicle Tracking System**  
**Invitation to Bid: Pricing**

MOBILE HARDWARE					
quantity		per unit			total
82	MOBILE UNIT (LMU 2720)(standard) <i>Mobile Units Configured for 2G network</i> <i>Includes: antenna, cabling, mount.</i>	\$ 175	each	\$	14,350
<i>Note: Optional Engine Diagnostic interfaces available in options below.</i>					

MONTHLY WEB TRACKING SERVICE FEES					
quantity		per unit			total
82	CALAMP RSI AVL WEB TRACKING SERVICE FEES (per Month per Device) <i>RSI AVL Web Browser Based ESRI ArcGIS Server Mapping &amp; Reporting</i> <i>Includes wireless data plan and unlimited Web software access.</i> <i>Service fees are calculated per vehicle per month.</i> <i>Assumes 60 second update rate, plus stops, starts, turns, and events.</i> <b>Other update rates available as an option.</b>	\$ 19	each	\$	1,558

ADDITIONAL SYSTEM OPTIONS					
TBD quantity		per unit			total
82	<b>MOBILE UNIT INSTALLATION PER VEHICLE</b> <i>Client staff can be easily trained on installations.</i>	\$ 95	each	\$	7,790
34	ENGINE DIAGNOSTIC DATA INTERFACE ADD-ON (OBDII Light Duty)	\$ 95	each	\$	3,230
48	ENGINE DIAGNOSTIC DATA INTERFACE ADD-ON (JBus Heavy Duty)	\$ 145	each	\$	6,960
1	DAYS ONSITE TRAINING	\$ 1,000	each	\$	1,000
1	Sensor Integration to existing on-vehicle sensor (broom, plow, PTO, etc)	\$ 50	each	\$	50
1	CALAMP CUSTOMIZED GARMIN MDTs w/ Navigation <i>Customized messaging and navigation device</i> <i>Includes Mount, Cabling, &amp; Customization</i>	\$ 495	each	\$	495
1	Real Time Data Feed to Third Party System	TBD	each	\$	-
1	Emergency Buttons <i>Hard-wired On-Vehicle Button</i>	\$ 95	each	\$	95
1	Emergency Buttons <i>Wireless Handheld Medallion</i>	\$ 150	each	\$	150
1	RF ID Reader (Driver ID)	\$ 295	each	\$	295
1	Magnetic Card Stripe Reader (Driver ID)	\$ 150	each	\$	150
1	iButton/Key Fob Reader (Driver ID)	\$ 150	each	\$	150
1	LOT SHIPPING	\$ 500	each	\$	500
1	LOT TRAVEL EXPENSES	\$ 1,000	each	\$	1,000
82	EXTENDED ANNUAL WARRANTY ON HARDWARE (per unit) <i>Past year one.</i>	\$ 20	each	\$	1,640

**CONFIDENTIAL***Does not include any applicable sales tax.**Bonding may incur additional fees.**Minimum Order Quantities may apply for some products.**Includes all manuals and documentation*



**JEFFERSON COUNTY**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
729 MAPLE ST / PO BOX 100  
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**3-1-2014  
to  
2-29-2016**

**Vendor  
Information:**

**SAMPLE ENVELOPE**

<b>VENDOR NAME</b>	
<b>VENDOR ADDRESS</b>	
<b>CONTACT NUMBER</b>	<b>DEPARTMENT OF THE COUNTY CLERK</b>
	<b>JEFFERSON COUNTY MISSOURI</b>
	<b>729 MAPLE ST / PO BOX 100</b>
	<b>HILLSBORO MO 63050-0100</b>

**SEALED BID: (BID NAME)**

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Bid, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for two additional twenty-four month terms with the written consent of the successful Bidder. Price increases for renewals are not authorized unless approved in writing by the County.

<b>Teletrac, Inc.</b>	<b>Thomas R. Patterson Jr.</b>	
<b>Company Name</b>	<b>Authorized Agent (Print)</b>	
<b>7391 Lincoln Way</b>	<b>Signature</b>	
<b>Address</b>		
<b>Garden Grove, CA 92782</b>	<b>CFO</b>	
<b>City/State/Zip Code</b>	<b>Title</b>	
<b>714-897-0877</b>	<b>1/17/14</b>	<b>48-1172403</b>
<b>Telephone #</b>	<b>Date</b>	<b>Tax ID #</b>
<b>tpattersonteletrac.com</b>	<b>714-379-6378</b>	
<b>E-mail</b>		<b>Fax #</b>

## EQUIPMENT:

New equipment, rotation, replacement, or discontinued devices must be replaced by vendor at no charge and delivered within 48 hours. A minimum of 4 replace devices ( 2 light fleet, 2 dump truck) are required to be on hand at County location to replace damaged/ broken devices at all times throughout the term of the contract.

\*Monthly cost per device (based on 82 devices): \$ 1728.00 or avg. \$21.50 per unit

Equipment cost for light fleet per device (based on 34 devices) \$ 259.00

Equipment cost for heavy fleet per device (based on 48 devices) \$ 259.00

\*Monthly cost to include all the features listed above

\*Notation, the light and heavy equipment vehicles requires a different solution and commands a different monthly price of either \$19 or \$24 per month.

Once the customer contacts us, Teletrac® has 48 hours to contact the customer and determine the issue. If it has been determined that there is something wrong with the unit and an installer is required to visit, Teletrac® has up to 8 days to send an installer to repair the unit. Charges will apply. Please refer to Teletrac's Terms & Conditions for our Limitations of Liability and Disclaimer of Warranty and Installation of TD and Warranty.