

VEHICLE TRACKING SYSTEM 2019 10-16-2018	CYTRANET	LB TECHNOLOGY INC	SKYBITZ INC	DIRECTIONAL COMMAND LLC	I-TECH SERVICES INC DBA MAS TRUCK	GOTRACK INC	CARAHSOFT TECHNOLOGY CORPORATION	TRACK STAR INT'L INC	VERIZON CONNECT NWF INC	ILER GROUP INC DBA FLEETISTICS	AGILIS SYSTEMS LLC	TELETRAC NAVMAN US LTD	GPSIT	FLEET ANALYTICS LLC	GPS INSIGHT LLC	NEXTRAQ LLC	MARSHALLGIS	SPRINT SOLUTIONS INC	BSM ANALYTICS INC	HB SOFTWARE SOLUTIONS	RAZOR TRACKING INC	LYTX INC	GO FLEET CORPORATION
	1400 A MONTLIMAR DR MOBILE AL 36609	5100 POPLAR AVE STE 2104 MEMPHIS TN 38137	2300 DULLES STATION HERNDON VA 20171	3510 KRAFT RD STE 200 NAPLES FL 34105	39 OLD RIDGEBURY RD STE D1-1 DANBURY CT 06810	1324 NW MAIN ST LEES SUMMIT MO 64086	1860 MICHAEL FARADAY DR STE 100 RESTON VA 20190	8801 J.M KEYNES DR STE 260 CHARLOTTE NC 28262	9868 SCRANTON RD SAN DIEGO CA 92121	2604 CYPRESS RIDGE BLD STE 101 WESLEY CHAPEL FL 33544	16305 SWINGLEY RIDGE RD ST 100 CHESTERFIELD MO 63017	2700 PATRIOT BLVD STE 200 GLENVIEW IL 60026	105 W 35TH ST STE L NATIONAL CITY CA 91950	7630 STRATTON PT SUWANEE GA 30024	7201 E HENKEL WAY STE 400 SCOTTSDALE AZ 85255	1200 LAKE HEARN DR STE 500 ATLANTA GA 30319	2915 N. COLE RD BOISE ID 83704	6200 SPRINT PKWY OVERLAND PARK KS 66251	708 CONGRESS AVE AUSTIN TX 78701	1075 WESTFORD ST STE 304 LOWELL MA 01851	5625 51ST AVE S FARGO ND 58104	9785 TOWNE CENTRE DR SAN DIEGO CA 92121	747 3RD AVE 1ST FLOOR NEW YORK NEW YORK 10017
Total Cost for Base Bid GPS Units and Software Service (based on 100 devices)																							
Per Month	\$2,029.04	\$17.41 - 2 MIN REPORTING x100 = \$1,741  \$20.41 - 1 MIN REPORTING x 100 = \$2,041  \$14.91 - 5 MIN REPORTING x 100 = \$1,491	\$2,236.00	\$29 LIGHT DUTY x 45=\$1,035  \$37 HEAVY DUTY x55=PER MONTH \$2,035  LMU 2360 INSTALLED ON ALL 100= \$29x100 = \$2900 = \$29,000 ANNUAL.	\$1,750 (YEARS 1& 2 PRICING)  \$1,333 (SELF INSTALL PRICING OPTION)  \$1,333 (OPTIONAL YEARS 3&4 PRICING)	\$16.67 PER MONTH PER UNIT  \$1,667 PER MONTH	\$1,899.00	\$30.29	\$1835.70 PER MONTH SERVICE COST	\$2,085.00	\$18.49	\$150 DOWN TO \$17.50	\$1,283.00	\$1,500.00	\$2,295.00	\$1,395.00	\$3,000.00	\$1,449.00	\$10,850.24 - ONE TIME EQUIPMENT COST  \$1,663 PER MONTH	\$3,717.00	\$3,000.00	\$5,075 PER TOTAL OF 100 VEHICLES PER MONTH	\$2,199.42
Annual	\$24,348.48	\$1,741x12 20892 = 20,892.00 - 2 MIN \$2041x12= \$24,492 - 1 MIN  \$1,491x12= 117,892 - 5 MIN	\$26,832.00	\$40,080.00	\$21,000  \$13,330 (SELF INSTALL OPTION)  \$13,330 (OPTIONAL YEARS 3&4 PRICING)	\$200 PER YEAR PER UNIT  \$20,000 ANNUAL	\$22,788.00	\$363.53 THIS COST WOULD BE FOR THE INITIAL 2 YEARS OF THE CONTRACT. FOLLOWING THIS THE COST PER VEHICLE PER MONTH WILL BE \$18 OR \$216 PER VEHICLE PER YEAR	\$22,028.40 PLUS A ONE TIME FEE FOR ALL HARDWARE AND ACCESSORIES IS \$3,857.20. PLEASE REFER TO SECTION 7 OF THIS RESPONSE FOR MORE DETAIL ON THE HARDWARE AND ACCESSORIES SUGGESTED FOR THIS VNC SOLUTION.	\$25,020.00	\$22,188.00	\$36,000 FIRST YEAR, \$21,000 YEAR 2 AND 3	\$15,396.00	\$18,000.00	\$27,540.00	\$16,740.00	\$33,000.00	\$17,388.00	\$500 - ONE TIME TRAINING \$19,596 ANNUAL	\$44,600.00	\$36,000.00	\$60,900 PER TOTAL OF 100 UNITS	\$26,393.04
Total Cost for Additional Light Truck GPS Units and Software Service (per unit beyond 45)																							
Per Month	\$877.95	\$17.41 EA - 2 MIN \$20.41 EA - 1 MIN \$14.91 EA - 5 MIN	\$2,236.00	\$29 FOR LMU WITH Y CABLE	\$17.50  \$13.33 (SELF INSTALL PRICING OPTION)  \$13.33 (OPTIONAL YEARS 3&4 PRICING)	\$16.67 PER MONTH PER UNIT  \$750.15 PER MONTH	\$854.55	\$29.63	\$852.75 PER MONTH SERVICE COST	\$20.85 BASED ON A 24 MONTH TERM	\$18.49	\$150 DOWN TO \$17.50	\$1,838.00	\$15.00	\$22.95	\$13.95	\$25.00	\$13.49	\$102.50 - ONE TIME EQUIPMENT COST  \$16.63 PER MONTH	\$1,540.00	\$30.00	\$48 PER UNIT	\$21.99
Annual	\$10,535.40	\$208.92 EA - 2 MIN \$244.92 EA - 1 MIN \$178.92 EA - 5 MIN	\$26,832.00	\$348.00	\$210  \$160 (SELF INSTALL OPTION)  \$160 (OPTIONAL YEARS 3&4 PRICING)	\$200 PER YEAR PER UNIT  \$9,000 ANNUAL	\$10,254.60	\$355.50 COST FOR AN ADDITIONAL VEHICLE INCLUDING ALL HARDWARE, INSTALLATION, AND RECURRING COSTS FOR 2 YEARS. FOLLOWING THE 2-YEAR CONTRACT THE COST PER VEHICLE PER MONTH WILL BE \$18 OR \$216 PER VEHICLE PER YEAR.	\$10,233 ANNUAL SERVICE COST PLUS A ONE TIME FEE OF \$30.23 PER DEVICE FOR ACCESSORIES. PLEASE REFER TO SECTION 7 OF THIS RESPONSE FOR MORE DETAIL. SUBJECT TO PROMOTION LANGUAGE INDICATED IN QUOTE SECTION 7.	\$250.20 BASED ON A 24 MONTH TERM	\$18.49* # OF ADDITIONAL* 12		\$22,056 ASSUMING 145 TOTAL UNITS	\$180.00	\$275.40	\$167.40	\$300.00	\$161.88	\$199.56	\$18,470.00	\$360.00	\$576 PER UNIT	\$263.88

BID TABULATION - VEHICLE TRACKING SYSTEM 2019																							
VEHICLE TRACKING SYSTEM 2019 10-16-2018	CYTRANET	LB TECHNOLOGY INC	SKYBITZ INC	DIRECTIONAL COMMAND LLC	I-TECH SERVICES INC DBA MAS TRUCK	GOTRACK INC	CARAHSOFT TECHNOLOGY CORPORATION	TRACK STAR INT'L INC	VERIZON CONNECT NWF INC	ILER GROUP INC DBA FLEETISTICS	AGILIS SYSTEMS LLC	TELETRAC NAVMAN US LTD	GPSIT	FLEET ANALYTICS LLC	GPS INSIGHT LLC	NEXTRAQ LLC	MARSHALLGIS	SPRINT SOLUTIONS INC	BSM ANALYTICS INC	HB SOFTWARE SOLUTIONS	RAZOR TRACKING INC	LYTX INC	GO FLEET CORPORATION
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Total Cost for Additional Heavy Vehicle GPS Units and Software Service (per unit beyond 55)																							
Per Month	\$1,073.05	\$17.41 EA - 2 MIN \$20.41 EA - 1 MIN \$14.91 EA - 5 MIN	\$2,236.00	\$37 FOR LMU 4630 WITH Y CABLE  \$29 PER MONTH FOR LMU 2630	\$17.50  \$13.33 (SELF INSTALL PRICING OPTION)  \$13.33 (OPTIONAL YEARS 3&4 PRICING)	\$16.67 PER MONTH PER UNIT  \$916.85PER MONTH	\$1,044.45	\$29.63	\$1,042.25 PER MONTH SERVICE COST	\$20.85 BASED ON A 24 MONTH TERM	\$18.49	\$150 DOWN TO \$17.50	\$2,432.00	\$15.00	\$22.95	\$13.95	\$25.00	\$13.49	\$102.50 - ONE TIME EQUIPMENT COST DEVICE FOR MOWERS & NON-TRADITIONAL VEHICLES  \$16.63 PER MONTH	\$2,223.00	\$30.00	\$53 PER UNIT	\$21.99
Annual	\$12,876.60	\$208.92 EA - 2 MIN \$244.92 - 1 MIN \$179.92 EA - 5 MIN	\$26,832.00	\$440  \$348 FOR LMU 2630	\$219  \$160 (SELF INSTALL PRICING OPTION)  \$160 (OPTIONAL YEARS 3&4 PRICING)	\$200 PER YEAR PER UNIT  \$11,000 ANNUAL	\$12,533.40	\$355.50 COST FOR AN ADDITIONAL VEHICLE INCLUDING ALL HARDWARE, INSTALLATION, AND RECURRING COSTS FOR 2 YEARS. FOLLOWING THE 2-YEAR CONTRACT THE COST PER VEHICLE PER MONTH WILL BE \$18 OR \$216 PER VEHICLE PER YEAR.	\$12,570 ANNUAL SERVICE COST. PLUS A ONE TIME FEE OF \$30.23 PER DEVICE FOR ACCESSORIES. PLEASE REFER TO SECTION 7 OF THIS RESPONSE FOR MORE DETAIL. SUBJECT TO PROMOTION LANGUAGE INDICATED IN QUOTE IN SECTION 7.	\$250.20 BASED ON A 24 MONTH TERM	\$18.49* # OF ADDITIONAL* 12	AFTER FIRST YEAR JUST \$17.50 PER VEHICLE PER MONTH	\$29,184 ASSUMING 195 TOTAL UNITS	\$180.00	\$275.40	\$167.40	\$300.00	\$161.88	\$146.28 - ONE TIME EQUIPMENT COST (RUGGED - JOHN DEERE & MOWER MAX MOWERS)  \$199.56 ANNUAL	\$26,675.00	\$360.00	\$636 PER UNIT	\$263.88
Cellular Service Provider	AT&T	AT&T	AT&T OR VERIZON YOUR CHOICE	VERIZON	VERIZON OR AT&T	AT&T	VERIZON AND AT&T - PLEASE NOTE, THERE IS NO DATA CHARGE	VERIZON, 4G LTE NETWORK	VERIZON * PROFESSIONAL INSTALLATION IS AVAILBLE FOR A FEE OF \$65 PER VEHICLE.	AT&T INTERACTIVE COVERAGE MAP AVAILABLE AT <a href="https://www.att.com/maps/wireless-coverage.html">HTTPS://WWW.ATT.COM/MAPS/WIRELESS COVERAGE.HTML</a>	AT&T	AT&T OR VERIZON	VERIZON WIRELESS	AT&T OR VERIZON	GPS INSIGHT IS NOT BEHOLDEN TO VERIZON, AT&T, T-MOBILE, OR SPRINT FOR CELLULAR SERVICE. WE CAN MIX AND MATCH CELLULAR CARRIERS, OFFERING OPTIMAL/APPROPRIATE CELLULAR SERVICE BASED ON GEOPGRAHC LOCATION(S) ACROSS THE COUNTY AND OTHER ENVIRONMENTAL CONDITIONS.	VERIZON/AT&T	VERIZON WIRELESS NETWORK	SPRINT	T-MOBILE/ AT&T	VERIZON WIRELESS	VERIZON (LTE)	AT&T	GO FLEET'S SOLUTION IS COMPATIBLE WITH ALL MAJOR CELLULAR SERVICE PROVIDERS WHICH ENABLES THE COUNTY TO CHOOSE THEIR PREFERRED SERVICE PROVIDER.

BID TABULATION - VEHICLE TRACKING SYSTEM 2019																							
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REQUIRED DOCUMENTS																							
NOTARIZED WORK AFFIDAVIT COMPLETED	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
E-VERIFICATION DOCUMENTATION (Y/N):	Y	Y	Y	N	Y	Y	Y	N	Y	Y	N	N	N	Y	N	Y	Y	Y	Y	Y	Y	Y	Y
COPY OF INSURANCE PROVIDED	Y	Y	Y(EXPIRED)	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N
TAX RECEIPTS OR NOTARIZED LETTER STATING NO REAL OR PERSONAL PROPERTY OWNED IN JEFFERSON COUNTY	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
COOPERATIVE BID FORM (Y/N)	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y
COOPERATIVE CONTACT INFO:	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y
COMPANY INFORMATION AND SIGNATURE	Y	Y	N	N	Y	N	Y	Y	Y	Y	Y	N	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	N
BID DEPOSIT REQUIRED	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
COMMENTS:	ADDENDUM NOTED BUT DID NOT SIGN	ADDENDUM NOTED	NO ADDENDUM	ADDENDUM NOTED BUT DID NOT SIGN	ADDENDUM NOTED. PLEASE SEE ATTACHED FOR ADDITIONAL INFORMATION	ADDENDUM NOTED. JEFFERSON COUNTY MAY CONTINUE TO USE THEIR INSTALLED GPS UNITS. ALL UNITS THAT ARE NON FUNCTIONING CAN BE REPLACED AT NO CHARGE IF NOT PHYSICALLY DAMAGED.	ADDENDUM NOTED	ADDENDUM NOTED	ADDENDUM NOTED AND CHANGES TO PAGE 8.	ADDENDUM NOTED BUT MISSING PAGES 1& 5. SEE BELOW FOR ADDITIONAL MINUTE UPDATES	ADDENDUM NOTED	NO ADDENDUM	NO ADDENDUM	ADDENDUM NOTED	NO ADDENDUM	ADDENDUM NOTED	MARSHALLGIS ADDENDUM NOTED. PRICING INCLUDES ANNUAL/MONT HLY PAAS SUBSCRIPTION SERVICE AND ONE TIME SETUP AND CONFIGURATIO NFEES. AT \$16 PER MONTH SUBSCRIPTION RATE THE ANNUAL SUBSCRIPTION RATE FOR YEARS 2 AND 3 FOR 100 VEHICLES WILL EQUAL \$19,200 PER YEAR. SEE INCLUDED QUOTE	NO ADDENDUM	ADDENDUM NOTED SEE PAGE 11	ADDENDUM NOTED	ADDENDUM NOTED	ADDENDUM NOTED	ADDENDUM NOTED

## OVERALL RANKING - VENDOR INTERVIEWS

Project - VEHICLE TRACKING SYSTEM

BID NO. 18-0073

### COMMITTEE MEMBERS:

1. Jason Jonas	3. Kurt Wengert	* Information Technology Department
2. Dan Naunheim	4. Chris Ehlen	

Tuesday November 13, 2018 1:00 - 3:00 (Central Time)		VENDOR INTERVIEW RANKING Rank the vendor in order from 1st to 6th, 1st being most qualified to 6th being the least qualified.					
Vendor Interview Time	Vendor Name	Jason Jonas	Dan Naunheim	Kurt Wengert	Chris Ehlen	Total Score	Overall Rank (lowest score = highest rank)
1:00 - 1:30	<a href="#">GoTrack, Inc.</a>	6	6	6	5	23	6
1:45 - 2:15	<a href="#">NexTraq LLC</a>	1	1	1	1	4	1
2:30 - 3:00	<a href="#">I-Tech Services DBA Mas Track</a>	4	2	4	6	16	4

Friday November 16, 2018 9:00 - 11:00 (Central Time)		VENDOR INTERVIEW RANKING Rank the vendor in order from 1st to 6th, 1st being most qualified to 6th being the least qualified.					
Vendor Interview Time	Vendor Name	Jason Jonas	Dan Naunheim	Kurt Wengert	Chris Ehlen	Total Score	Overall Rank (lowest score = highest rank)
09:00 - 09:30	<a href="#">Sprint</a>	2	3	2	2	9	2
09:45 - 10:15	<a href="#">GPSit</a>	5	4	5	4	18	5
10:30 - 11:00	<a href="#">Fleet Analytics</a>	3	5	3	3	14	3

\* NOTE: The Information Technology Department was represented by Travis Missey on Nov. 13<sup>th</sup> and Ralph Kudrak on Nov. 16<sup>th</sup>. These individuals did not vote due to a lack of consistency in reviewing all product demonstrations by the same selection committee representative; however, these individuals assisted the overall selection committee with their professional expertise in this field.

Rating Tabulation prepared by Donna Fox, Department of Public Works.



**JEFFERSON COUNTY**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
 729 MAPLE ST / PO BOX 100  
 HILLSBORO MO 63050  
[WWW.JEFFCOMO.ORG](http://WWW.JEFFCOMO.ORG)

**BID #:** 18-0073

**Invitation for Bid:** VEHICLE TRACKING SYSTEM 2019

**Date Issued:** 9-17-2018

BIDS SHALL BE ACCEPTED UNTIL: TUESDAY, OCTOBER 16, 2018, AT 2:00 P.M. LOCAL TIME.

**Specification**

**Contact:**

**JASON JONAS**  
 Director of Public Works  
 636-797-5369  
[jjonas@jeffcomo.org](mailto:jjonas@jeffcomo.org)

**Contract**

**Contact:**

**VICKIE PRATT**  
 Department of Administrative Services  
 636-797-5380

**Mail (1) Original  
 and Two (2)  
 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:**

**TWO YEAR CONTRACT  
 WITH TWO ADDITIONAL  
 TWO-YEAR RENEWAL  
 OPTIONS UPON  
 APPROVAL OF THE  
 COUNTY COUNCIL AND  
 COUNTY EXECUTIVE**

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 two-year term with the written consent of the successful Bidder. Price increases for renewals are not authorized unless approved in writing by the County.

**Vendor  
 Information:**

I-Tech Services, Inc. dba MasTrack	JP Taormina
<b>Company Name</b>	<b>Authorized Agent (Print)</b>
39 Old Ridgebury Road, Suite D1-1	
<b>Address</b>	<b>Signature</b>
Danbury, CT 06810	Chief Information officer
<b>City/State/Zip Code</b>	<b>Title</b>
800-559-8991	13-4046576
<b>Telephone #</b>	<b>Date      Tax ID #</b>
<a href="mailto:jptaormina@mastrack.com">jptaormina@mastrack.com</a>	800-559-8991
<b>E-mail</b>	<b>Fax #</b>

**TERMS:**

The agreement/contract term is from 01/01/2019 through 12/31/2021 with no activation or early termination fees. Jefferson County reserves the right to renew this contract for one additional 24-month periods at the same discounts, terms, and conditions. Prices must remain firm during initial term of contract. Addenda(s) to contracts must be agree 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.

**BID PRICING:**

Total Costs for Base Bid GPS Units and Software Service (based on 100 devices):

\$ 1,750.00 (Years 1 & 2 Pricing)	per month	\$ 21,000.00	annual
\$1,333.00 (Self Install Pricing Option)		\$13,330.00 (Self Install Pricing Option)	
\$1,333.00 (Optional Years 3 & 4 Pricing)		\$13,330.00 (Optional Years 3 & 4 Pricing)	

Total Costs for Additional Light Truck GPS Units and Software Service (per unit beyond 45):

\$ 17.50	per month	\$ 210.00	annual
\$13.33 (Self Install Pricing Option)		\$160.00 (Self Install Pricing Option)	
\$13.33 (Optional Years 3 & 4 Pricing)		\$160.00 (Optional Years 3 & 4 Pricing)	

Total Costs for Additional Heavy Vehicle GPS Units and Software Service (per unit beyond 55):

\$ 17.50	per month	\$ 210.00	annual
\$13.33 (Self Install Pricing Option)		\$160.00 (Self Install Pricing Option)	
\$13.33 (Optional Years 3 & 4 Pricing)		\$160.00 (Optional Years 3 & 4 pricing)	

Cellular Service Provider: Verizon or AT&T

Total Cost Of Ownership Over 4 Years

Option 1 - MasTrack Provides Installation Services

\$68,660.00	4 Year Total Cost
\$17,165.00	Average Annual Cost

Option 2 - Self Install

\$53,320.00	4 Year Total Cost
\$13,330.00	Average Annual Cost





Verizon Connect NWF Inc.  
Jefferson County, Bid #18-0073  
Proposal Response

## 2 INVITATION FOR BID DOCUMENT



**JEFFERSON COUNTY**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
729 MAPLE ST / PO BOX 100  
HILLSBORO MO 63050  
[WWW.JEFFCOMO.ORG](http://WWW.JEFFCOMO.ORG)

**BID #: 18-0073**

Invitation for Bid: **VEHICLE TRACKING SYSTEM 2019**

Date Issued: **9-17-2018**

BIDS SHALL BE ACCEPTED UNTIL: TUESDAY, OCTOBER 16, 2018, AT 2:00 P.M. LOCAL TIME.

**Specification  
Contact:**

**JASON JONAS**  
Director of Public Works  
636-797-5369  
[jjonas@jeffcomo.org](mailto:jjonas@jeffcomo.org)

**Contract  
Contact:**

**VICKIE PRATT**  
Department of Administrative Services  
636-797-5380

**Mail (1) Original  
and Two (2)  
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:  
TWO YEAR CONTRACT  
WITH TWO ADDITIONAL  
TWO-YEAR RENEWAL  
OPTIONS UPON  
APPROVAL OF THE  
COUNTY COUNCIL AND  
COUNTY EXECUTIVE**

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 two-year term with the written consent of the successful Bidder. Price increases for renewals are not authorized unless approved in writing by the County.

**Vendor**

**Information:**

<u>Verizon Connect NWF Inc.</u>	<u>Leanna Long</u>
<b>Company Name</b>	<b>Authorized Agent (Print)</b>
<u>9868 Scranton Road</u>	
<b>Address</b>	<b>Signature</b>
<u>San Diego, CA 92121</u>	<u>Manager, Contract Management</u>
<b>City/State/Zip Code</b>	<b>Title</b>
<u>(619) 430-1744</u>	<u>33-0872319</u>
<b>Telephone #</b>	<b>Date</b>
<u>leanna.long@verizonconnect.com</u>	<u>(815) 301-1863</u>
<b>E-mail</b>	<b>Fax #</b>

Invitation for Bid and Bid Form

1 of 14

Bidder's Initials:





**1.11 INCORPORATION OF DOCUMENTS:**

The terms of the Bid Invitation, Bid Specifications, Bid Form are and shall be incorporated into the contract as if fully set out 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.

**1.12 ADDENDA:**

Addenda to bid specifications are incorporated by reference as if fully set out 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) 797-5380, or by reviewing the County Web Site. ([www.jeffcom.org](http://www.jeffcom.org)).

**1.13 INSURANCE:**

The Vendor/Contractor shall purchase and maintain insurance with an insurance company licensed, authorized or permitted 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, authorized or permitted 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, or 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 commercial general liability and workman's worker'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-employees as enumerated above. All policies must name include the County as an additional insured as their interest may appear under this agreement. Upon receipt of notice from its insurer(s) Vendor/Contractor shall provide for thirty (30) days written prior written notice of cancellation of any required coverage 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~~ INCLUDED 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 Commercial General Liability Insurance~~

The Vendor/Contractor shall maintain and keep in full force and effect during the terms of this Contract such ~~comprehensive commercial 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 per combined single limit for any one occurrence covering for both bodily injury and property damage, including accidental death.~~

B. ☒ Required ☐ Not Required ~~Professional Liability Insurance~~

The Vendor/Contractor shall provide the County with proof of Professional Liability Insurance covering the negligent acts, errors and/or omissions of Vendor/Contractor in the performance of professional services under this Agreement ~~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 each claim and aggregate. 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 of no less than \$500,000.00 each accident/disease/policy limit.

**1.14 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.

Invitation for Bid and Bid Form

4 of 14

Bidder's Initials: 





JEFFERSON COUNTY  
DEPARTMENT OF ADMINISTRATIVE SERVICES  
729 MAPLE ST / PO BOX 100  
HILLSBORO MO 63050  
[WWW.JEFFCOMO.ORG](http://WWW.JEFFCOMO.ORG)

BID #: 18-0073

Invitation for Bid: VEHICLE TRACKING SYSTEM 2019

Date Issued: 9-17-2018

BIDS SHALL BE ACCEPTED UNTIL: TUESDAY, OCTOBER 16, 2018, AT 2:00 P.M. LOCAL TIME.

**Specification**

**Contact:**

**JASON JONAS**  
Director of Public Works  
636-797-5369  
[jjonas@jeffcomo.org](mailto:jjonas@jeffcomo.org)

**Contract**

**Contact:**

**VICKIE PRATT**  
Department of Administrative Services  
636-797-5380

SAMPLE ENVELOPE

Mail (1) Original  
and Two (2)  
Complete Copies  
With Vendor And  
Bid Information As  
Shown In Sample:


*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:**

TWO YEAR CONTRACT  
WITH TWO ADDITIONAL  
TWO-YEAR RENEWAL  
OPTIONS UPON  
APPROVAL OF THE  
COUNTY COUNCIL AND  
COUNTY EXECUTIVE

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 two-year term with the written consent of the successful Bidder. Price increases for renewals are not authorized unless approved in writing by the County.

**Vendor  
Information:**

Iler Group Inc., d.b.a. Fleetistics	Eron C. Iler
<b>Company Name</b>	<b>Authorized Agent (Print)</b>
2604 Cypress Ridge Blvd. Suite 101	
<b>Address</b>	<b>Signature</b>
Wesley Chapel, FL 33544	President
<b>City/State/Zip Code</b>	<b>Title</b>
877-467-0326	41-2096036
<b>Telephone #</b>	<b>Date</b> <b>Tax ID #</b>
<a href="mailto:eron.iler@fleetistics.com">eron.iler@fleetistics.com</a>	813-991-7765
<b>E-mail</b>	<b>Fax #</b>

TERMS:

The agreement/contract term is from 01/01/2019 through 12/31/2021 with no activation or early termination fees. Jefferson County reserves the right to renew this contract for one additional 24-month periods at the same discounts, terms, and conditions. Prices must remain firm during initial term of contract. Addenda(s) to contracts must be agree 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.

BID PRICING: **with 1 Minute Updates**

Total Costs for Base Bid GPS Units and Software Service (based on 100 devices):

\$ 2085.00 per month      \$ 25020.00 annual

Total Costs for Additional Light Truck GPS Units and Software Service (per unit beyond 45):

\$ 20.85 per month      \$ 250.20 annual  
based on a 24 month term      based on a 24 month term

Total Costs for Additional Heavy Vehicle GPS Units and Software Service (per unit beyond 55):

\$ 20.85 per month      \$ 250.20 annual  
based on a 24 month term      based on a 24 month term

Cellular Service Provider: AT&T  
interactive coverage map available at <https://www.att.com/maps/wireless-coverage.html>

TERMS:

The agreement/contract term is from 01/01/2019 through 12/31/2021 with no activation or early termination fees. Jefferson County reserves the right to renew this contract for one additional 24-month periods at the same discounts, terms, and conditions. Prices must remain firm during initial term of contract. Addenda(s) to contracts must be agree 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.

BID PRICING: **with 2 Minute Updates**

Total Costs for Base Bid GPS Units and Software Service (based on 100 devices):

\$ 1685.00 per month      \$ 20220.00 annual

Total Costs for Additional Light Truck GPS Units and Software Service (per unit beyond 45):

\$ 16.85 per month      \$ 202.20 annual  
based on a 24 month term      based on a 24 month term

Total Costs for Additional Heavy Vehicle GPS Units and Software Service (per unit beyond 55):

\$ 16.85 per month      \$ 202.20 annual  
based on a 24 month term      based on a 24 month term

Cellular Service Provider: AT&T

interactive coverage map available at <https://www.att.com/maps/wireless-coverage.html>

TERMS:

The agreement/contract term is from 01/01/2019 through 12/31/2021 with no activation or early termination fees. Jefferson County reserves the right to renew this contract for one additional 24-month periods at the same discounts, terms, and conditions. Prices must remain firm during initial term of contract. Addenda(s) to contracts must be agree 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.

BID PRICING: **with 5 Minute Updates**

Total Costs for Base Bid GPS Units and Software Service (based on 100 devices):

\$ 1585.00 per month      \$ 19020.00 annual

Total Costs for Additional Light Truck GPS Units and Software Service (per unit beyond 45):

\$ 15.85 per month      \$ 190.20 annual  
based on a 24 month term      based on a 24 month term

Total Costs for Additional Heavy Vehicle GPS Units and Software Service (per unit beyond 55):

\$ 15.85 per month      \$ 190.20 annual  
based on a 24 month term      based on a 24 month term

Cellular Service Provider: AT&T  
interactive coverage map available at <https://www.att.com/maps/wireless-coverage.html>





**JEFFERSON COUNTY**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
 729 MAPLE ST / PO BOX 100  
 HILLSBORO MO 63050  
[WWW.JEFFCOMO.ORG](http://WWW.JEFFCOMO.ORG)

**BID #: 18-0073**

**Invitation for Bid: VEHICLE TRACKING SYSTEM 2019**

**Date Issued: 9-17-2018**

**BIDS SHALL BE ACCEPTED UNTIL: TUESDAY, OCTOBER 16, 2018, AT 2:00 P.M. LOCAL TIME.**

**Specification**

**Contact:**

**JASON JONAS**  
 Director of Public Works  
 636-797-5369  
[jjonas@jeffcomo.org](mailto:jjonas@jeffcomo.org)

**Contract**

**Contact:**

**VICKIE PRATT**  
 Department of Administrative Services  
 636-797-5380

**Mail (1) Original  
 and Two (2)  
 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>
<b>SEALED BID: (BID NAME)</b>	

**Contract Term:**

**TWO YEAR CONTRACT  
 WITH TWO ADDITIONAL  
 TWO-YEAR RENEWAL  
 OPTIONS UPON  
 APPROVAL OF THE  
 COUNTY COUNCIL AND  
 COUNTY EXECUTIVE**

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 two-year term with the written consent of the successful Bidder. Price increases for renewals are not authorized unless approved in writing by the County.

**Vendor  
 Information:**

<i>BSM Analytics Inc.</i>	<i>Louis De Jong</i>
<b>Company Name</b>	<b>Authorized Agent (Print)</b>
<i>708 Congress Ave.</i>	<i>[Signature]</i>
<b>Address</b>	<b>Signature</b>
<i>Austin, Texas 78701</i>	<i>President &amp; CEO</i>
<b>City/State/Zip Code</b>	<b>Title</b>
<i>1-416-675-1201 x 3246</i>	<i>10/11/2018</i>
<b>Telephone #</b>	<b>Date</b>
<i>98-1326587</i>	<i>98-1326587</i>
<b>Tax ID #</b>	<b>Tax ID #</b>
<i>lois.dejong@bsmtechnologies.com</i>	<i>1-416-679-8992</i>
<b>E-mail</b>	<b>Fax #</b>

### Vehicle Tracking System

Vehicle Tracking System and Service must meet the following specifications:

Jefferson County, Department of Public Works is requesting proposals for Vehicle Tracking Systems and Services with an option of additional vehicles within the plan and a phased installation.

Total of users expected after implementation:

45 Light Fleet Trucks (ex. pickup trucks and SUVs)

55 Heavy Fleet Trucks (ex. single-axle dump trucks, mechanic trucks, tractors and mowers)

#### INCLUDED FEATURES:

Vehicle tracking system and service plan features must include: Web based software requiring no software installation; GPS tracking equipment internal to the vehicle; real time GPS location and status information on vehicles; ability to retrieve history on vehicle paths in a map format and in written description; user friendly interface that allows for data to be printed or exported; ability to map vehicle boundaries to determine if the vehicle has entered/exited a boundary; built in alerts for speeding, idling, harsh braking, ignition on/ off, unauthorized use of a vehicle or out of boundary detection; ability to create flexible reports that document: stop, speeding, mileage, route history, and maintenance information; GPS tracking with various minute interval options (ex. 1, 2 or 5 minutes); customer support and training.

*Please find responses to this section in our RFP response under "Product Functionality!"*

#### COVERAGE:

Coverage for the vehicle tracking system should include: Jefferson, Franklin, Washington, St. Genevieve, St. Francois, and St. Louis Counties. The County will be notified 72 hours in advance of any service interruptions. Outside of emergency conditions, the service should be provided 24 hours a day, 7 days a week including nights, weekends, and holidays. A detailed area coverage map must be provided.

*Please see Appendix for coverage maps from T-Mobile and AT&T.*

#### BILLING:

Jefferson County requires two appointed account representatives that can be contacted between 7 AM – 5 PM Monday through Friday with questions regarding account billing issues, new activations, and other County needs.

*Please see response in our RFP document under "Billing and Training."*

Detailed paper copies of bills must be itemized by vehicle ID



**TERMS:**

The agreement/contract term is from 01/01/2019 through 12/31/2021 with no activation or early termination fees. Jefferson County reserves the right to renew this contract for one additional 24-month periods at the same discounts, terms, and conditions. Prices must remain firm during initial term of contract. Addenda(s) to contracts must be agree 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.

• Pricing is based on NJPA Agreement which Jefferson County is a participating agency. We have also included standard pricing in a separate document if Jefferson County prefers to not leverage the NJPA Agreement Pricing.

Total Costs for Base Bid GPS Units and Software Service (based on 100 devices):

\$10,950.24 one-time equipment cost \$500.00 one-time training  
\$ 1,663.00 per month \$ 19,596 annual

Total Costs for Additional Light Truck GPS Units and Software Service (per unit beyond 45):

\$102.50 one-time equipment cost  
\$ 16.63 per month \$ 199.56 annual

Total Costs for Additional Heavy Vehicle GPS Units and Software Service (per unit beyond 55):

\$102.50 one-time equipment cost device for mowers & non-traditional vehicles \$146.28 one-time equipment cost (Logged - John Deere & MowerMax Mowag  
\$ 16.63 per month \$ 199.56 annual

Cellular Service Provider: T-Mobile and/or AT&T