

DALLAS COUNTY TABULATION SHEET

Solicitation Number: 2009-018-4018
 OPENING DATE: 11/17/08

Annual Contract for
 GPS Fleet Tracking
 System for County
 Vehicles

VENDOR #1

The GPS Tracking Network
 9101 LBJ Frwy #650
 Dallas, Tx 75243
 Randy Safford, President
 214-389-0878
 (F) 214-389-0882
rsafford@GPStrackingnetwork.com
 pending/yes

VENDOR #2

Fleettrax, Inc.
 P.O. Box 2182
 Coppell, Tx 75019
 Scott McCurdy, President
 817-329-6400
 817-410-4029
smccurdy@fleettrax.net
 no/yes

VENDOR #3

MicroTrak GPS
 9101 LBJ Frwy, Suite 100
 Dallas, Tx 75243
 Hap Flaherty, Director of Sales
 214-361-8812
hflaherty@microtraxgps.com
 no/yes

VENDOR #4

RFD & Associates, Inc.
 401 Camp Craft Road
 Austin, Texas 78746
 Anne Davison, President
 512-347-9411
 512-347-9412

M/WBE Certified/EEO1 completed?

no/yes

DESCRIPTION	ESTIMATED QUANTITY												
Specify cost for equip. to be provided including but not limited to: mobile tracker, antenna, cabling, training, installation and one year warranty	300	\$	188.90	\$56,670.00	\$	250.00	\$75,000.00	\$	335.00	\$100,500.00	\$	340.00	\$102,000.00
Specify monthly cost for webbased subscription monitoring fee per mobile unit	12 /mo/unit	\$	14.89	\$ 178.68 /unit/yr or \$11.91/mo if paid in full at beginning of year.	\$	26.95	\$ 323.40	\$	20.00	\$ 240.00	\$	21.00	\$ 252.00
TOTAL COST PER UNIT FIRST YR		\$	367.58		\$	573.40		\$	575.00		\$	592.00	
Specify delivery/installation ARO				nothing noted			can be made w/in 30 days			included			nothing noted
<u>Optional Cost/Award Consideration</u>													
Specify Cost for extended 2nd year warranty		\$	2,700.00	/yr			zero			included			zero
Specify any deviations made to county spec. additional costs, etc. made part of your bid				nothing noted			If installation is requir at a sooner date this can be accomodated by Fleet Trax Inc.			nothing noted			nothing noted
User friendly web based tracking w/ security access?				yes			yes			yes			yes
Real time or minute to minute monitoring?				yes			yes			yes			yes, vehicles will be set to report location and related information every 2 minutes automatically. System users can request current location of vehicles at any time.
Storage Capabilities: minimum 90 day data for online retrieval, five years for archive/retrieval purposes				yes			yes			yes			yes
Reporting capabilities to include:													
a) monitoring of fuel, maintenance and scheduling?				yes, maintenance & scheduling working on fuel			yes			yes			yes
b) vehicle id. By County number, description?				yes			yes			yes			yes
c) vehicle speed, mapping, arrival/stoppage times?				yes			yes			yes			yes
d) Create management reports				yes			yes			yes			yes
e) exception reports?				yes			yes			yes			yes
f) alert notification (i.e Geo -Fencing)?				yes			yes			yes			yes
Provide training/manuals :				yes			yes			yes			yes
Specify training days to be allotted and size of group your fee includes for this requirement				2 days any size no cost			includes unlimited group size training, flexible on days			nothing noted			up to 4, 1 hour training sessions Up to 4, 1 hour tune up training sessions provided yearly for the life of the contract
Equipment Requirements:													
1 GPS Unit - state of art, relatively small for mounting inconspicuously utilizing web base application for set up review and monitoring				Enfora MT-GU Quad Band GPS Modem #GSM2338			Small unit w/ embedded radio antenna			4'x5'x1.6' small footprint menu driven, intuitive web			see attached

DALLAS COUNTY TABULATION SHEET		VENDOR #1	VENDOR #2	VENDOR #3	VENDOR #4
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M/WBE Certified/EEO1 completed?				based interface w/ mobile optimization	
2 Antenna to be installed in covert location inside vehicle.		AU-5S-FM combo Antenna. Can be mounted inside vehicle ie. inside dash	small antenna the size of matchbook that is easily concealed	3.3 v active antenna, installed inside the dash	GPS/GPRS antenna is installed covertly in the dashboard of vehicles
3 Mobile tracker to be installed in secured/covert location inside vehicle.		can be mounted inside vehicle ie in/under dash	this is the only way we install	Mobile tracker also located inside vehicle dash	See attached
4 Vendor to train County ASC employees on how to install the equipment in the event of vehicle change out. Specify training days to be allotted for this requirement		1 day n/c	available 5 days a week for training	2 days	4 hrs of onsite training will be provided to Dallas County employees to learn to install or "change out" devices
Minimum warranty on equipment:		one year parts & labor (replacement)	1 yr	2 yrs parts and labor	warrant for parts and equipment, free of any damage, is 2 years

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VENDOR #5

StreetSmart Technology
600 Townpark Lane Ravine II LL 1000
Kennesaw, GA 30144
James English, CEO
404-665-3141
(F) 770-514-7517
jenglish@telemetrylabs.com
no/yes

VENDOR #6

RMJ Marketing, Inc. dba RMJ Technologies
169 Gardenside
Fallbrook, CA 92028
Jerome Toliver, CEO
877-273-0333
760-451-9558
jtoliver@rmitech.com
no/yes

VENDOR #7

Vulocity, LLC
1942 South IH-35, Suite 102
San Marcos, TX 78666
Paul D. Carroll, VP Sales
866-665-1200
fax 512-597-0027
paulc@vulocity.com
no/yes

VENDOR #8

E.J. Ward, Inc
8801 Tradeway
San Antonio, TX 78217
Troy Goldhammer, COO
210-824-7383
210-824-2031
goldhammer@eward.com
no/yes

DESCRIPTION

ESTIMATED QUANTITY

Specify cost for equip. to be provided including but not limited to: mobile tracker, antenna, cabling, training, installation and one year warranty 300 \$ 375.00 \$112,500.00 \$ 389.00 \$116,700.00 \$ 399.00 \$119,700.00 \$ 488.50 \$146,550.00

Specify monthly cost for webbased subscription monitoring fee per mobile unit 12 /mo/unit \$ 25.00 \$ 300.00 /unit/yr \$ 20.00 \$ 240.00 \$ 24.95 \$ 299.40 \$ 29.95 \$ 359.40

TOTAL COST PER UNIT FIRST YR

\$ 675.00 \$ 629.00 \$ 698.40 \$ 847.90

Specify delivery/installation ARO 3 wks as scheduled 3 weeks for delivery + 300 units 90 days to install 300 units 10 business days ARO 30 days

Optional Cost/Award Consideration

Specify Cost for extended 2nd year warranty \$ 50.00 /yr/unit \$ 3,000.00 per year \$ 25.00 per year \$ 4,995.00 per year

Specify any deviations made to county spec. additional costs, etc. made part of your bid *Deduct \$25,500 for telemetry lab staff to install 1 unit to train Dallas Fleet staff to install remaining units. Unit price \$270.00 n/a If devices are deactivated at request of customer, reactivation is \$20.00 per unit. There are no other costs for software, training or maintenance. Data plan per vehicle/or device - 5-15 minute updates (2mb per month)

User friendly web based tracking w/ security access? yes yes yes yes

Real time or minute to minute monitoring? yes yes yes yes

Storage Capabilities: minimum 90 day data for online retrieval, five years for archive/retrieval purposes yes yes yes yes

Reporting capabilities to include:
a) monitoring of fuel, maintenance and scheduling? yes, requires manual input of refuelings and maintenance No. If you use fuel cards the systems are very likely to integrate yes yes. Fuels consumption can only be monitored if the GPS device is connected to a CANCeiver.

b) vehicle id. By County number, description? yes yes yes yes
c) vehicle speed, mapping, arrival/stoppage times? yes yes yes yes
d) Create management reports yes, all forms can be printed pdf or xls yes yes yes yes
e) exception reports? yes yes yes yes
f) alert notification (i.e Geo -Fencing)? yes yes yes yes

Provide training/manuals : no, manual on-line yes manuals are not needed to generate reports selections are shown clearly on web interface

Specify training days to be allotted and size of group your fee includes for this requirement 1 day size does not matter One, Four hour training up to 20 people An hour or two of training is all that is required. No minimum or maximum size of group. Training may be in person or live web training. Software training is one day for six individuals

Equipment Requirements:

1 GPS Unit - state of art, relatively small for mounting inconspicuously utilizing web base application for set up review and monitoring	The unit is approx. 4"L x 3"W x 1-1/2"D easily mounted under dash. Current application is webbased w/ GUI based interface.	vehicle path VP300 4.55"l x 2.31"w x .87"h, 2.9 oz.	device is very small unit that is easily hidden	Dimensions: 3.6"l x 2.7" w x 1.2" h Communication: GMS/GPRS with SMS (optional)
2 Antenna to be installed in covert location inside vehicle.	Antenna is 2-1/2" diameter, easily mounted under dash.	dual antenna 2 leads (one for RF and one for GPS) leading to a round 3" disc which can be installed under the dash	antenna is matte black puck-style about 2.5" diameter; option of magnetic or adhesive mount outside or inside of vehicle	Integrated GPS/GSM antenna. It needs to be installed with a clear view of the sky.
3 Mobile tracker to be installed in secured/covert location inside vehicle.	Unit is 4"l x 3"w x 1-1/2" d same units as above	vehicle path VP300	box is easily hidden; antenna mounted under plastic or on dash	The unit can be installed anywhere in the vehicle as long as the antenna can mounted with a clear view of the sky
4 Vendor to train County ASC employees on how to install the equipment in the event of vehicle change out. Specify training days to be allotted for this requirement	1 day same day as user training	open	any amount of days as needed; no limit	Installation training should take no more than one day
Minimum warranty on equipment:	Standard warranty complies except for abuse or installation non-compliant to specifications and training *Optional unit for use in OBDII port simply plugs in. 2"w x 1-1/2"x 1"d	If the unit has been diagnosed as defective over the phone a new one will be shipped immediately. An installer will come out w/in a week of the new unit being delivered to swap out the unit.	standard warranty 1 year; additional year \$25 per vehicle system	Warranty covers parts and labor for one year. The warranty can be extended for 24 or 36 months for an additional charge

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VENDOR #9

Fleet Point, LLC
136 E. 8th St., Suite 345
Port Angeles, WA 98362
Mary Mullaney, President
206-219-5332
206-219-9271
mary.mullaney@fleetpoint.net
??/not submitted

VENDOR #10

Totally Wireless GPS
5105 E. Los Angeles Ave. #211
Simi Valley, CA 93063
Mark McGuire, President
805-584-0266
805-584-0262
mark@totallywirelessgps.com
no/yes

VENDOR #11

AT&T Mobility II LLC
1900 Gallows Rd
Vienna, VA 22182
Bert Bryan, Sls Director
703-506-5785
301-576-5443
cp9618@att.com
no/yes

VENDOR #12

NetworkFleet, Inc.
6363 Greenwich Dr. #200
SanDiego, CA 92122
Chris Ransom, Strategic Alliance Mgr.
858-410-2497
cransom@networkfleet.com
no/yes

DESCRIPTION	ESTIMATED QUANTITY												
Specify cost for equip. to be provided including but not limited to: mobile tracker, antenna, cabling, training, installation and one year warranty	300	\$	495.00	\$148,500.00	\$	500.00	\$150,000.00	\$	457.83	\$137,349.00	\$400/\$525*	120,000/157,500	
										vendor ext. \$13,734.90	*The vast majority of our public fleet customers self install our units because they are plug and play		
Specify monthly cost for webbased subscription monitoring fee per mobile unit	12 /mo/unit	\$	19.95	\$ 239.40 /unit/yr	\$	26.95	\$ 323.40	\$	17.84	\$ 214.08	\$	25.00	\$ 300.00
				See section 4.6 for emergency tracking fees						(15 minute reporting including vehicle maintenance reports) ATT Mobility Business Telemetry Plan annualized per month price x 12 = \$79.80			
TOTAL COST PER UNIT FIRST YR		\$	734.40		\$	823.40		\$	751.71		#VALUE!		
Specify delivery/installation ARO			25 days			FedEx delivery and C site installation			2 wks aro up to be no more than 10 business days to complete installations after completion of delivery. Delivery w/in 30 days ARO		5 business days for delivery		
<i>Optional Cost/Award Consideration</i>													
Specify Cost for extended 2nd year warranty		\$	80.00	per yr. per unit	zero	per year		\$	60.00	per year/unit	na		
Specify any deviations made to county spec. additional costs, etc. made part of your bid				All vehicles to be installed during initial 2 week period additional installations or product removal and replacement @ \$115/vehicle		Transfer of GPS Equipment from one vehicle to another= \$25.00 admin fee + labor if needed 2 yr warranty on parts and labor included			Webtech Wireless various training packages are highlighted in bidders submitted packet (\$500.00 one-time charge is the basic package) The extended warranty package also includes 1% seed stock units, of total units ordered this is at no additional charge and allows for expedited replacements should there be a need. Additional reporting frequency updates are available for quotation upon request, i.e. 15 minute turn by turn and 1 and 2 minutes		nothing noted		
User friendly web based tracking w/ security access?		yes			yes			yes			yes		
Real time or minute to minute monitoring?		yes			yes			Yes, GPS readings are taken second by second yes and can be reported at a user defined interval (30 sec., 1 minute, 5 minute, 15 minute, etc.)					
Storage Capabilities: minimum 90 day data for online retrieval, five years for archive/retrieval purposes		yes			yes			Data is available for 35 days online than stored offline for five years, if requested. Data can be restored per customer request.			yes		
Reporting capabilities to include: a) monitoring of fuel, maintenance and scheduling?		yes			yes			yes			yes		
b) vehicle id. By County number, description?		yes			yes			yes			yes		
c) vehicle speed, mapping, arrival/stoppage times?		yes			yes			yes			yes		

d) Create management reports	yes	yes	yes	yes
e) exception reports?	yes	no, visual verification of course taken can be made. However, a pre-determined route cannot be loaded into the system and a report stating variance cannot be compiled	yes	yes
f) alert notification (i.e Geo -Fencing)?	yes	yes	yes	yes
Provide training/manuals :	yes	yes	yes	yes
Specify training days to be allotted and size of group your fee includes for this requirement	2 days - maximum recommended group size 20 = total of 4 @ 4 hours/seminar (training). Additional training per attached terms and conditions daily rate \$880 + \$90 per day expenses. Installer training of 4 hrs conducted in addition to user training	2 days, (8 hours each). Unlimited group size	refer to bid packet for various plans	refer to Section D of bid packet
Equipment Requirements:				
1 GPS Unit - state of art, relatively small for mounting inconspicuously utilizing web base application for set up review and monitoring	See section 4.0	Networkfleet 3500 Series GPS Tracking System	WebTech Locator	Yes - see Section C.2 of bid packet
2 Antenna to be installed in covert location inside vehicle.	See Section 4.2	Antenna to be hidden in dash of vehicle	two antennas offered: GPS Standard - mount w/ magnetic or inside dashboard, must have 120 degree sky view. 2) GSM Standard Stubby Antenna attach by screw-fit connector to locator	
3 Mobile tracker to be installed in secured/covert location inside vehicle.	See Section 4.3	GPS unit/mobile tracker installed under the dash or behind vehicle panels	location not addressed	Yes refer to section C.2 of bid packet
4 Vendor to train County ASC employees on how to install the equipment in the event of vehicle change out. Specify training days to be allotted for this requirement	2 days training for users. 4 hours of training for installers	2 days up to 10 employees	Training Programs available and last 1-2 days based upon the number of people being trained	yes, 1/2 day
Minimum warranty on equipment:	see section 4.5 extended warranty available for yrs 2 and 3	2 years parts and labor	WebTech warrants that for a period of 12 months from date of shipment to Buyer, all products furnished under the agreement; will be free from defects in materials and workmanship, and will substantially conform with specifications of products	

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VENDOR #13

SabiOso, Inc.
189 S. State St.
Clearfield, UT 84015
Garrett Cheal, Proposal Mgr.
866-722-4676
801-779-2075
gcheal@sabioso.com
no/no

VENDOR #14

Radio Satellite Integrators
19144 Van Ness Ave.
Torrance, CA 90501
Brett Lim, Director of Marketing
310-787-7700
310-787-7435
info@ratsat.com
no/yes

VENDOR #15

Enterprise ESP Service Provider LLC
147585 Preston Rd. Suite 550
Dallas Tx 75254
Clarence E. Lindsey, Owner
469-619-3190
469-619-3231
clindsey@qpsesptracking.com
no/eo1 denotes all workers as contract

VENDOR #16

INTERFLEET, INC
8 S. Tyson Ave.
Floral Park, NY 11001
Lisa Hunter, VP Sales
516-326-4520
fax 516-326-4523
lsah@interfleet.com
no/yes

DESCRIPTION	ESTIMATED QUANTITY	VENDOR #13		VENDOR #14		VENDOR #15		VENDOR #16	
Specify cost for equip. to be provided including but not limited to: mobile tracker, antenna, cabling, training, installation and one year warranty	300	\$ 650.00	\$195,000.00	\$ 695.00	\$208,500.00	\$ 1,020.00	\$306,000.00	\$ 1,020.00	\$306,000.00
Specify monthly cost for webbased subscription monitoring fee per mobile unit	12 /mo/unit	\$ 39.99	\$ 479.88 /unit/yr	\$ 34.00	\$ 408.00	\$ 32.00	\$ 384.00	\$ 32.30	\$ 387.60
TOTAL COST PER UNIT FIRST YR		\$ 1,129.88		\$ 1,103.00		\$ 1,404.00		\$ 1,407.60	
Specify delivery/installation ARO		30 days		TBD		Delivery w/in 30 d and installation w/in 7 days of delivery		30 days	
<i>Optional Cost/Award Consideration</i>									
Specify Cost for extended 2nd year warranty		\$ 4,000.00 per yr		\$ 12,500.00 per year		\$ 90,850.00 per year		\$ 100.00 per unit per yr	
Specify any deviations made to county spec. additional costs, etc. made part of your bid		optional reporting plans Every 5 minutes: \$22.1 per month/unit Every 10 minutes: \$14 per month/unit		Pricing above does not include travel or shipping (see attached) Please see attached pricing sheet for further break down and options		Custom software development request billed at \$150.00 per hour. Excessive i.e. (pings) use beyond the terms of this agreement will incur additional charges. All rights and liabilities apply to this agreement.		hardware pricing quoted above includes on-board diagnostic interface. Monthly service includes both interfleet and wireline service based on one minute reporting intervals	
User friendly web based tracking w/ security access?		yes		yes		yes		yes	
Real time or minute to minute monitoring?		yes		yes		yes		yes	
Storage Capabilities: minimum 90 day data for online retrieval, five years for archive/retrieval purposes		yes		yes		yes		yes	
Reporting capabilities to include: a) monitoring of fuel, maintenance and scheduling?		yes		Can pass various data to third party applications		yes		yes	
b) vehicle id. By County number, description?		yes		yes		yes		yes	
c) vehicle speed, mapping, arrival/stoppage times?		yes		yes		yes		yes	

d) Create management reports	yes	yes	yes	yes
e) exception reports?	yes	yes	yes	yes
f) alert notification (i.e Geo -Fencing)?	yes	yes	yes	yes
Provide training/manuals :	yes	yes	yes	yes
Specify training days to be allotted and size of group your fee includes for this requirement	1 plus as much webbased and teleconference training as deemed necessary by the County	Our bid includes 1 day of training. This can be up to two sessions of two hours each. Group size should be approximately 6 or less depending on PC's available from client. Changes to this training can be discussed prior to contract	1 day 2 sessions and 1/2 day review. Group size up to 10 employees	2 days of Interfleet application training 4 half day sessions accomodating up to 10 staff in each session.
Equipment Requirements:				
1 GPS Unit - state of art, relatively small for mounting inconspicuously utilizing web base application for set up review and monitoring	SabiOso's GT300 units is small and easy to mount in inconspicuous areas of vehicle. Web based mapping and tracking software included	Refer to bid packet	Small unit w/ internet real time tracking, reporting refer to bid packet for details and configuration.	
2 Antenna to be installed in covert location inside vehicle.	Antenna is securely imbedded within device	recommend antenna be installed on roof of vehicle for optimal performance	Lower right passenger side of front windshield	refer to bid packet for details
3 Mobile tracker to be installed in secured/covert location inside vehicle.	GT300 device can be installed anywhere w/in the vehicle	will work with County to determine location of unit, Typically recommend under seat on bulkhead or in trunk	passenger side under dashboard, engine compartment or the trunk	refer to bid packet for details
4 Vendor to train County ASC employees on how to install the equipment in the event of vehicle change out. Specify training days to be allotted for this requirement	SabiOso will provide comprehensive software and hardware training via physical, webbased and telephonic means to all County personnel	Will coordinate this requirement with County	1/2 day	InterFleet offers a one year warranty. Refer to hardware warranty support section of bid packet.
Minimum warranty on equipment:	SabiOso offers comprehensive parts and labor warranty for one full year	period of 1 year, Return shipping at cost of County.	First year parts and labor limited warranty.	yes one year standard warranty