Contract Name: Telematics/GPS			
Contract Number: 1-19-58-69		**CONTRACT PRICING**	
Contractor: Geotab	https://help.geotab.com/california/	*8/18/2020*	
		Supplement 1.1	

Core Items			
CLIN Number	**SKU/Heading**	**Description**	**Per Unit**	**Per Month**
CLIN 1	**GT # GO9-LTEATTC1 - Bundle contains : GO9-LTEATT HRN-GS16K2 INS-GOSTRD**	Geotab GO9 AT&T telematics device, ProPlus plan, universal light duty t-harness, installation, and training.	$0.00	$19.75
CLIN 2	**GT # GO9-LTEVZWC2 - Bundle contains : GO9-LTEVZW HRN-GS16K2 INS-GOSTRD**	Geotab GO9 Verizon telematics device, ProPlus plan, light duty universal t-harness, installation, and training.	$0.00	$19.75
CLIN 3	**GT # GO9-LTEATTC3 - Bundle contains : GO9-LTEATT HRN-GSO9K2 INS-GOSTRD**	Geotab GO9 AT&T telematics device, ProPlus plan, heavy duty universal t-harness, installation, and training.	$0.00	$19.75
CLIN 4	**GT # GO9-LTEVZWC4 - Bundle contains : GO9-LTEVZW HRN-GSO9K2 INS-GOSTRD**	Geotab GO9 Verizon telematics device, ProPlus plan, heavy duty universal t-harness, installation, and training.	$0.00	$19.75
CLIN 5	**GT # GO9-LTEATTC5 - Bundle contains : GO9-LTEATT HRN-CW03K3 INS-GOSTRD**	Geotab GO9 AT&T telematics device, ProPlus plan, 3 wire harness, installation, and training.	$0.00	$19.75
CLIN 6	**GT # GO9-LTEVZWC6 - Bundle contains : GO9-LTEVZW HRN-CW03K3 INS-GOSTRD**	Geotab GO9 Verizon telematics device, ProPlus plan, 3 wire harness, installation, and training.	$0.00	$19.75
CLIN 7	**GT # GR8-LTEATTC7 - Bundle contains : GR8-LTEATT HRN-GR09K1 INS-GOSTRD**	Geotab GO Rugged 8 telematics device, ProPlus plan, universal t-harness, installation, and training.	$50.00	$19.75
CLIN 8	**GT # GR8-LTEATTC8 - Bundle contains : GR8-LTEATT HRN-RW03K4 INS-GOSTRD**	Geotab GO Rugged 8 telematics device, ProPlus plan, 3 wire harness, installation, and training.	$50.00	$19.75
CLIN 9	**MTK-MINISTU15KATTC9 Bundle contains : MTK-MINISTU15KATT SPR-LBRACKET INS-GOHDWIRE**	Solar powered asset tracker w/Lbracket, including training and installation and monthly service plan.	$297.00	$10.00
CLIN 10	*GT # GO9-NOGPSAC18 - Bundle contains : GO9-NOGPSA HRN-GS16K2 INS-GOSTRD*	*Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, universal light duty t-harness, installation, and training.*	*$0.00*	*$19.75*
CLIN 11	*GT # GO9-NOGPSAC19 - Bundle contains : GO9-NOGPSA HRN-GSO9K2 INS-GOSTRD*	*Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, heavy duty universal t-harness, installation, and training.*	*$0.00*	*$19.75*
CLIN 12	*GT # GO9-NOGPSAC20 - Bundle contains : GO9-NOGPSA HRN-CW03K3 INS-GOSTRD*	*Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, 3 wire harness, installation, and training.*	*$0.00*	*$19.75*
SELF INSTALL Packages			
CLIN 13	**GT # GO9-LTEATTC10 - Bundle contains : GO9-LTEATT HRN-GS16K2**	Geotab GO9 AT&T telematics device, ProPlus plan, universal light duty t-harness, and training. This is a SELF INSTALL PACKAGE	$0.00	$18.50
CLIN 14	**GT # GO9-LTEVZWC11 - Bundle contains : GO9-LTEVZW HRN-GS16K2**	Geotab GO9 Verizon telematics device, ProPlus plan, light duty universal t-harness, and training. This is a SELF INSTALL PACKAGE	$0.00	$18.50
CLIN 15	**GT # GO9-LTEATTC12 - Bundle contains : GO9-LTEATT HRN-GSO9K2**	Geotab GO9 AT&T telematics device, ProPlus plan, heavy duty universal t-harness, and training. This is a SELF INSTALL PACKAGE	$0.00	$18.50
CLIN 16	**GT # GO9-LTEVZWC13 - Bundle contains : GO9-LTEVZW HRN-GSO9K2**	Geotab GO9 Verizon telematics device, ProPlus plan, heavy duty universal t-harness, and training. This is a SELF INSTALL PACKAGE	$0.00	$18.50
CLIN 17	**GT # GO9-LTEATTC14 - Bundle contains : GO9-LTEATT HRN-CW03K3**	Geotab GO9 AT&T telematics device, ProPlus plan, 3 wire harness, and training. This is a SELF INSTALL PACKAGE	$0.00	$18.50
CLIN 18	**GT # GO9-LTEVZWC15 - Bundle contains : GO9-LTEVZW HRN-CW03K3**	Geotab GO9 Verizon telematics device, ProPlus plan, 3 wire harness, and training. This is a SELF INSTALL PACKAGE	$0.00	$18.50

			Per Unit	Per Month
CLIN 19	GT # GR8-LTEATTC16 - Bundle contains : GR8-LTEATT HRN-GR09K1	Geotab GO Rugged 8 telematics device, ProPlus plan, universal t-harness, and training. This is a SELF INSTALL PACKAGE	$50.00	$18.50
CLIN 20	GT # GR8-LTEATTC17 - Bundle contains : GR8-LTEATT HRN-RW03K4	Geotab GO Rugged 8 telematics device, ProPlus plan, 3 wire harness, and training. This is a SELF INSTALL PACKAGE	$50.00	$18.50
CLIN 21	GT # GO9-NOGPSAC21 - Bundle contains : GO9-NOGPSA HRN-GS16K2	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, universal light duty t-harness, and training. This is a SELF INSTALL PACKAGE	$0.00	$18.50
CLIN 22	GT # GO9-NOGPSAC22 - Bundle contains : GO9-NOGPSA HRN-GSO9K2	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, heavy duty universal t-harness, and training. This is a SELF INSTALL PACKAGE	$0.00	$18.50
CLIN 23	GT # GO9-NOGPSAC23 - Bundle contains : GO9-NOGPSA HRN-CW03K3	Geotab GO9 (no GPS) AT&T telematics device, ProPlus plan, 3 wire harness, and training. This is a SELF INSTALL PACKAGE	$0.00	$18.50

Non-Core Items				
Hardware				
Ancillary Non-Core	SKU/Heading	Description	Per Unit	Per Month
Non-Core	HRN-CW03S3	3-wire harness for GO devices - PWR, GND, IGN.	$9.00	$0.00
Non-Core	HRN-DS06T2	6-pin heavy-duty T-harness for installations where the Deutsch connector needs to remain available for other applications.	$25.00	$0.00
Non-Core	HRN-GR09K1	Universal Rugged Heavy-Duty T-Harness Kit (IP67)	$25.00	$0.00
Non-Core	HRN-GS09K2	Universal Heavy-Duty T-Harness Kit — Multi-connector kit includes a 9-pin T-harness and 4 different mounting adapters for use in most Heavy-Duty international vehicles. Eliminates the need to know vehicle information in advance.	$25.00	$0.00
Non-Core	HRN-GS16K2	Universal OBDII T-Harness Kit – Multi-connector kit includes a T-harness and twelve different mounting adapters for use in most light-duty and medium-duty international vehicles. Eliminates the need to know vehicle information in advance.	$25.00	$0.00
Non-Core	HRN-RMRCA1	CAT specific adapter	$15.00	$0.00
Non-Core	HRN-RW03S4	3-wire harness for the GO RUGGED	$13.00	$0.00
Non-Core	HRN-DC14S2	14-pin harness for CAT vehicles	$56.00	$0.00
Non-Core	HRN-RX06S4	6-way IOX harness for GO RUGGED to provide digital auxiliary support.	$13.00	
Non-Core	IOX-AUXM	IOX Add-On for GO devices for auxiliary support	$35.00	$0.00
Non-Core	HRN-RS12S2	Harness to connect GO RUGGED device to vehicle diagnostic port for engine data.	$13.00	$0.00
Non-Core	HRN-CM24Y1	Harness for custom GO device installations — includes Molex connectors for two OBD and one J1939 points.	$13.00	$0.00
Non-Core	HRN-CE10A2	Custom proprietary adapter for Volvo and Mack FMS vehicles in North America. Requires HRN-CM24Y1.	$15.00	$0.00
Non-Core	HRN-BS04A1	Adapter harness used in with HRN-DS09T2, HRN-DT09T2, and HRN-GS09K2 for enhanced engine support on 2017 Kenworth and Peterbilt trucks.	$14.00	$11.20
Non-Core	HRN-BS16S4	OBDII extension cable pack for GO devices — replaces the HRN-INSTALLPACKV2.	$9.00	$7.20
Non-Core	HRN-BS16S4F	Flat OBDII extension harness for GO devices.	$11.00	$8.80
Non-Core	HRN-BS16S5	OBDII extension harness for GO devices.	$8.00	$6.40
Non-Core	HRN-BU16Y5	OBDII harness for GO devices — includes special vehicle connector to receive engine data from Mitsubishi Fuso or medium-duty vehicles.	$10.00	$8.00
Non-Core	HRN-CH06A2	Custom proprietary HINO FMS adapter. Requires HRN-CM24Y1.	$14.00	$11.20
Non-Core	HRN-CH10A2	Custom 10-pin HINO FMS adapter for 2019+ vehicle models. Requires HRN-CM24Y1.	$20.00	$16.00
Non-Core	HRN-CI04A2	Customer Isuzu FMS adapter for 2017+ vehicle models. Requires HRN-CM24Y1.	$11.00	$8.80
Non-Core	HRN-CK10A2	Custom adapter for Mack vehicles in North America. Requires HRN-CM24Y1.	$24.00	$19.20
Non-Core	HRN-CP04A2	PSM module connection for Mercedes Sprinters (907 Chassis) for global markets. Requires HRN-CM24Y1.	$16.00	$12.80
Non-Core	HRN-CS14S21	14-pin connector harness for heavy-duty applications. Refer to the Vehicle Specific Installation document for more information.	$13.20	$10.56
Non-Core	HRN-CT06A1	Custom adapter for Tesla Model S vehicles. Requires HRN-CM24Y1.	$14.00	$11.20
Non-Core	HRN-CT06A11	Customer adapter for Tesla Model S and Model X vehicles. Requires HRN-CM24Y1.	$14.00	$11.20
Non-Core	HRN-CT20T1	Custom harness for Tesla Model 3 vehicles.	$30.00	$24.00
Non-Core	HRN-CT20T11	Custom harness for 2019+ Tesla Model 3 vehicles.	$15.00	$12.00
Non-Core	HRN-CW08A4	8-wire adapter for vehicles with connectors that are not supported on other harnesses. Requires HRN-CM24Y1.	$7.00	$5.60
Non-Core	HRN-DS06S4	6-pin straight harness for heavy-duty Deutsch connector installations in North America.	$12.00	$9.60
Non-Core	HRN-DS09S4	9-pin straight harness for heavy-duty Deutsch connector installations in North America.	$12.00	$9.60
Non-Core	HRN-EE14S1	Diagnostic connector for Mercedes vehicles — used on older generation medium-duty trucks and buses.	$90.00	$72.00
Non-Core	HRN-ES12S1	European interface harness for generic vehicles with FMS.	$12.00	$9.60
Non-Core	HRN-UP21Y2	European interface harness for Mercedes Sprinters with PSM.	$16.00	$12.80

Non-Core	HRN-CW08K4	Custom 8-wire harness kit for vehicles with no supported connectors. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit.	$16.25	$13.00
Non-Core	HRN-CW03K3	Custom 3-wire harness kit. The custom kit contains the harness and a fuse kit.	$16.25	$13.00
Non-Core	HRN-RW03K4	3-wire harness kit for GO Rugged. The kit contains the harness and a fuse kit.	$21.25	$17.00
Non-Core	HRN-CK10K2	Custom harness kit for Mack vehicles, 2018 or older, in North America. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit.	$30.00	$24.00
Non-Core	HRN-CE10K2	Custom harness kit for Volvo/Mack vehicles, 2019 or newer, in North America. Requires HRN-CM24Y1. The custom kit contains the harness and a fuse kit.	$45.00	$36.00

Driver Identification				
Ancillary Non-Core	SKU/Heading	Description	Per Unit	Per Month
Non-Core	IOX-NFCREADERA	IOX Add-On for NFC Tag Reader with mounting bracket - used for Driver ID.	$56.00	$0.00
Non-Core	GEO-NFCFOBBLU	Blue NFC Driver ID Tag.	$4.00	$0.00
Non-Core	GEO-NFCSTKBLU	NFC Driver ID Sticker Tag with blue inner label.	$4.00	$0.00
Non-Core	GEO-NFCFOBBLU20	Bag of 20 qty. Blue NFC Driver ID Tag.	$48.00	$0.00
Non-Core	GEO-NFCSTKBLU20	Bag of 20 qty. NFC Driver ID Sticker Tag with blue inner label.	$48.00	$0.00
Non-Core	**INS-GOADV**	One-time installation of IOX-NFCREADER.	$90.00	$0.00

In Cab Coaching				
Ancillary Non-Core	SKU/Heading	Description	Per Unit	Per Month
Non-Core	IOX-GOTALK	IOX Add-On for GO devices for Text-to-Speech Speaker for Driver Feedback.	$100.00	$0.00
Non-Core	**INS-GOADV**	One-time installation of IOX-GOTALK.	$90.00	$0.00

Extended Coverage				
Ancillary Non-Core	SKU/Heading	Description	Per Unit	Per Month
Non-Core	IOX-SATIRDV2K1 Includes : IOX-SATIRDV2 INS-GOADV	IOX Iridium satellite add-on (harness and antenna included), installation, training and monthly service plan. Must be combined with CLIN 3 or 4 at $19.75 plus $34.25 monthly service fee. Total monthly service plan will be $54.00	$674.00	$34.25

Winter Solution				
Ancillary Non-Core	SKU/Heading	Description	Per Unit	Per Month
Non-Core	MTK-WT10XLTEATT	IOX Add-On for winter operations spreader interfacing and data collection, includes HRN-IOX10X. Must be combined with CLIN 1 thru 8 or CLIN 10 thru 23 at $19.75 plus $15.25 monthly service fee. Total monthly service plan will be $35.00	$235.20	$15.25
Non-Core	HRN-IOX10X	Cable - WT10X IOX to I/O Cable	$35.20	$0.00
Non-Core	HRN-MIC2DC	Cable – Muncie Advantage+ Integration	$48.00	$0.00
Non-Core	HRN-DB9SI15	Cable - DB-9 Serial Integration (15FT)	$14.00	$0.00
Non-Core	HRN-FAI	Cable - Force America Integration	$14.00	$0.00
Non-Core	HRN-CS550	Cable - CS550 Integration	$309.76	$0.00
Non-Core	HRN-CS440	Cable - CS440 Integration	$28.00	$0.00
Non-Core	HRN-DB9NM	Cable - DB-9 Null Modem Integration	$28.00	$0.00
Non-Core	HRN-FLEX4	Cable - Flex 4 Integration	$16.00	$0.00
Non-Core	HRN-SCHINT	Cable - Schmidt Integration	$384.00	$0.00
Non-Core	HRN-GILINT	Cable - Giletta Integration	$55.04	$0.00
Non-Core	HDW-PPSENK	Telemetry - Plow Proximity Sensor Kit	$112.00	$0.00
Non-Core	HDW-HYDPS	Telemetry - Hydraulic Pressure sensor 100 to 1500PSI	$112.00	$0.00
Non-Core	INS-WTROPS	One-time installation of Winter operations add on and cables.	$360.00	$0.00

Camera Solutions				
Ancillary Non-Core	SKU/Heading	Description	Per Unit	Per Month
Non-Core	MKH-CAMCP2NALTE64K1	Front facing camera. Must be paired with a GO device.	$499.98	$22.45
Non-Core	INS-CAMK1	One-time installation of MKH-CAM	$138.00	$0.00
Non-Core	MKH-CAMCP2NALTE64K2	Front and rear facing cameras with DVIR functionality. Must be paired with a GO device.	$884.72	$22.45
Non-Core	INS-CAMK2	One-time installation of front and rear cameras	$600.00	$0.00

Keyless				
Ancillary Non-Core	SKU/Heading	Description	Per Unit	Per Month

Non-Core	KEYLESS PLAN	Tap and Go Keyless plan, including telematics-based vehicle access, training, support, and warranty. Must be paired with monthly ProPlus plan.	$0.00	$7.00
Non-Core	MOTORPOOL PLAN	Motorpool operations plan, including telematics-based vehicle access, reservations, training, support, and warranty. Must be paired with monthly ProPlus plan.	$0.00	$22.00
Non-Core	IOX-KEYLESS	IOX Add-On for Keyless functionality, with integrated keyfob. Can be paired with INS-GOADV and INS-STRTINHIB (if necessary).	$61.00	$0.00
Non-Core	IOX-KEYLESS-NK	IOX Add-On for Keyless functionality, without integrated keyfob. Can be paired with INS-GOADV and INS-STRTINHIB (if necessary).	$61.00	$0.00
Non-Core	HRN-CX09Y5	IOX-KEYLESS expansion harness for bladed key ignition to inhibit functionality. Can be paired with INS-STRTINHIB.	$10.40	$0.00
Non-Core	SPR-QRTAG	QR Tag for IOX-KEYLESS key shipment to Geotab.	$2.00	$0.00
Non-Core	INS-STRTINHIB	One-time installation of starter inhibit harness for bladed key ignition to inhibit starter functionality. Must be paired with IOX-KEYLESS hardware.	$90.00	$0.00

Unbundled Offering				
Ancillary Non-Core	**SKU/Heading**	**Description**	**Per Unit**	**Per Month**
Non-Core	GO9-LTEATT	Geotab GO9 AT&T telematics device	$68.00	$14.25
Non-Core	GO9-LTEVZW	Geotab GO9 Verizon telematics device	$68.00	$14.25
Non-Core	GR8-LTEATT	Geotab rugged AT&T telematics device	$114.00	$14.25
Non-Core	GO9-NOGPSA	Geotab GO9 (no GPS) AT&T telematics device	$68.00	$14.25
Non-Core	INS-GOSTRD	One-time installation of GO Device and Harness	$85.00	$0.00
Non-Core	Ford OEM	Ford OEM Embedded Solution	$0.00	$19.75
Non-Core	GM OEM	GM OEM Embedded Solution	$0.00	$20.75

Miscellaneous				
Ancillary Non-Core	**SKU/Heading**	**Description**	**Per Unit**	**Per Month**
Non-Core	**Requirements Analysis**	Onboarding requirements analysis and database setup are free of charge, additional requirements analysis will be charged at the provided rate.	$100.00 Hr	$0.00
Non-Core	**Design and Build**	The design, build, and testing of initial database features are free of charge, additional design, build, and test will be charged at the provided rate.	$100.00 Hr	$0.00
Non-Core	**Test and Report**	The design, build, and testing of initial database features are free of charge, additional design, build, and test will be charged at the provided rate.	$100.00 Hr	$0.00
Non-Core	**Report Development**	Custom report generation and dashboards are free of charge, additional non-standard reports and dashboards will be charged at the provided rate.	$100.00 Hr	$0.00
Non-Core	**Additional Training and Installation**	Additional installation fee,including training for Non Core add ons	$100.00 Hr	$0.00
Non-Core	**Professional Services**	Standard support, rules configuration, geofence creation, report generation, all included free of charge. Additional professional services will be charge at the included rate.	$130.00 Hr	$0.00
Non-Core	**Take Back**	Take back service. Must be paired with GO9-LTE or INSTALL above	$10.00	$0.00
Non-Core	INS-NOSHOW	Vehicle not available at the time of scheduled install	$100.00	$0.00
Non-Core	SUSPEND PLAN	Monthly suspend rate plan option for CLIN1 thru CLIN8 or CLIN10 thru CLIN23. Device can only remain on suspend	$0.00	$5.00