

BERRIEN COUNTY ROAD COMMISSION

| ITEMS | ATT/WEBTECH WIRELESS | | | CompassCom | | | SKYHAWK TELEMATICS | | | INTL. ROAD DYNAMICS | | | RA Consultants, LLC | | | Fleet Analytics | | |
|---|----------------------|----------|-----------------------------|------------|----------|--------------------------------|--------------------|--------------|--------------------------------------|---------------------|------|--------------------------------|---------------------|------|-------------------------------------|-----------------|------|--------------------------------|
| | Month | Year | Total | Month | Year | Total | Month | Year | Total | Month | Year | Total | Month | Year | Total | Month | Year | Total |
| 1. Monitor equipment for 50 snow plow trucks-fixed cost | | | \$32,300 | | | \$16,000 | | | \$35,827 | | | Below | | | \$13,000 | | | \$7,500 |
| +Vehicle Location | | | incl | | | incl | | | incl | | | \$14,400 | | | incl | | | incl |
| +Plow up/down | | | incl | | | incl | | | incl | | | \$9,525 | | | incl | | | incl |
| +Sander or Spinner on/off | | | incl | | | incl | | | incl | | | \$5,150 | | | incl | | | incl |
| +Vehicle on/off | | | incl | | | incl | | | incl | | | incl | | | incl | | | incl |
| +Wing out/in | | | incl | | | incl | | | incl | | | \$9,525 | | | incl | | | incl |
| 2. Monitoring equipment for 15 assigned vehicles-fixed cost | | | \$7,185 | | | \$2,625 | | | \$5,514 | | | Below | | | \$1,500 | | | \$2,250 |
| + Vehicle Location | | | incl | | | incl | | | incl | | | \$2,850 | | | incl | | | incl |
| 3. Reporting Package | | | incl | 1556.75 | \$18,681 | \$18,681 | | | incl | | | incl | | | \$1,522 | | | incl |
| 4. Training | | | \$1,125 | | | ? | | Some on Site | \$3,800 | | | \$4,618 | | | | | | incl |
| 5. Installation | | | \$4,200 | | | \$22,750 | | | BCRC | | | incl | | | \$15,750 | | | \$6,500 |
| 6. Maintenance | | | BCRC | | | BCRC | | | BCRC | | | BCRC | | | \$2,000 | | | BCRC |
| 8. On going fees | \$2,690 | \$32,280 | \$32,280 | \$390 | \$4,680 | \$4,680 | \$1,885 | \$22,620 | \$22,620 | | | \$19,296 | | | \$14,820 | | | \$11,700 |
| 9. Support services | | | \$5,700 | | | \$2,750 | | | incl | | | incl | | | incl | | | incl |
| 10.Shipping | | | ? | | | Incl | | | \$2,500 | | | incl | | | incl | | | \$0 |
| 11. Public Website-fixed cost | | | \$21,600 | | | incl | | | \$500 | | | incl | | | incl | | | ? |
| 12.Public Website on going fees | | | \$12,000 | | | incl | 325 | \$3,900 | \$3,900 | | | incl | | | incl | | | ? |
| 13. Software | | | Proprietary | | | Proprietary | | | Open | | | Proprietary | | | Open | | | Proprietary |
| Year one cost-less public viewing | | | \$82,790 | | | \$67,486 | | | \$ 70,261 | | | \$65,364 | | | \$48,592 | | | \$27,950 |
| Year two cost-less public building | | | \$32,280 | | | \$23,361 | | | \$ 22,620 | | | \$19,296 | | | \$18,424 | | | \$11,700 |
| Technology | | | Cellular with hosted server | | | cellular with hosted server | | | cellular with hosted server | | | Cellular on hosted server | | | Cellular on our server | | | Cellular on hosted server |
| Location | | | Blaine, Washington | | | Centennial, Colorado | | | St. John's, Canada | | | Spring Grove, Illinois | | | Cincinnati, Ohio | | | Suwanee, Georgia |
| Sales representative | | | Craig Berndt | | | Michael Kovacs | | | Walt Fischer | | | Randy Hanson | | | Chris Webber | | | Gary Page |
| 3G or 4G | | | 3G | | | 3G | | | 4G | | | 4G | | | 4G | | | 4G |
| Michigan presence | | | Kalamazoo County | | | Saginaw County, Newaygo County | | | Trial in Midland County | | | No Michigan Trials or Customer | | | No Michigan Trials or Customer | | | No Michigan Trials or Customer |
| Equip Warranty | | | ? | | | City of Saginaw | | | System in Rochester Hills & Westland | | | ? | | | 1st year incl. following yrs \$1604 | | | |
| | | | MI DEAL quote | | | Working with Motorola | | | | | | | | | ArcServe license req'd | | | |