



## NCSA PROPOSED PRICING

**EFFECTIVE UPON AWARD**

# Pricing for NCSA

## AssetWorks LLC

### FleetFocus:

#### FleetFocus Software:

##### **Volume Discounts for NEW Customers**

##### **Proposed Discount**

Total single purchase order for up to \$100,000 in software licenses	18%
Total single purchase order for over \$100,000 in software licenses	28%
Total single purchase order for over \$200,000 in software licenses	38%

#### FleetFocus Annual Maintenance:

Maintenance is 20% of the list software price with an annual increase of 5%.

Maintenance begins on the date of contract execution.

Maintenance will automatically renew annually for a 12-month term.

Maintenance fee must be paid in full at the beginning of each renewal term.

Maintenance for interfaces or custom developed software is available at 20% of the cost of custom works

Maintenance service agreements include the following (see Software Maintenance Agreement for terms and conditions):

- Corrections to deviations to Software
- Optional and Mandatory Revisions to Software
- Telephone hotline assistance during normal business hours
- Emergency technical assistance as needed
- Technical literature
- Onsite maintenance as required (travel and lodging costs not included)

#### Barcode/Kiosk Hardware

##### **Volume Discounts for NEW Customers**

##### **Proposed Discount**

Barcode Hardware (1-25 units)	3.0%
Kiosk Hardware (1-25 units)	1.0%

*\* For quantities above 25, customers may be granted additional discounts on a case by case basis. These discounts will require written approval from a Company Vice President or higher.*

**Barcode/Kiosk Warranty:**

The price of Barcode hardware includes a 1 year warranty on parts. Extended warranties beyond Year 1 are available and MAY NOT be discounted.

The price of Kiosk hardware includes a 2-year warranty on parts. No extended warranty available.

**FuelFocus Products:**

**FUEL HARDWARE:**

**Quantity Discounts for NEW Customers (see Note 1):**

**Proposed Discount**

Non WAF and WAF Station Equipment

Quantities < 50	2.5%
Quantities 50-99	7.5%
Quantities of 100 or more	12.5%

Nozzle Tags

Quantities < 200	2.5%
Quantities of 200 or more	5.0%

WAF Vehicle Equipment

Quantities < 1,500	0.0%
Quantities 1,500-3,999	1.5%
Quantities of 4,000 or more	7.5%

RVB Programmers and Vehicle Kits

Quantities < 20	0.0%
Quantities of 20 to 99	1.5%
Quantities of 100 or more	7.5%

Easy Connect Cables (min purchase of 100 units required)

Quantities < 500	0.0%
Quantities of 500-3,999	1.5%
Quantities of 4,000 or more	7.5%

Spare Parts & Spare Parts Kits

Quantities < 10	5.0%
Quantities of 10 or more	10.0%

HID Keys

Quantities < 5,000	2.5%
Quantities of 5,000 or more	7.5%

<u>Banner Overhead Sensors</u>	
Quantities < 50	2.5%
Quantities of 50 or more	7.5%
<u>Omron</u>	
Quantities < 100	2.5%
Quantities of 100 or more	7.5%
<u>Equipment Rental</u>	0.0%

**FUEL HARDWARE WARRANTY:**

The price of hardware includes a 1 year warranty on parts. Extended maintenance after the first year is 8% of the hardware purchase price.

	<b>Proposed Discount</b>
<b>THIRD PARTY SOFTWARE</b>	0.0%
<b>KEYBOX HARDWARE</b>	2.5%
<b>GPS - Telematics</b>	5.0%
<b>Field Service Solutions</b>	2.5%
<b>RFind</b>	2.5%
<b><u>Consulting Services (Fleet, Facilities and Fuel)</u></b>	0.0%

**Canada Pricing**

AssetWorks sets pricing for Canada annually based on the exchange rate at the beginning of the calendar year. In the event that the exchange rate fluctuates more than 5% from the exchange rate established at the beginning of the calendar year, AssetWorks will review pricing as needed.

The AssetWorks 2017 pricing for Canada is based on an exchange rate of 1 USD equals 1.33 CAD.



Effective upon Award

List Pricing (not to be published)

Product Description	Price for module bundles (per module), 3 or more modules purchased	Single Module Price
<b>Base System Charge, Non-transit vehicle assets:</b>		
FleetFocus Size (1-199 Units)- per vehicle unit (non bus/ non transit)	\$ 50	
FleetFocus Size (200-749 Units)- per vehicle unit (non bus/ non transit)	\$ 48	
FleetFocus Size (750 - 999 Units)- per vehicle unit(non bus/ non transit)	\$ 45	
FleetFocus Size (1000 - 2499 Units)-per vehicle unit (non bus/ non transit)	\$ 42	
FleetFocus Size (2500-4999 Units)- per vehicle unit (non bus/ non transit)	\$ 40	
FleetFocus Size (5000 - 7499 Units)-per vehicle unit (non bus/ non transit)	\$ 38	
FleetFocus Size (7500- 9999 Units)- per vehicle unit (non bus/ non transit)	\$ 35	
FleetFocus Size (10000- 12499 Units)- per vehicle unit (non bus/ non transit)	\$ 30	
FleetFocus Size (12500-14999 Units)- per vehicle unit (non bus/ non transit)	\$ 28	
FleetFocus Size (15000-19999 Units)- per vehicle unit (non bus/ non transit)	\$ 25	
FleetFocus Size (20000- 29999 Units)- per vehicle unit (non bus/ non transit)	\$ 20	
FleetFocus Size (30000- 49999 Units)- per vehicle unit (non bus/ non transit)	\$ 15	
FleetFocus Size (50000-99999- Units)- per vehicle unit (non bus/ non transit)	\$ 10	
FleetFocus Size (100000-299999- Units)- per vehicle unit (non bus/ non transit)	\$ 7.50	
FleetFocus Size (300000+Units)- per vehicle unit (non bus/ non transit)	\$ 5	
<b>Base System Charge, transit vehicle assets:</b>		
FleetFocus Size (0 - 49 Units)- per vehicle unit (bus/ transit vehicle unit)	\$ 475	
FleetFocus Size (50 - 99 Units)- per vehicle unit (bus/ transit vehicle unit)	\$ 450	
FleetFocus Size (100 - 199 Units)- per vehicle unit (bus/ transit vehicle unit)	\$ 425	
FleetFocus Size (200 - 299 Units)-per vehicle unit (bus/ transit vehicle unit)	\$ 400	
FleetFocus Size (300-399 Units)- per vehicle unit (bus/ transit vehicle unit)	\$ 375	
FleetFocus Size (400 - 499 Units)-per vehicle unit (bus/ transit vehicle unit)	\$ 350	
FleetFocus Size (500-759 Units)- per vehicle unit (bus/ transit vehicle unit)	\$ 325	
FleetFocus Size (750- 999 Units)- per vehicle unit (bus/ transit vehicle unit)	\$ 300	
FleetFocus Size (1000-1999 Units)- per vehicle unit (bus/ transit vehicle unit)	\$ 275	
FleetFocus Size (2000+ Units)- per vehicle unit (bus/ transit vehicle unit)	\$ 250	

**Base System Charge, Rail vehicle assets:**

RailFocus Size (0 - 24 Units)- per vehicle unit (rail vehicle unit)	\$	1,250	
RailFocus Size (25 - 49 Units)- per vehicle unit (rail vehicle unit)	\$	1,000	
RailFocus Size (50 - 99 Units)- per vehicle unit (rail vehicle unit)	\$	950	
RailFocus Size (100- 249 Units)-per vehicle unit (rail vehicle unit)	\$	900	
RailFocus Size (250-499 Units)- per vehicle unit (rail vehicle unit)	\$	850	
RailFocus Size (500 - 749 Units)-per vehicle unit (rail vehicle unit)	\$	800	
RailFocus Size (750-999 Units)- per vehicle unit (rail vehicle unit)	\$	750	
RailFocus Size (1000+ Units)- per vehicle unit (rail vehicle unit)	\$	700	

**Base System Charge, Linear Assets:**

LinearFocus Size (1 - 24 Units)- per mile	\$	2,000	
LinearFocus Size (25 - 49 Units)- per mile	\$	1,750	
LinearFocus Size (50 - 249 Units)- per mile	\$	1,500	
LinearFocus Size (250- 499 Units)- per mile	\$	1,250	
LinearFocus Size (500 - 749 Units)- per mile	\$	1,000	
LinearFocus Size (750 - 999 Units)- per mile	\$	900	
LinearFocus Size (1000+ plus Units)- per mile	\$	850	

**EquipmentFocus for Stationary Equipment:**

EquipmentFocus for Stationary Equipment, per asset (1-4999)	\$	10.00	
EquipmentFocus for Stationary Equipment, per asset (5000-9999)	\$	8.00	
EquipmentFocus for Stationary Equipment, per asset (10,000-14999)	\$	6.00	
EquipmentFocus for Stationary Equipment, per asset (15000-19999)	\$	5.00	
EquipmentFocus for Stationary Equipment, per asset (20000+)	\$	4.50	

**Component assets**

3 to 1 ratio included in base license

Additional component licenses:

Component asset licenses, per asset (1-4999)	\$	5.00	
Component asset licenses, per asset (5000-9999)	\$	4.00	
Component asset licenses, per asset (10,000-14999)	\$	3.00	
Component asset licenses, per asset (15000-19999)	\$	2.00	
Component asset licenses, per asset (20000+)	\$	1.00	

**Base system Charge, FleetFocus, for asset management only, (outsourced maintenance) non-shop environments**

FleetFocus Size (1-199 Units)- per vehicle unit (non bus/ non transit)	\$	20	
FleetFocus Size (200-749 Units)- per vehicle unit (non bus/ non transit)	\$	19	
FleetFocus Size (750 - 999 Units)- per vehicle unit(non bus/ non transit)	\$	18	
FleetFocus Size (1000 - 2499 Units)-per vehicle unit (non bus/ non transit)	\$	17	

FleetFocus Size (2500-4999 Units)- per vehicle unit (non bus/ non transit)	\$	16
FleetFocus Size (5000 - 7499 Units)-per vehicle unit (non bus/ non transit)	\$	15
FleetFocus Size (7500- 9999 Units)- per vehicle unit (non bus/ non transit)	\$	14
FleetFocus Size (10000- 12499 Units)- per vehicle unit (non bus/ non transit)	\$	12
FleetFocus Size (12500-14999 Units)- per vehicle unit (non bus/ non transit)	\$	11
FleetFocus Size (15000-19999 Units)- per vehicle unit (non bus/ non transit)	\$	10
FleetFocus Size (20000- 29999 Units)- per vehicle unit (non bus/ non transit)	\$	8
FleetFocus Size (30000- 49999 Units)- per vehicle unit (non bus/ non transit)	\$	6
FleetFocus Size (50000-99999- Units)- per vehicle unit (non bus/ non transit)	\$	4
FleetFocus Size (100000-299999- Units)- per vehicle unit (non bus/ non transit)	\$	3
FleetFocus Size (300000+Units)- per vehicle unit (non bus/ non transit)	\$	2

**Base System Charge, Yard Management Real Time Location Service**

Yard Management (1-199 Units)- per asset	\$	100
Yard Management (200-499 Units)- per asset	\$	90
Yard Management (500-749 Units)- per asset	\$	90
Yard Management (750 - 999 Units)- per vehicle unit(non bus/ non transit)	\$	45
Yard Management (1000 - 2499 Units)-per asset	\$	42
Yard Management (2500-4999 Units)- per asset	\$	40
Yard Management (5000 - 7499 Units)-per asset	\$	38
Yard Management (7500- 9999 Units)- per asset	\$	35
Yard Management (10000- 12499 Units)- per asset	\$	30
Yard Management (12500-14999 Units)- per asset	\$	28
Yard Management (15000-19999 Units)- per asset	\$	25
Yard Management (20000- 29999 Units)- per asset	\$	20
Yard Management (30000- 49999 Units)- per asset	\$	15
Yard Management (50000-99999- Units)- per asset	\$	10
Yard Management (100000-299999- Units)- per asset	\$	7.50
Yard Management (300000+Units)- per asset	\$	5

**FA Included Modules:**

**Bar Code, Labor Capture, Ad Hoc Query, Shop Scheduling, Service Level Agreement (SLA),  
Production Planning (Re-build), Equipment Planning (includes IC Eplanning),  
Replacement/ Performance Modeling**

**FA Add-on Modules**

Reporting Module	5.0%	10.0%
Motor Pool Module	10.0%	15.0%
Motor Pool Reservations Module	5.0%	10.0%
Shop Activity, (Tech,Supervisor, Storekeeper, Warranty portal) Module	10.0%	15.0%



<i>(includes Service Request and Notifications Module)</i>		
Customer Access Module	5.0%	10.0%
<i>(includes Service Request and Notifications module AND customer calendar appt. view)</i>		
KPI/Dashboards Module	5.0%	10.0%
PMM/ Performance Measures and Monitors	5.0%	10.0%
MAXQueue Integration Module	5%	10%
Enterprise Portal Module (include for free for all NEW clients)	5.0%	10.0%
Screen Designer Module	5.0%	10.0%
Notifications Module (included for all clients who own either Shop Activity, Customer Access or FuelFocus)	5.0%	10.0%
FA Notification Builder (MAXQueue) Module	5.0%	10.0%
Passive GPS Module	20.0%	20.0%
Driver Behavior Module	20.0%	40.0%
ACTIONMap!	15.0%	20.0%
Safety Inspector	20.0%	40.0%
EquipmentFocus for Facilities Module	20.0%	25.0%
Incident Management Module	15.0%	20.0%
Operations Modules	20.0%	25.0%
Mapping Module	10.0%	10.0%
EAM Connect	10.0%	10.0%
MobileFocus / Smart Apps, Enterprise License	20.0%	20.0%
<i>FA Integration Modules</i>		
Telematics Module (need adapters as per below)	10%	10%
<i>(above is bundled in to the monthly fee when selling NetworkFleet Telematics adaptor)</i>		
Telematics Networkfleet Adaptor, per vehicle, added to monthly fee	\$1.25	\$1.25
Telematics Networkfleet Adaptor, license (when not bundled into monthly fee)	10%	10%
Telematics Zonar Evir (Inspection) Adaptor	5%	5%
Telematics Zonar GPS Adaptor (Odometers)	5%	5%
Trapeze Ops/ PASS Interface Module	10.0%	15.0%
Trapezse ITS Interface Module (required Telematics Module)	5.0%	10.0%
TRIPCard Module	20%	20%
FA Novalog IPC Parts Catalog Integration (does not include Novalog software)	10%	15%
FA AssetWorks IPC Parts Catalog Integration (does not include Documoto/Digabit software)	10%	15%

**M5 Included Modules:**

**Accident Management, Audit, Notifications**

**M5 Modules**

Replacement Analysis Module	5.0%	10.0%
Motor Pool Module	10.0%	15.0%
M5 Motor Pool Reservations Module	5.0%	10.0%

Screen Designer Module	5.0%	10.0%
KPI/ Dashboard Module	5.0%	10.0%
PMM/ Performance Measures and Monitors	15.0%	20.0%
<i>minimum for the module above is \$7500.00</i>		
Shop Activity Module (Shop Portal) - Includes upcoming Technician Portal	10.0%	20.0%
Customer Access Module (Customer Portal)	5.0%	5.0%
Passive GPS Module	20.0%	20.0%
Driver Behavior Module	20.0%	40.0%
Ad Hoc Query Module	5.0%	10.0%
EquipmentFocus (Stationary / Tool Equipment)	20.0%	25.0%
MobileFocus / Smart Apps, Enterprise License	20.0%	20.0%
<b>M5 Integration Modules</b>		
Telematics Module (need adapters as per below)	10%	10%
<i>(above is bundled in to the monthly fee when selling NetworkFleet Telematics adaptor)</i>		
Telematics Networkfleet Adaptor, per vehicle, added to monthly fee	\$1.25	\$1.25
Telematics Networkfleet Adaptor, license (when not bundled into monthly fee)	10%	10%
Telematics Zonar Evir (Inspection) Adaptor	5%	5%
Telematics Zonar GPS Adaptor (Odometers)	5%	5%
TRIPCard Module	20%	20%
Safety Inspector	20%	40%
MAXQueue Integration Module	5%	10%
M5 Crystal/ BOE Adapter with customer provided BOE license	10%	10%

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**KeyValet**

KeyValet Module (1st site)	\$	7,500.00	\$	7,500.00
KeyValet Module (2nd and 3rd sites (each))	\$	2,500.00	\$	2,500.00
KeyValet Module (each site # 4-10)	\$	1,500.00	\$	1,500.00
KeyValet Module (each site after the 10th)	\$	1,000.00	\$	1,000.00

**FleetFocus software, for KeyValet stand alone, i.e. not current software customers. Purchasing KeyValet 'stand alone'**

*Base Software Charge with FleetFocus Base, Motor Pool, MP Reserve, Notifications and Ad Hoc Reports*     \$     5,000

FleetFocus Size (1-199 Units)- per vehicle unit (non bus/ non transit)	\$	20
FleetFocus Size (200+ Units)- per vehicle unit (non bus/ non transit)	\$	19

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**Other Integration Modules:**

NAPA TAMS Interface Module	5%	10%
<del>Invers Interface Module</del>	No longer supported	
Lincoln Industrial Fluid Interface Adapter	5%	10%

MobileFocus for Windows OS, per pda, not incl. hardware	\$	960	\$	960
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**Capital Asset Management & Planning**

1 - 999 Assets	\$25,000.00
1000-2499 Assets	\$50,000.00
2500-4999 Assets	\$75,000.00
5000-7499 Assets	\$100,000.00
7500-9999 Assets	\$125,000.00
10000-14999 Assets	\$150,000.00
15000-19999 Vehicles	\$175,000.00
20000+ Assets	\$200,000.00

**FuelFocus**

<b>Fuel</b>	FleetFocus/FuelFocus Integration License (per ICU)		\$	2,495	\$	2,495
<b>Fuel</b>	Telematics Module (For FleetFocusFA) Per Site	per site, less than 5	\$	2,495	\$	2,495
<b>Fuel</b>	Telematics Module (For FleetFocusFA) Per Site	per site, less than 5	\$	2,495	\$	2,495
<b>Fuel</b>	Telematics Module (For FleetFocusM5) Per Site	per site, more than 5	\$	1,295	\$	1,295
<b>Fuel</b>	Telematics Module (For FleetFocusM5) Per Site	per site, more than 5	\$	1,295	\$	1,295
<b>Fuel</b>	FuelFocus TLS/ Veeder Root Integration License (per site, if one site)		\$	2,495	\$	2,495
<b>Fuel</b>	FuelFocus TLS/ Veeder Root Integration License (per site, if multiple sites)		\$	1,295	\$	1,295
<b>Fuel</b>	Fuel Insight Windows Stand alone Software (per site), <i>For non-FleetFocus clients only (1 seat)</i>		\$	7,995	\$	7,995
<b>Fuel</b>	Fuel Insight Software Additional Seats		\$	995	\$	995

**FleetFocus software, for FuelFocus stand alone, i.e. not current software customers. Purchasing FuelFocus 'stand alone'**

*FuelTickets and Fuel inventory only: Contractually not allowed to use FleetFocus for work orders, replacement, parts inventory, etc*

<b>Fuel</b>	FleetFocus Size (1-999 Units)- per vehicle unit	\$	15
<b>Fuel</b>	FleetFocus Size (1000 + Units)- per vehicle unit	\$	5

**3rd Party**

**FA:**

Crystal Reports Server 2008 OEM Embedded Edition (for FA), - includes one report writer	\$	2,900	\$2,900
Crystal Reports Server 2008 OEM Embedded Edition (for FA), Full CPU license- includes one report writer	\$	15,000	\$15,000
Crystal Reports Professional Edition (1 x report writer, 0 report users)	\$	495	\$495

**M5:**

Crystal Developer (1 x report writer, 0 report users)	\$	450	\$450
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Business Objects Enterprise XI for M5, Concurrent Access Licenses	\$	4,200	\$4,200
Business Objects Enterprise XI for M5, Named Users	\$	695	\$695
Business Objects Enterprise XI for M5, CPU license	\$	70,000	\$70,000
5 Concurrent Access License (CAL) Pack - Crystal Reports Server 2008 for M5	\$	4,900	\$4,900
10 Concurrent Access License (CAL) Pack - Crystal Reports Server 2008 for M5	\$	9,600	\$9,600
15 Concurrent Access License (CAL) Pack - Crystal Reports Server 2008 for M5	\$	14,100	\$14,100
20 Concurrent Access License (CAL) Pack - Crystal Reports Server 2008 for M5	\$	18,000	\$18,000

**Novalog for FA\***

CatBase authoring software, licenses (for FA), per named user	\$	3,750	\$3,750
CatBase Viewers (Network, Internet TCP/IP or HTML Client)- (For FA- per concurrent user)	\$	2,750	\$2,750

*\*Novalog FA/IC Integration Module needs to also be purchased (see module list above)*

**AssetWorks Illustrated Parts Catalog (Documoto/Digabit) Saas Only**

**Setup Fee**

Annual Fee - up to 5 Workstations	\$3,000
Annual Fee - up to 10 Workstations	\$5,000
Annual Fee - 11 to 25 Workstations	\$7,500
Annual Fee - 26 to 50 Workstations	\$12,500
Annual Fee - 51-100 Workstations	\$17,500
Annual Fee - 101+ Workstations	\$25,000
Annual Fee - 200+ Workstations	\$40,000

**Hosting Services**

Annual Fee - up to 5 Workstations	\$10,000
Annual Fee - up to 10 Workstations	\$15,000
Annual Fee - 11 to 25 Workstations	\$25,000
Annual Fee - 26 to 50 Workstations	\$40,000
Annual Fee - 51-100 Workstations	\$60,000
Annual Fee - 101 - 200 Workstations	\$75,000
Annual Fee - 200+ Workstations	\$100,000

**Hosting, per Non-Transit vehicle per month** (customer purchases software)

Server Set-Up (one time)	\$	5,000
<b>Minimum</b>		\$1,000 per month
Vehicles 500-749	\$	1.75
Vehicles 750-1999	\$	1.50
Vehicles 2000-4999	\$	1.25
Vehicles 5000-9999	\$	1.00
Vehicles 10000-14999	\$	0.75
Vehicles 15000+	\$	0.50
Reports Server Set-Up (one-time)	\$	2,500
Reports Server Per Month	\$	500
MobileFocus Per PDA, Per Month	\$	10
FuelFocus (Per ICU)	\$	50

**Hosting, per Transit vehicle per month** (customer purchases software)

Server Set-Up (one time)	\$	5,000
<b>Minimum</b>		\$2500 per month
Vehicles 1-99	\$	30.00
Vehicles 100-199	\$	25.00
Vehicles 200-299	\$	20.00
Vehicles 300-399	\$	15.00
Vehicles 400-499	\$	12.00
Vehicles 500-749	\$	10.00
Vehicles 750-1999	\$	8.00
Vehicles 2000+	\$	5.00
Reports Server Set-Up (one-time)	\$	2,500
Reports Server Per Month	\$	500
MobileFocus Per PDA, Per Month	\$	10
FuelFocus (Per ICU)	\$	50

**ASP/Software As a Service, and Hosting- Non-Transit**

FleetFocus ASP- SAAS

(Rental-Per vehicle/Per Month); Includes Maintenance

Server Set-Up (one-time)	\$	5,000
<b>Minimum</b>		\$2,000 per month
<b>Price for base, modules added as per %</b>		
Vehicles 500-749	\$	3.50
Vehicles 750-1999	\$	3.25
Vehicles 2000-4999	\$	3.00

Vehicles 5000-9999	\$	2.50
Vehicles 10000-14999	\$	2.25
Vehicles 15000+	\$	2.00
Reports Server Set-Up (one time)	\$	2,500
Reports Server Per Month	\$	500
MobileFocus Per PDA, Per Month	\$	25
FuelFocus (Per ICU)	\$	75

**ASP/Software As A Service, and Hosting- Transit**

FleetFocus ASP- SAAS

(Rental-Per vehicle/Per Month); Includes Maintenance

Server Set-Up (one-time)

\$ 10,000

**Price for base, modules added as per %**

**Minimum**

\$5,000 per month

Vehicles 1-99

\$ 150.00

Vehicles 100-199

\$ 125.00

Vehicles 200-299

\$ 100.00

Vehicles 300-399

\$ 75.00

Vehicles 400-499

\$ 60.00

Vehicles 500-749

\$ 50.00

Vehicles 750-1999

\$ 40.00

Vehicles 2000+

\$ 25.00

Reports Server Set-Up (one-time)

\$ 5,000

Reports Server Per Month

\$ 1,000

MobileFocus Per PDA, Per Month

\$ 25

FuelFocus (Per ICU)

\$ 125

	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
States	Population < 1 Million Targets 8 <b>Core Price \$250k</b> <b>Hosting: \$2500/mo</b>	Population 1-5 Million Targets 21 <b>Core Price \$350k</b> <b>Hosting: \$3000/mo</b>	Population 5-10 Million Targets 16 <b>Core Price \$500k</b> <b>Hosting: \$4500/mo</b>	Population 10-20 Million Targets 5 <b>Core Price \$750k</b> <b>Hosting: \$6000/mo</b>	Population >20 Million Targets 2 <b>Core Price \$1.0M</b> <b>Hosting: \$7500/mo</b>
Counties, RMPO	Population < 50k Targets 848 (exc. <20k) <b>Core Price \$35k</b> <b>Hosting: \$1500/mo</b>	Population 50k-100k Targets 389 <b>Core Price \$65k</b> <b>Hosting: \$2250/mo</b>	Population 100k-500k Targets 440 <b>Core Price \$100k</b> <b>Hosting: \$3000/mo</b>	Population 500K-3 Million Targets 119 <b>Core Price \$150k</b> <b>Hosting: \$4500/mo</b>	Population >3 Million Targets 6 <b>Core Price \$250k</b> <b>Hosting: \$6000/mo</b>
Towns, Cities and Others	Population < 50k Targets 1013 (exc. <20k) <b>Core Price \$35k</b> <b>Hosting: \$1500/mo</b>	Population 50k-100k Targets 431 <b>Core Price \$65k</b> <b>Hosting: \$2250/mo</b>	Population 100k-300k Targets 212 <b>Core Price \$100k</b> <b>Hosting: \$3000/mo</b>	Population 300K-1 Million Targets 50 <b>Core Price \$150k</b> <b>Hosting: \$4500/mo</b>	Population >1 Million Targets 9 <b>Core Price \$250k</b> <b>Hosting: \$6000/mo</b>
Utilities	Meters < 50k <b>Core Price \$35k</b> <b>Hosting: \$1500/mo</b>	Meters 50k-100k <b>Core Price \$65k</b> <b>Hosting: \$2250/mo</b>	Meters 100k-300k <b>Core Price \$130k</b> <b>Hosting: \$3000/mo</b>	Meters 300K-1 Million <b>Core Price \$200k</b> <b>Hosting: \$4500/mo</b>	Meters >1 Million <b>Core Price \$400k</b> <b>Hosting: \$6000/mo</b>
Tollways	Miles < 50 <b>Core Price \$35k</b> <b>Hosting: \$1500/mo</b>	50-100 Miles <b>Core Price \$65k</b> <b>Hosting: \$2250/mo</b>	100-150 Miles <b>Core Price \$130k</b> <b>Hosting: \$3000/mo</b>	150 -300 Miles <b>Core Price \$200k</b> <b>Hosting: \$4500/mo</b>	Miles > 300 <b>Core Price \$400k</b> <b>Hosting: \$6000/mo</b>

# AssetWORKS

## Shop Hardware Pricing

	<u>Price</u>
MobileFocus (software) per PDA	\$ 960.00
Maintenance	\$ 192.00

<u>Unit</u>	<u>Price</u>
Motorola MC55A0 with Numeric Keypad, 1D scanner 256MB/1G 1x	\$ 1,545.00
Motorola MC55A0 with Qwerty Keypad, 1D scanner 256MB/1G 1x	\$ 1,545.00
Motorola MC55A0 with Qwerty Keypad, 1D scanner, camera, 256MB/1G 1.5x	\$ 1,595.00
<i>Accessories</i>	
Symbol MC55A0 Cradle, includes cradle, power supply, cord, and USB cable	\$ 200.00
Power supply	\$ 50.00
Cord	\$ 10.00
USB cable	\$ 15.00
Symbol MC75, QWERTY keypad, 1D scanner, 128/256	\$ 2,445.00
Symbol MC75, QWERTY keypad, 1D scanner, EVDO, verizon	\$ 2,445.00
<i>Accessories</i>	
MC70/MC75 Four Slot Charge Only Cradle Kit	\$ 401.00
MC75 Cradle, includes cradle, power supply, cord, and USB cable	\$ 225.00
MC75 2.5X Li Ion Battery, 4800 mAh w/Door and Strap	\$ 110.00
MC75 3600 MaH Battery	\$ 80.00
USB Cable	
<b>Symbol MC9590K Ruggedized Device, Color Display, 53 Key</b>	<b>\$ 2,495.00</b>
<i>Accessories</i>	
MC9590 Single Bay Cradle	\$ 288.00
USB cable	\$ 10.00
MC9590 Battery	\$ 95.00
Soft Case Holster	\$ 70.00
<b>Motorola MC9598-K Ruggedized Device, Verizon Carrier, ID scanner, Camera, Alpha Numeric Primary wide</b>	<b>\$ 3,195.00</b>
<i>Accessories</i>	



MC9590 Single Bay Cradle	\$ 288.00
USB cable	\$ 10.00
MC9590 Battery	\$ 95.00
Soft Case Holster	\$ 70.00

<b>Wedge Devices</b>	
Symbol LS2208 Wedge Device	\$ 295.00
Symbol LS3578 Cordless Scanner Bluetooth KIT	\$ 1,033.00
Symbol LS3578 Cordless Scanner Bluetooth	\$ 690.00
Symbol LS3578 Charging and Radio Cradle	\$ 275.00
Symbol LS3578 Charging Cradle	\$ 125.00
Power supply for cradle	\$ 41.00
Line cord	\$ 5.00

<b>Intermec Thermal Bar Code Printers FA</b>	
EasyCoder PM4i bar code printer	\$ 1,895.00
4" W x 1.5"L label, 2400 per roll 4 rolls per case	\$ 95.00
4.1" W x 6000"L ribbon, each	\$ 15.00

<b>Zebra Thermal Bar Code Printers FA</b>	
Zebra S4M USB/SER/PAR	\$ 1,245.00
Zebra S4M USB/PrintServerII Printer	\$ 1,544.00
Ribbon WAX RIBBON 4.33" X 1476', each	\$ 20.00
Labels 4x2 4 rolls per case	\$ 94.56

**Premium Labels**

Z-Ultimate 3000T 3 x 1, 5240 per roll 4 rolls per case	\$ 495.00
Resin ribbon 3.27 x 1476' - 6 rolls per case	\$ 475.00
Resin ribbon 3.27 x 1476' - per each price	\$ 110.00

<b>Zebra Thermal Bar Code Printers M4, M5</b>	
Zebra GK420t with USB,Printer Kit	\$ 695.00
Zebra GK420t with USB & Internal Ethernet	\$ 844.00

<b>Zebra Labels M4, M5</b>	
4" W x 1.5"L label, 1790 per roll 12 rolls per case	\$ 161.52
4" W x 1"L label, 2260 per roll 4 rolls per case	\$ 48.92
4.3 x 2913"L ribbon, 12 per case	\$ 78.96

4" W x 2" Label, 1,370 labels per roll, 6 rolls per case	\$ 86.10
4.3" W x 244' L Wax/Resin ribbon, each	\$ 10.00
<b><u>Kiosk</u></b>	
Multi-Touch II, 17" Kiosk	\$ 6,195.00
DT120MX 15" Kiosk	\$ 4,750.00
DT120MX 17" Kiosk	\$ 5,250.00
DT120MX 19" Kiosk	\$ 5,700.00

<b>Gateways / Gateposts</b> (includes 1/2 wave antenna and power supply)				
Category	Type		Model	MSRP
Gateway	Standard		GW100	\$ 4,874.19
	GateMaster		GM100	\$ 5,326.86

<b>TAGS</b>				
Category	Type		Model	MSRP
Asset	Standard		T100	\$ 80.00
	Small	no Motion	PT100	\$ 43.00
		with Motion	LT100	\$ 65.00
	Actuator	Standard	AT100	\$ 140.96
		PCB Only	ATPCB100	\$ 37.95
Reference	Standard		R100	\$ 110.28
Chokepoint	Gatepost Tag		GPT100	\$ 385.98

<b>Power</b>				
Category	Type		Model	MSRP
Battery	Single A-cell		BAT100-3	\$ 6.67
	Single 1/2 AA-cell		BAT100-4	\$ 3.57
	Single D-cell		BAT102-1	\$ 23.81
	Large Pack		BAT200	\$ 71.43
Wired Power Module	AC Power	Gateway	PS102	\$ 55.69
	DC Power (up to 36V)	No Batt	PM100	\$ 94.17
		with Batt B/U	PM-LV100	\$ 103.45
Solar Power Kit	Standard	Gateway	SPG100	\$ -
	Standard	Tags	SPT100	\$ 59.52

<b>Components</b>				
Description	Type		Model	MSRP
Asset tag mounting kit	Magnetic		MK100	\$ 10.00
	Tether		MK101	\$ 10.00
Reference tag mounting kit	Backplate		MK200	\$ 2.14
	Pole mount		MK201	\$ 10.00
	In-ground		MK202	\$ 12.00
Gateway mounting kit			MK300	\$ 15.00
Gateway enclosure (rated to IP66)			HMK200	\$ 357.14

GateMaster mounting kit		MK400	\$ 166.55
Heater		AC100	\$ 178.57
WAN extension kit - SM		WEK100	\$ 3,095.24
WAN extension kit - AP		WEK200	\$ 1,902.38
Antenna - 1/2 wave		ANT100	\$ 22.90
Antenna - patch		ANT200	\$ 107.86
Antenna cable - 5 feet		AC200	\$ 30.10

DESCRIPTION	PART #	LIST
FuelFocus RF Controller - 2 Hose	2500-AE10-2N01-11AF	\$ 10,181.05
FuelFocus RF Controller - 4 Hose	2500-AE10-4R00-11AF	\$ 13,450.75
FuelFocus RF Controller - 8 Hose	2500-AE10-8R00-11AF	\$ 14,021.65
FuelFocus RF Controller - 12 Hose	2500-AE10-CR00-11AF	\$ 15,544.05
FuelFocus RF Controller - 16 Hose	2500-AE10-FR00-11AF	\$ 15,924.65
FuelFocus Controller - 2 Hose	2500-AE10-2N00-11AF	\$ 5,068.90
FuelFocus Controller - 4 Hose	2500-AE10-4N00-11AF	\$ 7,741.75
FuelFocus Controller - 8 Hose	2500-AE10-8N00-11AF	\$ 8,312.65
FuelFocus Controller - 12 Hose	2500-AE10-CN00-11AF	\$ 9,835.05
FuelFocus Controller - 16 Hose	2500-AE10-FN00-11AF	\$ 10,215.65
FuelFocus RF Controller - 4 Hose with Printer	2500-AE10-4R01-11AF	\$ 15,087.33
FuelFocus RF Controller - 8 Hose with Printer	2500-AE10-8R01-11AF	\$ 15,658.23
FuelFocus RF Controller - 12 Hose with Printer	2500-AE10-CR01-11AF	\$ 17,180.63
FuelFocus RF Controller - 16 Hose with Printer	2500-AE10-FR01-11AF	\$ 17,561.23
FuelFocus Controller - 4 Hose with Printer	2500-AE10-4N01-11AF	\$ 9,378.33
FuelFocus Controller - 8 Hose with Printer	2500-AE10-8N01-11AF	\$ 9,949.23
FuelFocus Controller - 12 Hose with Printer	2500-AE10-CN01-11AF	\$ 11,471.63
FuelFocus Controller - 16 Hose with Printer	2500-AE10-FN01-11AF	\$ 11,852.23
FuelFocus Controller Upgrade Kit 4-8 Hose	2500-UG-02	\$ 934.20
FuelFocus Controller Upgrade Kit 12-16 Hose	2500-UG-03	\$ 1,020.70
Upgrade Kit for ICU from XP to WIN7 - 8 hose	2500-UP-9455-08	\$ 2,805.00
Upgrade Kit for ICU from XP to WIN7 - 16 hose	2500-UP-9455-16	\$ 2,970.00
2 hose ICU Dallas reader no pedestal no WAF support	1350-AEMN-D1NC-NJWX	\$ 3,448.50
2 hose ICU Dallas reader no pedestal No WAF support	1350-AEMN-D1NC-NJPX	\$ 4,174.50
2 hose ICU Dallas reader no pedestal with WAF support Not include WAF box & mast	1350-AEMR-D1NC-NJWX	\$ 6,443.25
2 hose ICU Dallas reader with pedestal with WAF support Not include WAF box & mast	1350-AEMR-D1NC-NJPX	\$ 7,169.25
2 hose ICU MAG reader no pedestal no WAF support not water proof	1350-AEMN-M1NC-NJWX	\$ 3,557.40
2 hose ICU MAG reader with pedestal No WAF support not water proof	1350-AEMN-M1NC-NJPX	\$ 4,283.40
2 hose ICU MAG reader no pedestal with WAF support Not include WAF box & mast not water proof	1350-AEMN-M1NC-NJPX	\$ 4,283.40
2 hose ICU MAG reader with pedestal with WAF support Not include WAF box & mast not water proof	1350-AEMR-M1NC-NJPX	\$ 7,278.15
2 hose ICU MAG reader no pedestal no WAF support	1350-AEMN-G1NC-NJWX	\$ 3,671.75
2 hose ICU MAG reader with pedestal No WAF support	1350-AEMN-G1NC-NJPX	\$ 4,397.75
2 hose ICU MAG reader no pedestal with WAF support Not include WAF box & mast	1350-AEMR-G1NC-NJWX	\$ 6,666.50
2 hose ICU MAG reader with pedestal with WAF support Not include WAF box & mast	1350-AEMR-G1NC-NJPX	\$ 7,392.50
2 hose ICU HID reader no pedestal no WAF support	1350-AEMN-H1NC-NJWX	\$ 3,811.50
2 hose ICU HID reader with pedestal No WAF support	1350-AEMN-H1NC-NJPX	\$ 4,537.50
2 hose ICU HID reader no pedestal with WAF support Not include WAF box & mast	1350-AEMR-H1NC-NJWX	\$ 6,806.25
2 hose ICU HID reader with pedestal with WAF support Not include WAF box & mast	1350-AEMR-H1NC-NJPX	\$ 7,532.25
RFC-2500-ICU-WAF 4 Optical Channels No Option		
FuelFocus WAF Upgrade Kit	2500-UG-WAF	\$ 6,850.80
FuelFocus RF Controller - 4 Electronic, 4 Mechanical	2500-AE1H-4R00-11AF	\$ 13,583.96

FuelFocus RF Controller - 4 Electronic Dispensers MPD	2500-ME10-ER00-11AF	\$ 12,632.46
FuelFocus RF Controller - 4 Electronic Dispensers		\$ 11,625.60
DDA Lite - with power supply (Non MPD)	DDA-LT-01, ASS-PS-19	\$ 736.98
DDA - with power supply (MPD)	RDD-AO-02, ASS-PS-12A	\$ 1,046.65
Mechanical Pump Adapter	MPA-02-01	\$ 475.75
Oil Reel Conversion Kit	RDD-MPA-01	\$ 2,093.30
Pedestal Adapter	2500-PED-ADAPT	\$ 713.24
Stainless Steel - Painted	STAINLESS-PNT	\$ 3,592.10
Stainless Steel - Polished	STAINLESS-POL	\$ 4,342.10
RF Mobile Tanker FuelFocus Controller	2500-MBL-02	\$ 14,402.25
Mobile Tanker FuelFocus Controller	2500-MBL-01 - NORF	\$ 8,771.10
FuelFocus Controller GPS Unit	RPC-GP-02	\$ 865.00
FuelFocus Vehicle Data Collector	RPC-RF-06, RGT-RDR-01-SET, SFT-VDC-01	\$ 2,734.00
<i>includes High Power RF Antenna, RFU w/ power supply, VDC software</i>		
VDC Complete Kit with PC Controller	VDC-KIT-01	\$ 5,995.00
FuelFocus VDC Controller		\$ 1,730.00
<i>Includes: Controller, Chassis, Network switch, Windows License, UPS</i>		
High Power RF Controller Antenna w/mast	RPC-RF-06, MTL-2500-MAST	\$ 660.00
Mag Card Option	RDR-MG-00	\$ 247.39
HID Option	RDR-HI-01	\$ 380.60
AWID Option	RDR-AWID-01	\$ 380.60
Dallas Key Reader	MOD0005	\$ 110.72
Printer Upgrade Kit with door (after sale)	2500-UG-KT	\$ 1,807.85
Electrical Installation Kit - LG	EIK-FF-100	\$ 650.00
Electrical Installation Kit - SM	EIK-FF-101	\$ 350.00
UPS Power Conditioners-Surge Suppressors/Filters	SS1-ST	\$ 119.37
FF OPW Pulser Kit	PUL-OPW-001	\$ 146.90
FF GAS Pulser Interface Board	PUL-GAS-001	\$ 289.00
FF VR Totalizer Pulser	PUL-VRT-001	\$ 287.30
Omron DPST-NO Relays w/Base	G7L-2A-TJ-CB-AC100120/P7LF06	\$ 55.36
Banner Overhead Sensors	SUA925QD	\$ 423.85
Motorola Canopy Network PTP Hardware	MAX-P2P-KIT	\$ 5,250.00
Motorola Canopy Network PMTP Hardware (up to 9 units) price per unit	MAX-PTMP-KIT	\$ 6,375.00
FF Communication Cable	FF-CAT5e-1000	\$ 334.10
Fuel Insight Software -Server Only	FIO-SER-02	\$ 7,995.00
Fuel Insight Software Additional Seats	FIO-AS-050	\$ 995.00
FleetFocus Integration License	SUP-2500-01	\$ 2,495.00
FleetFocus VDC Integration License	SFT-VDC-01	\$ 2,495.00
FleetFocus VDC Integration License (per site if multiple sites, up to 8 add'l sites)	SFT-VDC-02	\$ 1,454.57
FleetFocus Lincoln Lube Integration License	FLIL - LIN-001	
Veeder Root Integration (per site if 1 site)	SUP-TLS-01	\$ 3,995.00

Veeder Root Integration (per site if multiple sites)	SUP-TLS-02	\$ 1,295.00
Universal Nozzle Tag	RID-TR-UNVRSL-MAX	\$ 233.55
Universal Heavy Duty Nozzle Transponder for Extreme Temperature	RID-TR-UNVRSL-6	\$ 325.76
Nozzle Transponder for LNG (50E 701)	RID-TR-50E701	\$ 251.62
Bracket Kit for CNG, Propane, LNG, CT100, GGIE-K, NGV Nozzle Transponder - DOES NOT INCLUDE NOZZLE T	RID-TR-PRPN-K	\$ 75.00
Emco Wheaton PosiLock Tag	RID-TR-WTN	\$ 233.55
Sherex CNG Nozzle Tag	RID-TR-CNG	\$ 233.55
Nozzle Transponder for CNG CT1000	RID-TR-CT1000	\$ 251.62
HID Keys		\$ 6.92
RF Vehicle ID Box - Single Meter	RID-04-54RF5	\$ 131.20
RF Vehicle ID Box - Dual Meter	RID-04-55RF5	\$ 139.41
RF Vehicle ID Box J1708	RID-56-J1708-RF1	\$ 162.37
RF Vehicle ID Box J1939 Canbus	RID-56-GEN-RF1-MAXHD	\$ 162.37
RF Vehicle ID Box J1708 - Transit	RID-56-J1708-RF1-TR	\$ 172.37
RF Vehicle ID Box J1939 Canbus - Transit	RID-56-GEN-RF1-MAXHD-TR	\$ 172.37
RF Vehicle ID Box OBDII Canbus	RID-56-GEN-RF1-MAXLD	\$ 162.37
Generic Canbus VIB (RM915)-SKR2	RID-M9A-GEN	\$ 187.87
J1708 VIB (RM915)-SKR2	RID-M9A-J17	\$ 187.87
PULSE VIB (RM916)	RID-M9A-PUL	\$ 187.87
OBDII Canbus Easy Connect Cable - 100 piece min	CUSMMU003	\$ 32.00
Twinax Cable	B-5935	\$ 65.67
J1939 9-Pin Easy Connect Heavy Duty Cable	CUS-MMU0092	\$ 89.90
J1939 Type II 500kb Heavy Duty 9-Pin Cables with Green Connectors	CUS-MMU0092G	\$ 76.50
N-Ring L type (2-7/8")	RNA-01-03U	\$ 18.05
T-Ring 2-1/8 (R-57UL)	RVC-01-57U	\$ 18.05
Vehicle Coil R-65UL	RVC-01-65U	\$ 18.05
T-Ring 3.0 (R-80UL)	RVC-01-80U	\$ 18.05
T-Ring 3-13/16 (R-100UL)	RVC-01-A0U	\$ 18.05
T-Ring 4-13/16 (R-125UL)	RVC-01-B5U	\$ 18.05
T-Ring 3.6	RVC-01-90U	\$ 18.64
Slim Coils	RVS-01-70U	\$ 18.05
T-Ring 2-1/8 (R-57UL)	RVC-01-57U	\$ 18.05
T-Ring 2.5" 2-5/15 (X-2.5UL)	RVC-03-25U	\$ 18.05
T-Ring 3.0 (R-80UL)	RVC-01-70U	\$ 18.05
T-Ring 2-5/8 (R-70UL)	RVC-01-80U	\$ 18.05
VEHICLE COIL 2.6" (S-65U) Slim	RVS-01-65U	\$ 18.64
T-Ring 4-3/16 (R-110UL)	RVC-01-A1U	\$ 18.05
Vehicle Coil with PVC Cover S-75	RVS-01-75U	\$ 18.05
T-Ring 4.8	RVC-03-45AU	\$ 18.64
T-Ring OVAL (X-4.5B)	RVC-03-45BU	\$ 18.64
Dashboard Coil	RNA-DSH-01	\$ 18.05
RF Vehicle ID Box Programmer	KBX2-AMPN-ECXX-ALNX	\$ 1,337.60

RF Vehicle ID Box Programmer - Battery	ACC-CB-B58	\$ 80.00
VIB WAF Dual Input No PID + Connector WO Antenna	RID-04-55RF5-CON	\$ 135.30
VIB WAF J1708 Dual Input No PID + Connector WO Antenna	RID-04-56RF6-CON	\$ 158.26
VIB WAF J1939 Dual Input No PID + Connector WO Antenna	RID-04-55RF7-CON	\$ 154.40
VIB WAF Canbus Dual Input No PID + Connector WO Antenna	RID-04-55RF7-CON	\$ 158.26
VIB Lite - ID Only	RID-01-ID2	\$ 56.00
Galtronic Antenna for RVB (RM915)	RVC-GAL-01	\$ 15.60
AVIV Antenna for RVB (RM915)	RVC-AVV-01	\$ 15.60
Mars Antenna for RVB (RM915)	RVC-MRS-01	\$ 24.61
ID Clips for ID Box	RDL-ID-50	\$ 5.49
RVB Cover (Rubber)	ACC-CV-01	\$ 16.00
RF Vehicle Starter Kit - KeyValet	KV-RFS-001	\$ 400.00
RF Vehicle Starter Kit - Light & Heavy Duty	KIT-STR-01	\$ 1,576.50
New Style RF Vehicle ID Box Flash Tool	PRG-ID-01-SET	\$ 227.70
Light Duty Canbus Tester	RID-56-TST	\$ 140.63
Heavy Duty J1708/1939 Tester	TST-1708-1939	\$ 562.50
Fuel Inlet Antenna Sample Kit	RVC-ANT-KIT	\$ 190.27
Spare Parts Kit - XP	RKT-2500-080-G	\$ 5,743.60
Spare Parts Kit HID - XP	RKT-2500-F-08H-G	\$ 6,124.20
Spare Parts Kit MAG - XP	RKT-2500-F-08M-G	\$ 5,990.99
Spare Parts Kit HID/MAG - XP	RKT-2500-F-08HM	\$ 6,371.59
Spare Part Kit 4 lines display WIN7	RKT-2500-F-08-G-J	\$ 5,721.34
Spare Kit HID 4 lines display WIN7	RKT-2500-F-08H-G-J	\$ 6,109.23
Spare Kit MAG 4 lines display WIN7	RKT-2500-F-08M-G-J	\$ 5,973.47
Spare HID/MAG 4 lines display WIN7	RKT-2500-F-08MH-G-J	\$ 6,361.36
Spare Parts Kit Mobile - MAG	RKT-2500-MBL-M	\$ 5,985.80
Spare Parts Kit Mobile - HID	RKT-2500-MBL-H	\$ 6,228.00
Panel Board	ASS-22-78B-SET	\$ 1,275.01
CPU Board (without frameware)	CPU-2500-5823	\$ 1,094.23
New CPU Board (1G Flash & Memory Stick included)	CPU-2500-5895	\$ 1,094.23
CPU Board Win 7 - N270 Proc Fanless	CPU-2500-9455	\$ 1,115.18
Memory Stick 256MB Ram	TS32MLS64V6F	\$ 86.50
1G Flash Disk (Programmed)	ASS-FD-1G	\$ 152.24
4G flash disk - WIN7 - Fixed ICU	ASS-FD-4G-P4	\$ 173.25
Pump Board	SET-22-81	\$ 1,617.55
4 Channel Junction Board	ASS-70-82	\$ 237.88
8 Channel Junction Board	ASS-20-79A	\$ 456.72
4 Channels Electric Board	ASS-20-56A-110	\$ 418.66
Dispenser Bypass Card	ASS-22-06A	\$ 53.28
Power Supply	RPS-2500-1205	\$ 253.10
Power Box (fuse, surge protection, switch and filter) for XP-.NET2 ICU	RKT-PS-BK-110	\$ 108.47
Power Supply & Line Filter Set Box for RFC-2500 WIN7 ICU	RKT-PS-BX-01	\$ 432.43
Cooling Fan	FAN-01-01	\$ 32.35



Keypad	ACC-KB-16	\$ 285.45
RFU Adaptor	ASS-22-35B	\$ 97.05
LCD Display	RFC-DS-00	\$ 22.84
Graphic 4 Line Display	RFC-DS-03	\$ 161.70
Magnetic Card Reader	RDR-MG-00	\$ 247.39
HID Reader	RDR-HI-01	\$ 380.60
Pedestal Door Lock	CYL0022	\$ 120.05
Head Lock	LCK-01-00	\$ 38.06
Flash Disk (Programmed) 512K	ASS-FD-512	\$ 152.24
Flash Disk (Programmed) 1G	ASS-FD 1G	\$ 152.24
Flash Disk (Programmed) 4G	ASS-FD-4G	\$ 281.99
Flash Disk (Programmed) 4G .NET2	ASS-FD-4G-P2	\$ 281.99
HID Keys (100 minimum)	HD-1346	\$ 6.14
HID ProxCard II (100 minimum)	HD-1326	\$ 2.10
Scissor Lift - Weekly	4WD500-W	\$ 2,854.50
Mobilization- Demobilization	MBE-DMBE	\$ 259.50
8 Hose Pedestal Only	2500-08-PDSTL-GRY	\$ 1,323.45
8 HOSE ADA PEDESTAL - INCLUDES INSIDE PARTS	2500-08-ADA-PDSTL	\$ 1,320.12
Panel board for new mobile controller	ASS-22-02A-5V	\$ 1,216.05
8G Flash Disk - WIN7 - Mobile ICU	ASS-FD-8G-P4-MBL	\$ 531.65
12V Charge Battery for mobile unit	ETG0698	\$ 153.84
Wireless Mini PCI Module (WiFi board) for XP MFC	MOD0326	\$ 330.00
MPA3 Box for Mobile Fuel Controller Unit, 5V/12V for XP Mobile Controller	MPA3-BOX-01	\$ 2,017.95
MPA3 Box for WIN7 Mobile Fuel Controller, 5V ONLY	MPA3-BOX-03	\$ 2,017.95
Wireless Mini PCI Module (WiFi board) for WIN7 MFC	MOD0330	\$ 363.00
FIA Wire Adaptor for FG3	RID-EM-02	\$ 60.34
WAF Camera Box Set for FG3	RPC-RF-50-CM-SET	\$ 634.50
FG3 VIB Flash Tool	PRG-FG3-01	\$ 895.00
FG3 Programmer Extended Range	PRG-FG3-02-H	\$ 1,743.16
RFU Set for VDC System FG3	RGT-RDR-01-FG3-SET	\$ 252.00
Universal Wireless Nozzle Reader Kit for FG3	RID-UNVRSL-25-BL	\$ 395.37
FG3 OBDII Canbus VIB	RID-FG3-04-AW	\$ 186.24
FG3 RFU Adapter Card Assembly, Com Rate 57600	ASS-22-35B-576	\$ 155.10
Driver ID Key for FJ3 - Black	RDL-ID-BLK	\$ 12.00
FG3 Driver ID Kit	RDR-02-00	\$ 129.00
WAF Antenna - FG3 with mast	RPC-RF-50-BX-SET	\$ 862.50
SVID without FIA (single protection)	RID-IN-54	\$ 60.34
FJ3 Starter Kit	KIT-STR-02	\$ 1,576.00
Passive GPS for FJ3	MOD0332	\$ 139.00
FJ3 Driver Behavior Upgrade	DRVR	\$ 129.00

DESCRIPTION	List Price
<b>KeyBox Hardware</b>	
KeyBox - 5 Keys	\$4,121.55
KeyBox - 8 Keys	\$4,876.20
KeyBox - 16 Keys	\$6,367.95
KeyBox - 32 Keys	\$8,483.40
KeyBox - 64 Keys	\$12,756.15
KeyBox - 96 Keys	\$13,528.35
<b>Key/Card Hardware</b>	
KeyBox - 10 Keys/Cards	\$6,451.65
KeyBox - 20 Keys/Cards	\$8,284.95
KeyBox - 36 Keys/Cards	\$11,281.95
KeyBox - 54 Keys/Cards	\$14,184.45
<b>KeyBox Enclosures</b>	
KeyBox Enclosure - 8 Keys	\$660.00
KeyBox Enclosure - 16 Keys	\$660.00
KeyBox Enclosure - 32 Keys	\$750.00
KeyBox Enclosure - 64 Keys	\$640.00
KeyBox Enclosure - 96 Keys	\$950.00
<b>KeyBox Options</b>	
Proximity Reader (HID)	\$490.00
Wall Mounted Controller	\$2,900.00
HID Proximity Keys	\$7.00
KeyBox Antenna Kit	\$2,800.00
<b>Vehicle Hardware</b>	
Vehicle Unit Programmer	\$1,280.00
RF Vehicle Starter Kit - KeyValet	\$400.00
Vehicle Antennas	\$20.00
Vehicle Identification Box	\$220.00

<u>Consulting Categories</u>	<u>Description of Services Provided</u>	<u>Education Level</u>	<u>Years Experience in Specific Discipline</u>	<u>Commercial Hourly Rate</u>
Fleet/Facilities Software Program Manager	Manages the implementation effort for many customers. This includes planning and coordinating both AssetWorks and customer activities to ensure that the goals and objectives of the implementation are accomplished within the defined time and funding parameters. Is fiscally responsible for achieving budgetary goals of the project. Consults with customers on the integration of Facility/FleetFocus products and the customer's standard operating procedures. Defines system interfaces, data conversion requirements, and software modifications required to support the customer's implementation requirements. Performs and/or supervises personnel in complex variance verifications, release testing and customer specific beta software support.	BA in a Business/Technical area or software design. Master's degree may be substituted for 2 years experience.	Ten years experience with complex facility/fleet maintenance management system implementations. Experience at the executive/mgmt level in program management and software product design work including: specification of program modifications, data interface programs, and data conversion coding; defining program modifications as being baseline product or customer specific custom modifications. Experience in software implementation across multiple platforms/environments; specifying program modifications, data interface programs, and data conversion coding; defining program modifications as being baseline product or customer specific custom modifications; analyzing customer work flow and standard operating procedure requirements relative to the software and capability of developing a detailed plan to accommodate these requirements through the use of the software.	\$225.00

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Fleet/Facilities Software Sr Project Manager	Serves as the primary contact with customer and works closely with other staff on a variety of tasks to ensure successful implementation of the project plan including: analysis of customer work flow and standard operating procedures; program modifications, data interface programs; data conversion coding requirements; and variance verification. Coordinates with Customer to deliver training activities associated with the implementation. Prepares project plans, implementation schedules, customer status reports, trip reports, expense reports and travel schedules. Troubleshoots all aspects of the project plan and communicates regularly with the Customer Project Manager on status of the implementation.	BA in a Business/Technical area or software design. Significant technical training and technical project management experience in areas pertinent to the implementation may be substituted for the degree requirement.	Seven (7) years experience in software project management including implementations of large complex projects. High level of knowledge of AssetWorks software products and services and skills to implement AssetWorks solutions in multiple environments including servers using a mixture of operating systems.	\$205.00

<u>Consulting Categories</u>	<u>Description of Services Provided</u>	<u>Education Level</u>	<u>Years Experience in Specific Discipline</u>	<u>Commercial Hourly Rate</u>
Fleet/Facilities Software Project Manager	Serves as the primary contact with customer and works closely with other staff on a variety of tasks to ensure successful implementation of the project plan including: analysis of customer work flow and standard operating procedures; program modifications, data interface programs; data conversion coding requirements; and variance verification. Coordinates with Customer to deliver training activities associated with the implementation. Prepares project plans, implementation schedules, customer status reports, trip reports, expense reports and travel schedules. Troubleshoots all aspects of the project plan and communicates regularly with the Customer Project Manager on status of the implementation.	BA in a Business/Technical area or software design. Significant technical training and technical project management experience in areas pertinent to the implementation may be substituted for the degree requirement.	Two (2) years experience in software project management including implementations of large complex projects. High level of knowledge of AssetWorks software products and services and skills to implement AssetWorks solutions in multiple environments including servers using a mixture of operating systems.	\$190.00

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Fleet/Facilities Software System Architect	Lead the overall design and development effort from a technical and functional perspective. Responsible for architectural underpinnings of the application and maintenance of the AssetWorks software product codes and extension of the product. Serves as a technical resource to the AssetWorks Customer Support Staff, Project Manager and Program Manager in the resolution of customer issues with data conversion and product functionality. Reviews functional and technical specifications for custom interfaces as well as requirement analysis documentation for custom software. Executes the production and maintenance of software specifications and technical documentation of developed code. Performs other duties as may be assigned by management.	Bachelor's degree in computer science/MIS/technical area or software design, or equivalent technical training in areas pertinent to the responsibilities.	Ten (10) years experience designing and developing the core AssetWorks applications. Experience in the production of technical specifications and systems documentation. Familiar with standard software development procedures and the software development cycle.	\$225.00

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Fleet/Facilities Software Developer	Maintenance of the AssetWorks software product codes and extension of the product. Serves as a technical resource to the AssetWorks Customer Support Staff, Project Manager and Program Manager in the resolution of customer issues with data conversion and product functionality. Reviews functional and technical specifications for custom interfaces as well as requirement analysis documentation for custom software. Executes the production and maintenance of software specifications and technical documentation of developed code. Performs other duties as may be assigned by management.	Bachelor's Computer science/MIS/Technical area or software design, or equivalent technical training in areas pertinent to the responsibilities.	Two (2) years experience designing and developing software for the fleet or facilities management industry. Data integration experience across several computer environments and platforms. Experience in the production of technical specifications and systems documentation. Familiar with standard software development procedures and the software development cycle. Additional experience in financial accounting environment desirable.	\$175.00
Fleet/Facilities Software Sr Implementation Specialist	Working with customers on-site and remotely to provide software training to personnel involved with the software - directors, supervisors, administrative personnel, craftsmen, and shop workers. Prepares and customizes documentation for classroom presentation. Develops class curriculum, workshops and new class offerings. Leads customers in implementing best practices and new workflows. Provides technical assistance to customers as needed.	Bachelors Degree or equivalent technical training/experience.	Seven (7) years experience delivering functional and technical training classes, particularly fleet or facilities management software application training to varied clients. High degree of professionalism. Demonstrable industry knowledge; organized and prepared; knowledgeable and in command of the materials being taught. Can communicate clearly, responding effectively to questions in a classroom environment.	\$225.00

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Fleet/Facilities Software Implementation Specialist	Working with customers on-site and remotely to provide software training to personnel involved with the software - directors, supervisors, administrative personnel, craftsmen, and shop workers. Prepares and customizes documentation for classroom presentation. Develops class curriculum, workshops and new class offerings. Leads customers in implementing best practices and new workflows. Provides technical assistance to customers as needed.	Bachelors Degree or equivalent technical training/experience.	Three (3) years experience delivering functional and technical training classes, particularly fleet or facilities management software application training to varied clients. High degree of professionalism. Demonstrable industry knowledge; organized and prepared; knowledgeable and in command of the materials being taught. Can communicate clearly, responding effectively to questions in a classroom environment.	\$195.00
Fleet/Facilities Software Installation Engineer	Supports the Project Manager in working with the customer during the installation of the AssetWorks software. Works closely with other AssetWorks and customer staff on a variety of tasks to ensure successful implementation. Assists in the troubleshooting of all installation tasks and related issues.	Bachelor's in Computer Science/MIS/technical area or software design, or equivalent technical training in areas pertinent to the responsibilities.	Three (3) technical experience installing and supporting the AssetWorks applications. Experience in the execution of technical specifications and systems documentation. Familiar with standard software operating and support procedures.	\$195.00
Fuel Software Installer/Trainer	Supports the Project Manager in working with the customer during the installation of the AssetWorks software. Works closely with other AssetWorks and customer staff on a variety of tasks to ensure successful implementation. Assists in the troubleshooting of all installation tasks and related issues. Provides classroom or field based training to customers.	Bachelor's degree in Computer Science/MIS/Technical area or software design; or equivalent technical training or work experience in areas pertinent to the responsibilities.	One (1) year experience performing installation, configuration, setup and upgrades of software applications. High level of proficiency with Microsoft operating systems. Highly proficient PC and technical skills. Demonstrates effective communication, interpersonal, organizational and planning skills. Ability to communicate software training materials to customers in a classroom environment or in the field	\$205.00



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Fuel Master Technician	Supports the Project Manager in performing the physical installation of the FuelFocus System hardware. Acts as liaison between Project Manager and outside contractors for site readiness. Works closely with other AssetWorks and customer staff on a variety of tasks to ensure successful implementation. Assists in the troubleshooting of all installation tasks and related issues.	Certified installer or approved service representative for Gasboy, PetroVend, Dresser Wayne, Veeder Root, Bennett and similar manufacturers in petroleum industry or equivalent technical training in areas pertinent to the responsibilities.	Five (5) years technical experience installing and supporting the AssetWorks FuelFocus system or similar systems. Experience in the execution of technical specifications and systems documentation. Familiarity and ability to read electrical schematics from various pump manufacturers. Highly proficient electrical skills. Possesses all applicable certifications as well as deep knowledge of all OSHA and safety standards relevant to site installation and location.	\$185.00