

Region Selection	
Please check the box for the relevant region you are providing pricing information for. Refer back to the RFP section 2.3 for the region map and designations.	
Western Region Price Proposal	<input type="checkbox"/>
Eastern Region Price Proposal	<input type="checkbox"/>

Exhibit B1 Hardware				
Quantity	Firm Fixed Price Per Unit	Updated Pricing as of 6/1/2020	Updated Pricing as of 5/8/2021	
Multi Space Pay Station - LUKE II - AC and CC only 1-4 Pay Stations	\$207.00	\$ 2,660.06	\$ 8,440.98	
Multi Space Pay Station - LUKE II - AC and CC only 5-10 Pay Stations	\$207.00	\$ 3,227.02	\$ 8,018.93	
Multi Space Pay Station - LUKE II - AC and CC only 11-19 Pay Stations	\$213.34	\$ 3,011.29	\$ 7,807.90	
Multi Space Pay Station - LUKE II - AC and CC only 20+ Pay Stations	\$283.00	\$ 2,734.82	\$ 7,596.88	

Catalogue Discount Other Hardware			
Order Value	Volume Discount (not to exceed)	No Change	
Parking Pay Station Hardware \$50,000+	15% off list		
Parking Pay Station Hardware \$100,000+	25% off list		
Accessories Category			
Upgrade to Solar Power			
Weather			
Bees Key	No Volume Discount		
Meter Hood Cover	No Volume Discount		

Maintenance & Service Fees (Hardware)							
Duration of Coverage	Unit Price	Total Price	Updated Pricing as of 6/1/2020 Unit Price	Total Price	Updated Pricing as of 5/8/2021 Unit Price	Total Price	
Extended warranty coverage - Less shipping	5 yrs.	\$6.00	\$ 3,080.00	\$ 32.70	\$ 3,141.76	\$ 31.36	\$3,081.45

Training Costs			
Price (not to exceed)	Updated Pricing as of 6/1/2020		
On-site Training (travel costs included) up to ten (10) employees \$2,400/-per 8 hour day	\$246 for each additional Day	\$ 3,352.50	\$ 705.75
On-site Training (travel costs included) up to twenty (20) employees \$2,400/-per 8 hour day	\$246 for each additional Day	\$ 2,352.50	\$ 705.75
On-site Training (travel costs included) up to forty five (45) employees \$2,400/-per 8 hour day	\$246 for each additional Day	\$ 2,352.50	\$ 705.75
On-site Training (travel costs included) per additional employee over 45 \$2,400/-per 8 hour day	\$246 for each additional Day	\$ 2,352.50	\$ 705.75

Labor Service Rates			
Price (not to exceed)	Updated Pricing as of 6/1/2020		
Service Technician 8:00AM-5:00PM Mon-Fri (Non-Warranted Product) \$66/-per hour	\$ 61.12		
Service Technician After Hours 5:01PM-7:59AM Mon-Fri (Non-Warranted Product) \$120/-per hour	\$ 123.24		
Service Technician Weekend/Holiday Hours (Non-Warranted Product) \$146/-per hour	\$ 136.45		
Systems Engineer / Programmer \$125/-per hour	\$ 117.63		
Project Manager / Project Engineer \$150/-per hour	\$ 141.15		
Consulting \$125/-per hour	\$ 144.66		
Graphic Design (if available)	NA		

Implementation & Miscellaneous Components (if applicable)			
Price (not to exceed)	Updated Pricing as of 6/1/2020		
Fixed Price for one (1) Solution Compatible Concrete Pad \$65	\$ 65.50		
Bonds & Permits	reimbursed at cost		
Travel & Expenses	negotiated per purchase		
Rentals	reimbursed at cost		

Subscription Annual Fees for Exhibit B1 Software											
	Year 1	Year 2	Year 3	Year 4	Year 5	Updated Pricing as of 6/1/2020	Year 1	Year 2	Year 3	Year 4	Year 5
Basic Licensing (Software or Hardware)											
BOSS - programming software (per unit)	\$ 1,140.00	0	0		0	\$1,072.74	\$ 1,045.49				
Additional Features Licensing or Third Party Licenses (if applicable)											
Infrastructure Licensing (if applicable)											
Hosting Fees (if applicable)											
Monthly IIS Server fee	\$ 4,000.00	\$ 540.00	\$ 540.00	\$ 540.00	\$ 540.00	\$1,500.29	\$ 500.14	\$ 500.14	\$ 500.14	\$ 500.14	\$ 500.14
Monthly Communication	\$ 300.00	\$ 300.00	\$ 300.00	\$ 300.00	\$ 300.00	\$ 286.75	\$ 286.75	\$ 286.75	\$ 286.75	\$ 286.75	\$ 286.75

Subscription Annual Fees other Catalogue Items					
	Year 1	Year 2	Year 3	Year 4	Year 5
Basic Licensing (Software or Hardware)					
Additional Features Licensing or Third Party Licenses (if applicable)					
Infrastructure Licensing (if applicable)					
Hosting Fees (if applicable)					