

**PROPOSAL**

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

Eastern Region Price Proposal

Exhibit B1 Hardware				
Quantity	Firm Fixed Price Per Unit	Updated Pricing as of 6/14/2020	Updated Pricing as of 7/10/2021	
1-4 Pay Stations	\$6,386.05	\$6,386.05	\$	\$ 6,386.05
5-10 Pay Stations	\$6,386.05	\$6,386.05	\$	\$ 6,386.05
11-19 Pay Stations	\$6,386.05	\$6,386.05	\$	\$ 6,386.05
20+ Pay Stations	\$6,386.05	\$6,386.05	\$	\$ 6,386.05
Color Display	\$609.30	\$609.30	\$	\$ 609.30
Bill Acceptance	\$1,159.90	\$1,159.90	\$	\$ 1,159.90
Additional Printer	\$3,774.86	\$3,774.86	\$	\$ 3,774.86
TRV, Non-Pass (Required for Pay by License)	\$29.91	\$29.91	\$	\$ 29.91
Light Bar (only with AC Power)	\$455.74	\$455.74	\$	\$ 455.74
Door Wrap	\$260.17	\$260.17	\$	\$ 260.17
Faceplate Graphic - verSTATION only	\$1,135.30	\$1,135.30	\$	\$ 1,135.30
Entire Body Wrap	\$419.33	\$419.33	\$	\$ 419.33
Read & Encode and Dispense CR 80 Card - Annual Pass	\$3,311.28	\$3,311.28	\$	\$ 3,311.28
All-in-One (AIO) Level 1/2 EMV Credit Card Processing Subsystem	\$2,106.31	\$2,106.31	\$	\$ 2,106.31

**Catalogue Discount Other Hardware** No Change

Please list the discount off list for all other Parking Pay Station hardware or accessory category items in your company catalogue. Add categories or volume discount tiers as applicable.

Order Value	Volume Discount (not to exceed)
Parking Pay Station Hardware \$50,000+	25%
Parking Pay Station Hardware \$100,000+	30%
Accessories Category	

**Maintenance & Service Fees (Hardware)**

Provide the maintenance options for your solution. Customer would prefer a full warranty covering all software and hardware with a minimum of five (5) years (payable annually) coverage from the date of installation and protection from obsolescence. Stakeholders are willing to consider other warranty alternatives on the merits. Please list the pricing, data for any maintenance options, including any cost minimums. Add lines as necessary.

Duration of Coverage	Unit Price	Total Price	Updated Pricing as of 6/14/2020	Updated Pricing as of 7/10/2021
Extended Warranty - After Year 2	1 Year		\$	\$ 567.65
Extended Warranty - Total of 5 Years	5 Years		\$	\$ 1,702.95

**Training Costs**

List all relevant training or rate components to the proposed solution. Add lines as necessary.

Price (not to exceed)	Updated Pricing as of 6/14/2020	Updated Pricing as of 7/10/2021	
<b>On-Site Training - with Pay Station Purchase</b>			
On-site Training (travel costs included) up to ten (10) employees	\$4,000 - per 8 hour day	\$	\$ 946.08
On-site Training (travel costs included) up to twenty (20) employees	\$4,000 - per 8 hour day	\$	\$ 946.08
On-site Training (travel costs included) up to forty five (45) employees	\$4,000 - per 8 hour day	\$	\$ 946.08
On-site Training (travel costs included) per additional employee over 45	\$4,000 - per 8 hour day	\$	\$ 946.08

**Labor Service Rates**

List all relevant training or rate components to the proposed solution. Add lines as necessary.

Price (not to exceed)	Updated Pricing as of 6/14/2020	Updated Pricing as of 7/10/2021	
<b>Service Technician 8:00AM-5:00PM Mon-Fri (Non-Warranted Product)</b>	\$126.00 - hour	\$	\$ 118.26
<b>Service Technician After Hours 5:01PM-7:59AM Mon-Fri (Non-Warranted Product)</b>	\$167.50 - hour	\$	\$ 177.89
<b>Service Technician Weekend/Holiday Hours (Non-Warranted Product)</b>	\$167.50 - hour	\$	\$ 177.89
<b>Systems Engineer / Programmer</b>	\$440.00 - hour	\$	\$ 414.91
<b>Project Manager / Project Engineer</b>	\$440.00 - hour	\$	\$ 414.91
<b>Consulting</b>	\$440.00 - hour	\$	\$ 414.91
<b>Graphic Design (if available)</b>	\$80.00 - hour	\$	\$ 75.69

**Implementation & Miscellaneous Components (if applicable)**

List any relevant implementation or miscellaneous components to the proposed solution. Add lines as necessary.

Price (not to exceed)	Updated Pricing as of 6/14/2020	Updated Pricing as of 7/10/2021	
<b>Fixed Price for one (1) Solution Compatible Concrete Pad</b>	\$1,135.30	\$	\$ 1,135.30
<b>Bonds &amp; Permits</b>	reimbursed at cost		
<b>Travel &amp; Expenses</b>	reimbursed per purchase order		
<b>Rentals</b>	reimbursed at cost		

**Subscription Annual Fees for Exhibit B1 Software**

Please list subscription fees for any software used for the solution evaluated in Exhibit B1. Subscription fees have to include all software support and maintenance (if maintenance is not included, please list it as a separate line item). Add lines as necessary and explanation of pricing model variations, if any. **NOTE: OES has to be able to calculate cost per license.**

	Year 1	Year 2	Year 3	Year 5	Updated Pricing as of 6/14/2020				Updated Pricing as of 7/10/2021				
					Year-1	Year-2	Year-3	Year-5	Year 1	Year 2	Year 3	Year 5	
verVUE System Administration - 1st User Credential	\$488.00	\$488.00	\$488.00		\$	\$ 465.80	\$ 465.80	\$ 465.80	\$ 465.80	\$ 496.83	\$ 499.52	\$ 502.21	\$ 504.93
verVUE System Administration - Additional User Credential	\$295.00	\$295.00	\$295.00		\$	\$ 277.60	\$ 277.60	\$ 277.60	\$ 277.60	\$ 296.10	\$ 297.69	\$ 299.30	\$ 300.92
verVUE System Administration - Unlimited User Credentials	\$2,500.00	\$2,500.00	\$2,500.00		\$	\$ 1,787.00	\$ 1,787.00	\$ 1,787.00	\$ 1,787.00	\$ 1,907.03	\$ 1,917.32	\$ 1,927.68	\$ 1,938.00
<b>Additional Features Licensing or Third Party Licenses (if applicable)</b>													
Electronic Coupon Code	\$120.00	\$120.00	\$120.00		\$	\$ 112.02	\$ 112.02	\$ 112.02	\$ 112.02	\$ 120.45	\$ 121.10	\$ 121.75	\$ 122.41
API Maintenance Support	\$120.00	\$120.00	\$120.00		\$	\$ 112.02	\$ 112.02	\$ 112.02	\$ 112.02	\$ 120.45	\$ 121.10	\$ 121.75	\$ 122.41
<b>Infrastructure Licensing (if applicable)</b>													
<b>Hosting Fees (if applicable)</b>	\$489.62	\$489.62	\$489.62		\$	\$ 451.60	\$ 451.60	\$ 451.60	\$ 451.60	\$ 481.77	\$ 484.37	\$ 486.99	\$ 489.62
Cellular Connectivity	\$183.61	\$183.61	\$183.61		\$	\$ 169.30	\$ 169.30	\$ 169.30	\$ 169.30	\$ 180.66	\$ 181.64	\$ 182.62	\$ 183.61
Payment Gateway	\$183.61	\$183.61	\$183.61		\$	\$ 169.30	\$ 169.30	\$ 169.30	\$ 169.30	\$ 180.66	\$ 181.64	\$ 182.62	\$ 183.61

**Subscription Annual Fees other Catalogue Items**

Please list subscription fees for all other items in the catalogue. Subscription fees have to include all software support and maintenance (if maintenance is not included, please list it as a separate line item). Add lines as necessary and explanation of pricing model variations, if any. **NOTE: OES has to be able to calculate cost per license.**

	Year 1	Year 2	Year 3	Year 5
<b>Basic Licensing (Software or Hardware)</b>				
<b>Additional Features Licensing or Third Party Licenses (if applicable)</b>				
<b>Infrastructure Licensing (if applicable)</b>				
<b>Hosting Fees (if applicable)</b>				