



MASTER AGREEMENT #102924

CATEGORY: Fleet Management Technologies with Related Software Solutions

SUPPLIER: Global Tracking Communications, LLC dba GPS Trackit

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Global Tracking Communications, LLC dba GPS Trackit, 6810 New Tampa Hwy., Suite 400, Lakeland, FL 33815 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

Article 1: General Terms

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on April 23, 2029, unless it is cancelled or extended as defined in this Agreement.
 - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #102924 to Participating Entities. In Scope solutions include:
 - a. Fleet management information systems;
 - b. Fleet technology related hardware solutions;
 - c. Related software solutions;
 - d. Fleet telematics;
 - e. Geofencing solutions;
 - f. Motor pool and fleet sharing solutions services;
 - g. Integrated video solutions; and,
 - h. Emissions, Green House Gas (GHG), or Low Carbon Fuel Standard (LCFS) tracking, reporting, and management.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) Supplier Representations:

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
 - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
 - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.
- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Supplier

certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2: Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
 - Maintenance and management of this Agreement;
 - Timely response to all Sourcewell and Participating Entity inquiries; and
 - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms,

administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or

remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

a) **During the term of this Agreement:**

i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and

Participating Entity to negotiate this term to within any transaction documents.

- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
 - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
 - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3: Supplier Obligations to Participating Entities

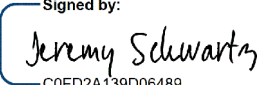
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

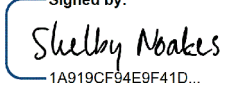
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Global Tracking Communications, LLC dba
GPS Trackit

Signed by:

 By: C0FD2A139D06489...
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 4/21/2025 I 2:39 PM CDT

Signed by:

 By: 1A919CF94E9F41D...
 Shelby Noakes
 Title: Chief Revenue Officer
 Date: 4/21/2025 I 2:34 PM CDT

RFP 102924 - Fleet Management Technologies with Related Software Solutions

Vendor Details

Company Name:	Global Tracking Communications, LLC.
Does your company conduct business under any other name? If yes, please state:	GPS Trackit; TSO Mobile
Address:	6810 New Tampa Hwy, Suite 400, Lakeland, FL 33815 Suite 400 Lakeland, FL 33815
Contact:	Eron Usow
Email:	eusow@gpstrackit.com
Phone:	786-385-0209
Fax:	786-385-0209
HST#:	82-1560760

Submission Details

Created On:	Tuesday September 24, 2024 13:48:10
Submitted On:	Tuesday October 29, 2024 13:08:13
Submitted By:	Michael Chase
Email:	michael@chaseinnovations.com
Transaction #:	edad8ee3-13d4-4fec 8949-b9e9a4064ee3
Submitter's IP Address:	74.108.24.77

Specifications

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer's corporate organization affiliation.

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Global Tracking Communications, LLC (DBA GPS Trackit)	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? y or N.	y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	GPS Trackit owns and maintains its own systems and platforms, which create a unique offering to the market. However, we retain the right to contract with certified third parties to support customer needs. This includes, but may not be limited to, areas such as Training, Installation, Shipping, and Freight.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE CODE: 32TU5	*
5	Provide your NAICS code applicable to Solutions proposed.	NAICS Code: 518210	
6	Proposer Physical Address:	6810 New Tampa Hwy, Suite 400, Lakeland, FL 33815	*
7	Proposer website address (or addresses):	https://gpstrackit.com/	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Shelby Noakes, Chief Revenue Officer, 6810 New Tampa Hwy, Suite 400, Lakeland, FL 33815, snoakes@gpstrackit.com, 425 287 4820	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Shelby Noakes, Chief Revenue Officer, 6810 New Tampa Hwy, Suite 400, Lakeland, FL 33815, snoakes@gpstrackit.com, 425 287 4820	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Aric Spitulnik, Chief Financial Officer, 6810 New Tampa Hwy, Suite 400, Lakeland, FL 33815, aspitulnik@gpstrackit.com, 443-865-8403	

Table 2A: Financial Viability and Marketplace Success (50 Points)

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Founded in 2002, GPS Trackit has established itself as a leading provider of cloud-based IoT fleet solutions, serving over 9,000 fleets across the United States and Latin America. GPS Trackit's platform seamlessly integrates AI-powered fleet management, asset tracking, video telematics, and field service management, making it a go-to solution for businesses with complex fleet needs. As a pioneer in AI solutions for fleets, GPS Trackit continues to push the boundaries of innovation in the fleet management industry. With customers like US Cellular, AZ Pipeline, and ITG, GPS Trackit is trusted to manage some of the largest fleets, underscoring its scalability and reliability in the market.</p> <p>The company's business philosophy is deeply rooted in customer-centricity, focusing on providing flexible, tailored solutions that evolve alongside the needs of its clients. GPS Trackit continuously innovates, offering features like real-time data visibility, customizable fleet management tools, and advanced video telematics to keep businesses ahead of the curve. This commitment has earned the company industry recognition, including the Capterra Shortlist, GetApp Category Leaders Award, Software Advice Front Runners, and Best IoT Innovation in The SaaS Awards, and being named one of the Best GPS Fleet Tracking Services by Business News Daily.</p> <p>The company's core values emphasize:</p> <ul style="list-style-type: none"> -Creativity: Leading with AI-driven solutions to tackle complex fleet challenges. -Collaboration: Ensuring client success through teamwork. -Respect for Diversity: Valuing different perspectives and experiences. -Transparency: Promoting open communication and trust. -Continuous Improvement: Committed to ongoing innovation to exceed industry standards. <p>Through its dedication to delivering exceptional customer service and innovative technology, GPS Trackit helps businesses make smarter decisions, reduce costs, and enhance safety across their fleets.</p>	*
12	What are your company's expectations in the event of an award?	In the event of an award, Sourcewell will become our dedicated channel for connecting with new state and local customers seeking our forward-thinking solutions to elevate their fleet's operations. Our award-winning technology is only strengthened by our exceptional team of dedicated sales and customer service experts, who will prioritize servicing new bids and exceeding the expectations of newly opened Sourcewell partners across North America.	*
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	GPS Trackit is a growing, private-equity owned Company. The Company appointed a new CEO in early 2023 who took actions to improve its growth and profitability trajectory, both of which have been successful. As a private-equity owned company, we have a significant amount of debt and goodwill that is amortized, so our net loss is not indicative of our financial results. Viewing the Company on an EBITDA basis is much more reflective of our profitability. Please refer to our attached audited financial statements for further insights.	*
14	What is your US market share for the Solutions that you are proposing?	GPS Trackit was founded in 2002, we have over 9000 customers servicing all of the US, with additional deployments in Canada, Mexico, Colombia and Peru. We service more than 50 municipality customers in the US. GPS Trackit remains a privately owned company and therefore does not disclose specific market share numbers.	*
15	What is your Canadian market share for the Solutions that you are proposing?	GPS Trackit is focused on selling to customers in the US, Colombia and Peru with 95% of our revenue coming from the US. GPS Trackit remains a privately owned company and therefore does not disclose specific market share numbers.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	GPS Trackit has never petitioned for bankruptcy protection.	*

17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Our organization is best described as a combination of options A and B. We utilize third-party resellers who are authorized by us to distribute our products, while we also act as a service provider for the software and services included in our offering.</p> <p>a) Our company authorizes a network of third-party resellers to distribute the hardware and software solutions specified in this RFP. These resellers are independent entities that work under formal authorization agreements. Please find the necessary reseller authorization documentation titled "GPS Trackit - Sourcewell 2024 Reseller Agreement" attached in the "Standard Transaction Document Samples" section.</p> <p>b) As a service provider, we have developed a Software as a Service (SaaS) platform that integrates seamlessly with third-party hardware. Our direct sales and customer support teams are entirely in-house employees, ensuring consistent delivery and support of our services. While we leverage third-party resellers for certain sales channels, all post-sale support and customer success operations are managed by our internal teams.</p>	*
18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>GPS Trackit knows Sourcewell members represent a wide range of agencies. Based on our experience working with government, educational institutions, non-profits, and other partners, we recognize that many of these entities do not require specific certifications or licenses from software providers like us.</p> <p>However, GPS Trackit is prepared to obtain any necessary business licenses required by an agency or authority, if we are not already certified. We are also happy to collaborate with agencies to apply for any additional licenses that may be needed.</p> <p>GPS Trackit maintains a WMBE-certified installer network. This professional partner can train and install GPS Trackit products and supports all hands-on aspects of system implementation and maintenance.</p> <p>All of our equipment, where required, has already been certified by the FCC, PTCRB, and IC. Our data centers, which currently utilize Amazon Cloud Services, hold ISO 27001:2013 certification and SOC 1, Type 2, SOC 2, Type 2, and SOC 3 attestations. These certifications provide customers with the highest level of independent assurance regarding internal controls, data protection, and regulatory compliance.</p> <p>Additionally, by January 1, 2025, GPS Trackit expects to be certified in California under the CARB Clean Cab program, which continuously monitors smog emissions by collecting diagnostic trouble codes and smog-specific sensor data. Our Electronic Logging Device (ELD) solution is also FMCSA-certified for compliance in both the U.S. and Canadian markets.</p>	*
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>GPS Trackit has not been suspended or disbarred in the past ten years.</p>	*

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>GPS Trackit is a recognized leader in the fleet management space, consistently earning industry accolades for its innovative solutions and commitment to customer success. Here are some key highlights from the past five years:</p> <p>Top Fleet Management Software:</p> <p>-2024 Capterra Shortlist: Recognized for the third consecutive year as a top choice for fleet management software.</p> <p>-2024 GetApp Category Leaders Award: Earning this distinction for the third year running signifies our position as a leader in the fleet management category on GetApp.</p> <p>-2022 - 2024 Software Advice Frontrunners: Highlighted by Software Advice as a top performer in fleet management software based on verified user reviews.</p> <p>Industry Recognition:</p> <p>-2019 Deloitte Technology Fast 500: Ranked as one of the fastest-growing technology companies in North America by Deloitte, a prestigious recognition of our rapid growth and innovation.</p> <p>-The SaaS Awards 2019: Winner for Best SaaS Innovation in the Internet of Things (IoT), showcasing our cutting-edge approach to utilizing IoT for fleet management.</p> <p>-Multiple Industry Awards (2019-2020): Further solidifying our position, GPS Trackit was recognized by Business News Daily, Business.com, and Digital Journal for Best GPS Fleet Tracking Services and Top Fleet Management Technology.</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	Approximately 5% of our recurring revenues come from the governmental sector.	*
22	What percentage of your sales are to the education sector in the past three years?	GPS Trackit has not identified the education sector as a strategic priority in years past. We do have a small number of accounts including 1 major University and several private & public schools. The revenue associated is less than \$50k per year.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	GPS Trackit does not yet have any state, cooperative purchasing agreements signed.	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	GPS Trackit does not hold and has not held any GSA contracts for Standing Offers and Supply Arrangements (SOSA).	*

Table 28: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Public Transportation - CPR Medical Transportation	Nathan Reid	(646) 734-3609	*
Hood County Road Operations	Donald Linney	(817) 579-3304	*
Lake Township Administrator	Sophia D. Troyer	(330) 877-9479	*

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
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26	Sales force.	<p>Company Capability to Meet the Needs of Sourcewell Participating Entities Across the US and Canada</p> <p>Network of Sales and Service Providers:</p> <p>GPS Trackit operates with a direct team of employees and a network of third-party partners, ensuring comprehensive coverage across North America. All GPS Trackit employees are direct employees of the company, and we also collaborate with Authorized Resellers and Installer Networks, extending our reach and service capabilities. These third-party partners independently manage their staffing decisions, allowing for flexibility and scalability in addressing Sourcewell participants' needs across both the U.S. and Canada.</p> <p>Locations and Workers:</p> <p>GPS Trackit has employees located in both the U.S. and Latin America (LATAM) across various teams that are critical to meeting client needs:</p> <ul style="list-style-type: none"> -Executive Team (7 employees, all in the U.S.) - This leadership team is responsible for ensuring GPS Trackit's business strategy, product innovation, and customer service are aligned with market demands. All members of the Executive Team are based in the U.S. -IT/Software Development (31 employees, 6 in the U.S., 25 in LATAM) - This team is responsible for designing and maintaining the technical infrastructure that powers GPS Trackit's solutions. The team is split between the U.S. and LATAM, with employees ensuring continuous system availability and security across both regions. -Customer Experience & Support (37 employees, 7 in the U.S., 30 in LATAM) - The Customer Experience team provides daily support to clients, resolving inquiries and technical issues while also offering training. Employees are located in both the U.S. and LATAM, allowing the team to support customers across North America. -Marketing Team (12 employees, 1 in the U.S., 11 in LATAM) - The marketing team drives GPS Trackit's brand visibility and demand generation. The team operates primarily from LATAM, with one team member based in the U.S., supporting efforts to attract new customers and nurture leads across markets. -Sales Team --Account Managers (10 employees, 8 in the U.S., 2 in LATAM) - Account Managers are primarily based in the U.S., with some located in LATAM. They focus on managing existing client relationships, providing ongoing support, and addressing client needs such as reorders and new services. --Account Executives (14 employees, 8 in the U.S., 6 in LATAM) - Account Executives are split between the U.S. and LATAM and are responsible for acquiring new business and expanding GPS Trackit's market presence in North America. -Finance/Fulfillment (36 employees, 16 in the U.S., 20 in LATAM) - This team is responsible for managing the company's finances and product fulfillment, ensuring timely delivery of hardware and software solutions. Employees are located in both the U.S. and LATAM, working together to ensure financial stability and operational efficiency. -Human Resources (4 employees, located across the U.S. and LATAM) - The HR team supports both U.S. and LATAM operations, managing employee relations, compliance, and training. Their efforts ensure smooth workforce management across the company's locations. <p>Sales and Service Overlap:</p> <p>There is a strategic overlap between sales and service functions to ensure a seamless customer experience. Account Managers in the sales team not only manage sales but also provide ongoing service to existing clients, helping with reorders, introducing new services, and ensuring continuous satisfaction. The Customer Experience team collaborates closely with both the Account Managers and Account Executives, ensuring that customer feedback and service issues are addressed promptly and efficiently.</p>
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27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>In addition to our internal team, GPS Trackit partners with 28 Authorized Resellers and 12 Affiliates across the U.S. and parts of Canada. These third-party providers offer localized sales, installation, and maintenance services for GPS Trackit solutions, ensuring that Sourcewell participants receive tailored and regionally responsive support. Each partner manages its staffing independently, ensuring flexibility in meeting the needs of diverse locations across North America.</p> <p>With this integrated combination of direct employees across the U.S. and LATAM and a network of third-party partners, GPS Trackit is well-equipped to meet the needs of Sourcewell participating entities, offering scalable, localized solutions across North America.</p>
28	Service force.	<p>Company Capability to Meet the Needs of Sourcewell Participating Entities Across the US and Canada</p> <p>Network of Sales and Service Providers:</p> <p>GPS Trackit operates with a direct team of employees and a network of third-party partners, ensuring comprehensive coverage across North America. All GPS Trackit employees are direct employees of the company, and we also collaborate with Authorized Resellers and Installer Networks, extending our reach and service capabilities. These third-party partners independently manage their staffing decisions, allowing for flexibility and scalability in addressing Sourcewell participants' needs across both the U.S. and Canada.</p> <p>Locations and Workers:</p> <p>GPS Trackit has employees located in both the U.S. and Latin America (LATAM) across various teams that are critical to meeting client needs:</p> <ul style="list-style-type: none"> -Executive Team (U.S.) - This leadership team is responsible for ensuring GPS Trackit's business strategy, product innovation, and customer service are aligned with market demands. All members of the Executive Team are based in the U.S. -IT/Software Development (U.S. and LATAM) - This team is responsible for designing and maintaining the technical infrastructure that powers GPS Trackit's solutions. The team is split between the U.S. and LATAM, with employees ensuring continuous system availability and security across both regions. -Customer Experience & Support (U.S. and LATAM) - The Customer Experience team provides daily support to clients, resolving inquiries and technical issues while also offering training. Employees are located in both the U.S. and LATAM, allowing the team to support customers across North America. -Marketing Team (U.S. and LATAM) - The marketing team drives GPS Trackit's brand visibility and demand generation. The team operates primarily from LATAM, with one team member based in the U.S., supporting efforts to attract new customers and nurture leads across markets. -Sales Team (U.S. and LATAM) --Account Managers (U.S. and LATAM) - Account Managers are primarily based in the U.S., with some located in LATAM. They focus on managing existing client relationships, providing ongoing support, and addressing client needs such as reorders and new services. --Account Executives (U.S. and LATAM) - Account Executives are split between the U.S. and LATAM and are responsible for acquiring new business and expanding GPS Trackit's market presence in North America. -Finance/Fulfillment (U.S. and LATAM) - This team is responsible for managing the company's finances and product fulfillment, ensuring timely delivery of hardware and software solutions. Employees are located in both the U.S. and LATAM, working together to ensure financial stability and operational efficiency. -Human Resources (U.S. and LATAM) - The HR team supports both U.S. and LATAM operations, managing employee relations, compliance, and training. Their efforts ensure smooth workforce management across the company's locations. <p>Sales and Service Overlap:</p> <p>There is a strategic overlap between sales and service functions to ensure a seamless customer experience. Account Managers in the sales team not only manage sales but also provide ongoing service to existing clients, helping with reorders, introducing new services, and ensuring continuous satisfaction. The Customer Experience team collaborates closely with both the Account Managers and Account Executives, ensuring that customer feedback and service issues are addressed promptly and efficiently.</p>

		<p>Third-Party Service Providers:</p> <p>In addition to our internal team, GPS Trackit partners with Authorized Resellers and Installer Networks across the U.S. and parts of Canada. These third-party providers offer localized sales, installation, and maintenance services for GPS Trackit solutions, ensuring that Sourcewell participants receive tailored and regionally responsive support. Each partner manages its staffing independently, ensuring flexibility in meeting the needs of diverse locations across North America.</p> <p>With this integrated combination of direct employees across the U.S. and LATAM and a network of third-party partners, GPS Trackit is well-equipped to meet the needs of Sourcewell participating entities, offering scalable, localized solutions across North America.</p>	
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>When a Sourcewell member wants to place an order with GPS Trackit, they will interface with a web portal that GPS Trackit will stand up, that will contain Sourcewell quoted products and services.</p> <ul style="list-style-type: none"> -Sourcewell participating members will enter desired products and services into the GPS Trackit portal or can work with a GPS Trackit authorized sales representative to create their order. -GPS Trackit trained team members will interface with that customer on product and service details, quantities and timelines. -Orders are entered into the GPS Trackit CRM order entry system. -Shipping tickets are automatically created and sent to our fulfillment Team. -Tracking information is recorded upon shipment. -Sales data is stored in or Finance System and will be provided to Sourcewell on a quarterly basis. 	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>At GPS Trackit, we understand that successful onboarding is crucial to maximizing your fleet management experience. Our dedicated team partners with you every step of the way to ensure a smooth transition and optimal utilization of our platform.</p> <p>Account Executive Partnership: A dedicated Account Executive will work closely with you and your team to understand your unique business goals.</p> <p>Tailored Implementation Plan: Our team, comprised of Implementation Specialists, Support Agents, Trainers, and Fulfillment Experts, will collaborate to create a customized implementation and training plan that aligns with your specific needs.</p> <p>This plan may include:</p> <p>Account and Platform Setup: We'll guide you through the setup process, ensuring your account and platform are configured for optimal use.</p> <p>Reporting and Alerts Configuration: We'll help you establish the reporting and alerts that best suit your needs, ensuring you have the data necessary to achieve your goals.</p> <p>User Creation and Management: We'll assist in creating and managing user accounts within the platform.</p> <p>Large-Scale Deployments: For larger fleets, we'll provide streamlined support for device deployment and configuration.</p> <p>Installation & Scheduling: We'll connect you with our preferred installer network to schedule and manage device installations.</p> <p>GPS Trackit also prioritizes customer empowerment. Our comprehensive Help Center (https://gpstrackit.com/blog/gpstrackit-knowledge-base/) serves as a digital powerhouse for product education. It provides a wealth of resources, including articles, tutorials, and FAQs, allowing you to find solutions and answers to your questions independently.</p> <p>Should you have any questions beyond the Help Center, GPS Trackit offers unrivaled 24/7 technical support in both English and Spanish. Our dedicated support team is consistently recognized on review sites for their exceptional service, ensuring you receive the assistance you need whenever you need it.</p> <p>Specific service-level agreements (SLAs):</p> <ul style="list-style-type: none"> -For larger strategic accounts with a dedicated support specialist, we provide a one-hour response time when reaching out to your assigned Support Specialist during business hours. Our best-in-class customer support team also supports our team of dedicated specialists 24 hours a day. <p>Customer Service and Support SLAs:</p> <ul style="list-style-type: none"> -Phone Support: 90% of all phone calls should be answered by a support team member within 30 seconds of the caller entering the queue. -Live Chat Support: 91% of all Live Chat contacts should be answered within 20 seconds or less. 	*

31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	GSP Trackit can accommodate the needs of Sourcewell members of all sizes. We have customers in all 50 states and in Canada. Our inventory is either built in the US by US companies or designed here in the US and brought into our US facilities where we conduct testing on each device before they are shipped to customers. We have adequate inventory as well as personnel to fulfill orders on a timely basis. Our already large and growing support teams can support clients of all sizes and our systems are capable of scaling to support all future customers. We design and build all of our own software allowing us the opportunity to tailor our platform to the customer's needs. New feature requests are typically completed within 90 days of the request and often within 2-4 weeks.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	GPS Trackit can accommodate the needs of Sourcewell members of all sizes. We have customers in all 50 states and in Canada. Our inventory is either built in the US by US companies or designed here in the US and brought into our US facilities where we conduct testing on each device before they are shipped to customers. We have adequate inventory as well as personnel to fulfill orders on a timely basis. Our already large and growing support teams can support clients of all sizes and our systems are capable of scaling to support all future customers. We design and build all of our own software allowing us the opportunity to tailor our platform to the customers needs. New feature requests are typically completed within 90 days of the request and often within 2-4 weeks.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	GPS Trackit is proud to have coverage in all areas of both United States and Canada markets. We are ready to service all Sourcewell members, sectors, and participating entities in both regions.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	GPS Trackit is able and willing to service all participating entity sectors (government agencies, education, not-for-profit, and all others.) GPS Trackit currently services all of the above and will both continue to provide our products and services to these entities, as well as any and all new entities that purchase from the Sourcewell contract over the next contract term.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	There are no specific contract requirements or restrictions applicable to participating entities in Hawaii, Alaska, or U.S. Territories however Cellular connectivity is required for our products and services to function properly.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	We will extend terms of any awarded master agreement to nonprofits on a case by case basis only.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>GPS Trackit is committed to developing a comprehensive marketing strategy to effectively promote the Sourcewell contract opportunity across multiple channels, ensuring maximum visibility and engagement with target audiences, including fleet managers, government agencies, and commercial businesses.</p> <p>Digital Strategy:</p> <p>Sourcewell Contract Page: A dedicated page will be created on the GPS Trackit website, specifically highlighting the benefits of the Sourcewell contract. This page will feature the Sourcewell logo and include detailed information on how Sourcewell members can leverage the contract for fleet management solutions. The page will also offer downloadable case studies and white papers to showcase successful implementations.</p> <p>Email Marketing: Targeted email campaigns will be developed to inform existing and prospective customers about the Sourcewell contract. These emails will focus on the contract's benefits, provide links to a dedicated landing page, and feature tailored messaging for different audience segments. GPS Trackit will use A/B testing to optimize open rates and conversions.</p> <p>PPC and Display Ads: GPS Trackit will use paid search and display ads on industry-relevant websites such as GovernmentFleet.com and Fleet Management Weekly to drive traffic to the Sourcewell contract landing page. Retargeting campaigns to the page visitors will be implemented as well.</p> <p>Social Media Campaigns: The Sourcewell contract opportunity will be promoted across GPS Trackit's social media channels, including LinkedIn, X, Instagram, and Facebook. Content will include engaging posts, customer testimonials, and video highlights, emphasizing the exclusive benefits for Sourcewell members.</p> <p>Brand Promotion:</p> <p>Marketing Collateral: GPS Trackit will develop a full suite of marketing materials, including brochures, one-pagers, and presentations specifically tailored to Sourcewell members. These</p>

materials will highlight GPS Trackit's AI-driven fleet management solutions and the cost-saving benefits available through the Sourcewell contract.

Co-Branding: The Sourcewell logo and branding will be prominently featured across all marketing collateral, digital ads, and event materials. This co-branding will emphasize the value of Sourcewell's endorsement and enhance GPS Trackit's credibility within the public sector and government markets.

Press Releases & Media Outreach: A press release will be issued to announce GPS Trackit's inclusion as a Sourcewell vendor, highlighting the company's commitment to providing innovative fleet management solutions through this partnership. Additionally, Sourcewell-related updates will be shared in monthly newsletters and via media outlets that serve the fleet management and government sectors.

Offline Strategy:

Industry Events & Tradeshows: GPS Trackit will actively participate in key industry events such as the Government Fleet Expo & Conference, WasteExpo, and others. The Sourcewell contract will be prominently featured at these events, with dedicated booth displays, speaking sessions, and marketing materials distributed to government and public sector attendees.

Print Advertising: GPS Trackit will place advertisements in relevant industry publications, such as Government Executive and Fleet Management Weekly, to promote the Sourcewell contract and highlight its unique benefits for public sector fleets.

Channel Partners Network Support:

Partners Training & Tools: GPS Trackit will provide its partners and reseller network with comprehensive training on the Sourcewell contract, ensuring they have the knowledge and tools to effectively promote the contract to their customers. Partners and resellers will have access to Sourcewell-branded marketing materials, sales presentations, and product information that showcase the benefits of using GPS Trackit's fleet solutions through the Sourcewell contract.

Ongoing Engagement:

Webinars and Educational Campaigns: GPS Trackit will host webinars specifically designed to educate Sourcewell members about the contract's benefits and how they can take advantage of GPS Trackit's solutions. These webinars will be recorded and made available on-demand to reach a wider audience.

Customer Testimonials and Case Studies: GPS Trackit will collaborate with existing Sourcewell members to create customer testimonials and case studies highlighting the success of implementing GPS Trackit's solutions under the Sourcewell contract. These materials will be used across digital platforms, at events, and in sales engagements.

By leveraging a multi-channel approach that includes digital advertising, offline promotion, and direct engagement with fleet managers and resellers, GPS Trackit will maximize the visibility and impact of the Sourcewell contract opportunity. This strategy ensures that Sourcewell members are fully informed and empowered to take advantage of GPS Trackit's industry-leading solutions. Please see marketing materials attached with our proposal.

38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>To enhance marketing effectiveness, GPS Trackit utilizes a combination of advanced technology and digital data analytics across multiple platforms. These tools provide detailed insights into customer behavior, campaign performance, and marketing attribution, allowing us to optimize our strategies for better engagement and conversion.</p> <p>Analytical Tools for Performance and Attribution:</p> <p>Google Analytics: We leverage Google Analytics to track website traffic, user behavior, and conversion paths. It provides us with insights into which pages and content drive the most engagement, enabling us to refine our campaigns based on real-time data.</p> <p>UTM Parameters: UTM tags are used in URLs to track the performance of digital marketing campaigns across different channels. This helps us attribute traffic and conversions accurately, allowing for precise optimization of ad spend and content strategies.</p> <p>SEMrush: This tool is used for keyword research, competitive analysis, and SEO performance tracking. It allows us to optimize our content to improve organic search rankings and better understand the competitive landscape.</p> <p>Crazy Egg: We use Crazy Egg for heatmapping and website analytics to gain insights into how users interact with our site. This allows us to identify areas of high engagement and optimize layout and content placement to improve user experience.</p> <p>Power BI: Power BI is utilized for advanced data analysis and visualization. We integrate multiple data sources, including website traffic, sales data from Salesforce, and CRM interactions, to assess campaign ROI, track conversions, and forecast performance.</p> <p>AI-Powered Content Creation and Optimization:</p> <p>MidJourney, Runway, and ChatGPT: AI tools like MidJourney and Runway are used to generate high-quality visual and video content for digital campaigns, enhancing creative output. ChatGPT is employed to generate copy for blogs, social media posts, and ad campaigns, allowing for faster content production while maintaining relevance and engagement.</p> <p>Alli AI: To ensure our content ranks well on search engines, we use Alli AI for SEO optimization. The tool provides suggestions to enhance on-page SEO elements like meta tags, keywords, and content structure, which boosts organic search visibility.</p> <p>Metricool: This is used to manage and analyze social media performance across platforms, tracking key metrics such as engagement and follower growth. GPS Trackit has a growing presence on LinkedIn, Instagram, and Facebook.</p> <p>Marketing Automation:</p> <p>HubSpot: This is the primary marketing automation tool used to manage and nurture leads through personalized workflows, automate email marketing and ABM campaigns, and score leads based on engagement. This enables GPS Trackit to deliver tailored content at each stage of the buyer's journey, maximizing conversion opportunities.</p> <p>Salesforce and CRM Data Integration:</p> <p>We integrate Salesforce data to track lead generation and customer engagement, linking it with our marketing platforms for a seamless understanding of the customer journey. This integration enables targeted remarketing and campaign personalization, improving lead nurturing and conversion rates.</p> <p>By combining these tools, GPS Trackit ensures that all digital marketing efforts are data-driven and highly optimized. Our use of technology allows us to fine-tune campaigns in real-time, create engaging content efficiently, and accurately attribute marketing efforts to business outcomes. This comprehensive approach enables us to maximize ROI while continuously improving the customer experience across all digital channels.</p>
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Hopefully, Sourcewell will add value to our sales goals by promoting our membership in your program to your members/customers via the methods available to GPS Trackit. GPS Trackit has extensive experience marketing our solution to small, medium, and enterprise level companies managing fleets of all sizes and needs. We'll leverage that experience to run targeted add campaigns on social networks and search engines, send trained reps to industry trade shows, and quickly follow up on any and all leads acquired by way of our participation in the Sourcewell program. In addition we'll add details of our Sourcewell partner status to our website where customers can learn more about the benefits.</p>

40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Due to the complexity of our broad solution offering, we do not currently offer e-procurement for existing customers. Our platform is fully capable and now that we've created our price book for Sourcewell customers we've added this to our priority list with plans to complete by EOY 24'. We'll be standing up a credentialed admin portal where customers will be able to place orders for hardware and services as well as gain insights about their accounts. Today, our customers either place a PO against their agreement, or request through our platform whereby we send a docuSign, or they can call their dedicated account manager to place orders.	*
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Table 5A: Value-Added Attributes (100 Points)

Line Item	Question	Response *	
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>The GPS Trackit Cloud platform is built to be intuitive, ensuring ease of use and understanding. Our aim is to enable users to get started quickly and seamlessly.</p> <p>For users who prefer a more hands-on approach, we provide unlimited online training through Zoom, which is included with all GPS Trackit products.</p> <p>-GPS Trackit Solutions Trainers provide full online product training (GPS, ELD, In-Vehicle Camera, FieldSync) to Sourcewell members.</p> <p>-Training sessions can be scheduled on a weekly basis during the onboarding phase, depending on the account size. These pre-set dates and times help ensure a smooth transition to GPS Trackit.</p> <p>-On-Site Training an option if necessary (applicable costs to be determined by GPS Trackit).</p> <p>The GPS Trackit software is fully documented in an extensive bilingual (English & Spanish) Help Center, which also includes video based resources and device installation guides. This resource is accessible to all users and is regularly updated to reflect ongoing feature enhancements to GPS Trackit.</p>	*
42	Describe any technological advances that your proposed Solutions offer.	<p>For over two decades, GPS Trackit has led the way in developing high-performance tracking solutions that leverage cutting-edge technology to elevate fleet and asset management. Our GPS Trackit Cloud platform integrates powerful AI, real-time data, and an intuitive design to give customers a competitive advantage.</p> <p>We focus on three core areas:</p> <p>-Technological Innovation: Delivering next-gen AI and cloud-based fleet management tools.</p> <p>-Customer-Centric Design: Offering ease of use and rapid setup for organizations of all sizes.</p> <p>-Enhanced Driver Safety: Providing actionable insights and scoring to drive safer behavior.</p> <p>Technology-Driven Innovations</p> <p>AI-Enhanced Dashcams (VidFleet)</p> <p>Our industry-leading VidFleet dashcams utilize advanced AI to help fleets manage driver safety and performance. These cameras go beyond traditional monitoring with in-cabin coaching, available in multiple languages, offering real-time feedback that helps drivers self-correct risky behaviors instantly.</p> <p>Key AI-driven features include:</p> <p>-AI-Triggered Alerts and Monitoring: VidFleet's AI monitors real-time conditions and driver behaviors, alerting managers and coaching drivers on incidents like speeding, collision risk, tailgating, drowsiness, and distracted driving. Other alerts include pedestrian detection, stop sign recognition, and seatbelt usage.</p> <p>-Live View & Virtual Ride-Along: Fleet managers can remotely access real-time video, enhancing compliance and safety through real-time coaching.</p> <p>-Driver Safety Assistance (DSA): AI-enabled early warnings notify drivers audibly before incidents, allowing them to adjust immediately.</p> <p>-In-Cab Coaching: VidFleet's vocal coaching in-cab ensures drivers receive instant, private feedback without recording speech, making it a privacy-friendly solution that reinforces safe driving behavior.</p> <p>By integrating these AI-driven features, VidFleet dashcams not only improve road safety but also provide invaluable data that helps fleet managers promote responsible driving habits.</p> <p>Driver Scoring & Analytics</p> <p>GPS Trackit's Driver ID feature, launching October 2024, leverages Bluetooth Keyfobs to uniquely identify and score driver performance across diverse metrics. This technology enables more accurate driver evaluations, using data to enhance safety and improve accountability.</p>	*

		<p>Platform Features that Drive Innovation</p> <ul style="list-style-type: none"> -ETA Link: Real-time arrival estimates shared directly from the platform, ensuring transparency and efficient time management. -Customizable Communication & Alerts: Custom alerts and in-app messaging enable personalized and immediate responses to fleet events. -Direct Driver Chat: Communicate with drivers in real-time, streamlining operations and reducing delays. -Driver Timecard Management: Track driver hours with precision, optimizing scheduling and reducing overtime costs. <p>Asset Tracking Technology</p> <p>GPS Trackit's asset tracking solutions set a new standard in reliability and autonomy. Our solar-powered, motion-sensing trackers provide up to 7 years of maintenance-free use, updating location data six times daily when in motion. This technology reduces manual intervention and boosts long-term reliability for diverse asset tracking needs.</p> <p>API for Seamless Integration</p> <p>Our AEMP API enables cross-platform data sharing, uniting fleet data from multiple OEMs in a centralized, accessible platform. This integration allows fleet managers to make quick, data-driven decisions without switching between disparate systems.</p> <p>Data-Driven Software</p> <p>Our GPS Trackit Cloud software consolidates fleet management into a single, highly customizable platform:</p> <ul style="list-style-type: none"> -Reliable Mapping: Google Maps integration offers real-time traffic insights and street-level views. -Real-Time GPS Tracking: Detailed location and activity tracking provide critical insights for fleet management. -Enhanced Customization: Users can personalize labels, icons, and reports, gaining visibility into fleet performance and asset utilization. -Reporting and Storage: With over 30 reports available and unlimited cloud storage, the platform provides robust data analytics and compliance support. <p>Innovating the Future of Fleet and Asset Management</p> <p>GPS Trackit remains committed to integrating the latest AI and telematics advancements, helping customers optimize operational efficiency, improve safety, and enhance driver accountability. Our continuous innovation in driver scoring, safety monitoring, and asset tracking empowers customers to operate at the forefront of technology-driven fleet management. For more information, visit our Help Center or schedule a live training at www.gpstrackit.com.</p>	
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>At GPS Trackit, we are committed to helping our customers improve their overall carbon footprint. Our reporting features are designed to minimize idle time and maximize fleet efficiency. As part of our ongoing commitment to sustainability, we continue to enhance our solutions to support vehicle electrification, reduce carbon emissions, and comply with government emissions requirements.</p> <p>Fleet efficiency is critical to organizational success, and with over 20 years of experience, GPS Trackit is a proven leader in this field. GPS Trackit aims to remain compliant with any green initiatives that may be created over time in the markets we operate.</p>	*
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>GPS Trackit can calculate the CO2 mass emitted by a given vehicle over a specific duration and is prototyping valuable ways to add visibility of emissions to our robust reporting and vehicle management solutions. We use recycled packaging materials whenever available and work with our customers to recycle all materials used in life and dispose of them appropriately.</p>	*

45	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>GPS Trackit provides an extensive suite of fleet management solutions specifically designed to address the challenges faced by public sector fleets. These solutions offer a unique combination of technology, customer focus, and customization that makes them stand out for Sourcewell Participating Entities.</p> <p>1) Industry-Leading Fleet Management Technology</p> <p>-Comprehensive Fleet Solutions: The fleet management platform encompasses vehicle and asset tracking, video telematics, and field service management, all in one system. This all-in-one approach provides public sector entities with complete visibility and control over their fleet operations, leading to more efficient decision-making and resource allocation.</p> <p>-Advanced Video Telematics: VidFleet cameras, equipped with AI-powered in-cab coaching, improve driver behavior by providing real-time alerts. This proactive safety measure reduces risks and protects public entities from liability by providing instant video evidence of any incidents.</p> <p>2) Proven Operational Efficiency</p> <p>-Fuel Savings and Productivity Gains: The platform's tools help reduce fuel costs by up to 30% through route optimization and driver behavior improvements. This has led to annual savings for clients ranging from \$10,000 for smaller fleets to \$15,000 for mid-sized operations.</p> <p>-Real-Time Mapping and Reporting: The system's real-time GPS capabilities enable continuous monitoring of fleet performance, vehicle status, and driving behavior. Instant alerts about critical incidents like harsh braking or speeding allow managers to act quickly and efficiently.</p> <p>3) Flexible and Customizable Solutions</p> <p>-Custom Reporting and Alerts: Users can generate more than 30 automated reports and set up personalized alerts to monitor specific metrics like geofence breaches or scheduled maintenance. This customization empowers public sector entities to optimize their fleets according to their unique needs.</p> <p>-Geofencing & Landmarks: The ability to create up to 5,000 custom geofences helps improve asset security and control, which is critical for ensuring that government-owned vehicles and equipment stay within designated areas.</p> <p>4) Customer-Centric Focus</p> <p>-Exceptional Customer Service: The company is recognized for its outstanding customer service, boasting a 4.9-star rating across platforms like Capterra and Trustpilot. Sourcewell members can rely on proactive support, continuous training, and a true partnership focused on helping them achieve their fleet management goals.</p> <p>-Custom Solutions for Public Sector Needs: The platform is designed for easy setup and operation, with customizable features and training tailored to the specific requirements of public sector entities. This ensures that government fleets can quickly realize the full benefits of GPS Trackit's solutions without a steep learning curve.</p> <p>5) Security and Compliance</p> <p>-Data Security: The platform offers high levels of security, including secure APIs and single sign-on (SSO) capabilities, protecting sensitive data and ensuring compliance with government data protection standards.</p> <p>-ELD and Compliance Tools: For fleets subject to federal regulations, such as Hours of Service (HOS) compliance, the system provides fully compliant ELD solutions, supporting both US and Canadian regulations.</p> <p>6) Unique Features Tailored for Government Fleets</p> <p>-Edge AI and Real-Time Decision Making: The real-time AI edge processing offers continuous monitoring of driver behavior, providing in-cab coaching without cloud processing delays. This feature helps prevent accidents, enhancing the overall safety of government fleets.</p> <p>-Asset Tracking for Diverse Needs: The platform offers robust asset tracking for both powered and non-powered equipment, allowing for the secure and efficient management of municipal assets like trailers and storage containers.</p> <p>Conclusion</p> <p>GPS Trackit's fleet management solutions are uniquely positioned to serve Sourcewell Participating Entities with a comprehensive suite of customizable tools, advanced safety features, and a strong focus on customer success. By combining industry-leading technology, flexibility, and a tailored approach to public sector needs, these solutions help improve fleet operations, safety, and cost-effectiveness.</p>	*
46	<p>Describe your approach to data privacy, including any certifications or standards achieved, in regard to your proposed solutions.</p>	<p>GPS Trackit SaaS Platform Security Program Summary</p> <p>Introduction</p> <p>The Information Security Program Plan outlines GPST's commitment to safeguarding customer data, ensuring system reliability, and meeting compliance standards. The plan provides a comprehensive framework for protecting the company's assets, maintaining customer trust, and aligning with industry best practices and regulatory requirements.</p> <p>1. Security Objectives and Scope</p>	

Security Objectives:

- Protect Customer Data: GPST ensures the confidentiality, integrity, and availability of all customer data, including GPS and telemetry information.
- Ensure System Uptime: GPST maintains continuous operation of the SaaS fleet management platform to meet customer expectations and contractual obligations.

Scope:**-Platform Components:**

--Infrastructure: AWS cloud services, including EC2 instances, VPCs, and networking components.

--Applications and APIs: All software applications, APIs, and services provided to customers.

--Data Assets: Relational databases, NoSQL databases, backups, file storage, and data on virtual machines or containers.

2. Security Policies and Procedures**Data Protection Policy:****-Encryption Standards:**

--Data at Rest: All critical data is encrypted using industry-standard algorithms managed by AWS Key Management Service (KMS).

--Data in Transit: Data transmission is secured using TLS/SSL protocols (TLS 1.2 or higher).

-Data Handling Procedures:

--Access Control: Data access is restricted based on the principle of least privilege.

--Data Classification: Data is categorized (Public, Internal Use Only, Confidential, Sensitive) and appropriate controls are applied.

--Data Retention and Disposal: Retention periods are established, and secure disposal methods are implemented.

--Backup and Recovery: Encrypted backups are performed regularly, and recovery procedures are tested.

-Secure Network Infrastructure:

--Virtual Private Cloud (VPC): VPCs, subnets, and route tables are used to isolate and control network traffic.

--Security Groups and Network ACLs: Instance-level and subnet-level traffic are controlled.

--Web Application Firewall (WAF): AWS WAF is activated for web applications and APIs; logs and rules are reviewed regularly.

Internal Access Control Policy:**-User Authentication and Authorization:**

--Multi-Factor Authentication (MFA) is enforced for all users accessing critical systems.

--Strong password policies are implemented, and AWS Identity and Access Management (IAM) is used for role-based access control.

-Principle of Least Privilege:

--Users are granted only the access necessary for their job functions.

--Permissions are regularly reviewed and adjusted.

-Access Key and SSH Key Management:

The use of long-term access keys is minimized.

SSH key rotation and secure storage are enforced.

Incident Response Policy:**-Incident Response Team (IRT):**

--Roles are clearly defined, including Disaster Recovery Coordinator, Platform Recovery Lead, Database Lead, Network Lead, Communication Lead, Support Team, and Executive Team.

-Immediate Actions:

--Upon incident detection, the team secures cloud environments, assesses the damage, and initiates internal communication within 30 minutes.

-Response Procedures:

--The team follows structured steps to assess and triage the incident, execute incident response actions such as rolling back recent changes, applying fixes, restoring data, and, if necessary, failing over to a secondary cloud region.

-Communication Plan:

--A plan for internal and external incident communication is in place, including notifying stakeholders, clients, and partners via email, status page updates, and direct communication channels.

-Post-Incident Review:

--After recovery, the team conducts a thorough analysis to identify root causes, documents

		<p>lessons learned, and updates the security and disaster recovery plans accordingly.</p> <p>Monitoring and Logging Implementation:</p> <ul style="list-style-type: none"> -Tools and Services: AWS CloudTrail, CloudWatch, AWS Config, AWS Security Hub, and Amazon GuardDuty are enabled. -Third-Party Tools: DataDog is used for advanced monitoring, and PagerDuty is implemented for incident management. -Documentation: Monitoring setups are documented, and protocols for responding to alerts are defined. <p>Acceptable Use Policy:</p> <ul style="list-style-type: none"> -Permitted Activities: Company resources are used for authorized business purposes, and customer data is accessed only when necessary to troubleshoot or provide service to customers. -Prohibited Activities: Unauthorized access, misuse of customer data, distribution of malicious software, activities harmful to GPST's reputation, and illegal or unethical use are prohibited. -Customer Data Access and Privacy: Access to customer data is limited to only those who require it in the course of normal business operations, handling protocols are followed, and confidentiality is maintained. <p>Employee Training and Awareness Policy:</p> <ul style="list-style-type: none"> -Security Training Programs: Regular training on security policies and cybersecurity best practices is provided. -Policy Communication: Policies are accessible, and changes are communicated promptly. <p>3. Risk Assessment</p> <p>Assets and Threats:</p> <ul style="list-style-type: none"> -Assets: Data assets (databases, S3 buckets), applications and APIs, infrastructure components. -Threats: Cyberattacks (unauthorized access, DDoS, data theft), insider threats, social engineering attacks, system misconfigurations, third-party risks. <p>Evaluate Vulnerabilities:</p> <ul style="list-style-type: none"> -GPST utilizes AWS Security Hub, AWS Inspector, IAM Access Analyzer, and AWS Config for continuous monitoring, detection, and vulnerability assessments. <p>Actions:</p> <ul style="list-style-type: none"> -Regular Assessments: Regular security reviews and quarterly risk assessments are conducted. -Mitigation Strategies: Strong access controls, network protections, regular patching, employee training, and vendor assessments are implemented as appropriate based on risk. <p>Conclusion</p> <p>GPST's Information Security Program Plan is a comprehensive approach to safeguarding customer data, ensuring system reliability, and meeting compliance standards. By implementing robust security measures across data protection, access control, risk assessment, and employee training, GPST demonstrates its commitment to enhancing its security posture, mitigating risks, and building trust with customers and stakeholders.</p>	
47	Describe any current or potential capabilities your proposed solutions offer in V2G (vehicle to grid) or similar smart city applications.	V2G is an essential part of our Electrification Plan. We comprehensively monitor EV Energy Management to ensure vehicle energy resources are best allocated.	*

48	Describe any capabilities around safety and accident management your proposed solutions offer.	<p>GPSTrackit offers the following features to support monitoring and coaching Driver Safety behaviors:</p> <ul style="list-style-type: none"> -Behavior Scorecard: <ul style="list-style-type: none"> --Customizable Risk assessment of categorized vehicle and driver behaviors resulting in a simple to set up and immediately recognizable risk assessment for drivers or vehicles when not adopting drivers. Categories include Aggression, Vehicle Speed, Posted Speed, and Video camera unique events. -Configurable Vehicle and Driver-based Alerts <ul style="list-style-type: none"> --Administrator-configured alerts for Aggressive Driving Behaviors, Speeding, ADAS, DMS, and Potential Incident events can be created for any desired contact monitoring any combination of vehicle groupings by hierarchy to allow the right subscribers to act immediately on triggering the events that matter most. --Drivers can be added as subscribers informing them immediately when triggering a configured alert when they are assigned the triggering vehicle. -Video Event Dashboard with Driver Review: <ul style="list-style-type: none"> --All triggered events including ADAS, DMS, and DSA upload clips and snapshots to the dashboard. Drivers can review these using the GPSTrackit Driver App leaving comments on each trigger, and administrators can provide comments to the driver or for their review purposes allowing for additional individual event-based coaching opportunities. <p>Accident Management is provided with Potential Incident monitoring provided by GPS devices or Cameras containing video clip events of the footage. These events monitor and consider the actions of the vehicle before or just after an impact or accelerometer-based event to alert and provide video context to the action allowing for immediate notification and review.</p>
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Table 58: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		<input type="radio"/> yes <input checked="" type="radio"/> No	GPS Trackit maintains a WMBE-certified installer network. This professional partner can train and install GPS Trackit products and supports all hands-on aspects of system implementation and maintenance.
50		Minority Business Enterprise (MBE)	<input type="radio"/> yes <input checked="" type="radio"/> No	
51		Women Business Enterprise (WBE)	<input type="radio"/> yes <input checked="" type="radio"/> No	GPS Trackit maintains a WMBE-certified installer network. This professional partner can train and install GPS Trackit products and supports all hands-on aspects of system implementation and maintenance.
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> yes <input checked="" type="radio"/> No	
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> yes <input checked="" type="radio"/> No	
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> yes <input checked="" type="radio"/> No	
55		Small Business Enterprise (SBE)	<input type="radio"/> yes <input checked="" type="radio"/> No	
56		Small Disadvantaged Business (SDB)	<input type="radio"/> yes <input checked="" type="radio"/> No	
57		Women-Owned Small Business (WOSB)	<input type="radio"/> yes <input checked="" type="radio"/> No	GPS Trackit maintains a WMBE-certified installer network. This professional partner can train and install GPS Trackit products and supports all hands-on aspects of system implementation and maintenance.

Table 6: Pricing (400 Points)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
58	Describe your payment terms and accepted payment methods.	GPS Trackit offers Net 30 payment terms with an option of an early pay discount with 1%, 10 days, Net 30. In addition GPS Trackit offers an annual payment plan which would include a 5% discount.	*
59	Describe any leasing or financing options available for use by educational or governmental entities.	GPS Trackit does not offer leasing or financing rates, rather we offer customers the option to include the cost of the hardware in the monthly fee for services. Customers who elect this option receive warranties on the equipment for the life of the agreement.	*
60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	Our standard transaction documents are uploaded in the documents section. https://gpstrackit.com/terms-and-conditions/ https://gpstrackit.com/terms-of-service/	*
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	GPS Trackit accepts payment via P-Cards. Depending on local regulations a variable fee may be applicable for this payment option which will be assessed on a case by case basis at the time of order.	*

62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	On some of our popular offerings, we offer up to an 85% discount from MSRP. Our Purchase Device Program (PDP) is an upfront purchase of the solution hardware and a monthly subscription for the corresponding software and service. The subscription fee is typically based on a three-year contract agreement and can be paid monthly or upfront if preferred by the customer. Our Included Device Program (IDP) is a leasing option that is available to members. Many customers enjoy the IDP program as it extends the hardware warranty for the life of the time of the program payments. GPS Trackit offers Net 30 payment terms with an option of an early pay discount with 1%, 10 days, Net 30. Please see the included pricing document for all pricing with Sourcewell discounts.	*
63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	We are delighted to offer Sourcewell participating entities a discount up to 85% off select products. GPS Trackit offers Net 30 payment terms with an option of an early pay discount with 1%, 10 days, Net 30. Please see the included price document (GPS Trackit - Sourcewell 2024 Pricing) for details on the discounts from MSRP for each product offering.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	GPS Trackit does not currently offer rebate programs. Ceiling prices are listed in the price documents. Volume Discounts will be considered on a case-by-case basis. Our highly competitive pricing has been provided in the document listed as (GPS Trackit - Sourcewell 2024 Pricing)	*
65	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	GPS Trackit will supply the quote for any sourced items and remain the primary billing point of contact for any and all solutions sold to the customer by GPS Trackit.	*
66	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	All costs for SKUs are included in the price book. (GPS Trackit - Sourcewell 2024 Pricing). Freight costs will be charged to the customer as indicated in the pricing document. GPS Trackit offers free training for all current customers. Additional concierge-level services, such as on-site training and custom development, could be billed separately to the customer.	*
67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	GPS Trackit's shipping pricing is cost plus 3% and offers all levels of small parcel service.	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	GPS Trackit's shipping pricing is cost plus 3% and offers all levels of small parcel carrier service to all of the US, US territories and other countries including Canada.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	GPS Trackit currently distributes its physical goods from Lakeland, Florida and offers all levels of service via small parcel or LTL carriers.	*
70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	GPS Trackit will institute a parent/child structure with our Sourcewell Participating members/customers. All products and pricing will be managed at the parent level and will flow down to the child level. In addition, we conduct monthly audits against the parent to ensure products and pricing are compliant. In regards to administrative fees, we will implement a similar process where we run monthly reports and document sales made under the children accounts.	*

71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>To ensure ongoing success and exceed customer expectations, GPS Trackit employs a robust suite of internal metrics that measure our performance across various dimensions.</p> <p>These metrics include:</p> <ul style="list-style-type: none"> -Customer Satisfaction Surveys: We regularly conduct NPS and CSAT surveys to gauge overall customer satisfaction and identify areas for improvement. -Post-Interaction Surveys: We gather feedback from customers after their interactions with our support and billing teams to assess the quality of service provided. -Performance Tracking: We meticulously monitor key performance indicators (KPIs) such as wait times, response times, and case resolution times to ensure timely and effective support. -Quality Assurance: Our QA team and support management staff regularly monitor agent interactions to ensure adherence to quality standards and best practices. <p>GPS Trackit's dedication to customer satisfaction has earned us widespread acclaim. Our exceptional support and responsiveness have consistently outperformed the competition, as evidenced by our glowing reviews on third-party platforms.</p> <p>GPS Trackit is committed to delivering an exceptional customer experience that exceeds your expectations by diligently tracking these metrics and continuously striving for improvement.</p> <p>Specific service-level agreements (SLAs)</p> <ul style="list-style-type: none"> -For larger strategic accounts with a dedicated support specialist, we provide a one-hour response time when reaching out to your assigned Support Specialist during business hours. Our best-in-class customer support team also supports our team of dedicated specialists 24 hours a day. <p>Customer Service and Support SLAs:</p> <ul style="list-style-type: none"> -Phone Support: 90% of all phone calls should be answered by a support team member within 30 seconds of the caller entering the queue. -Live Chat Support: 91% of all Live Chat contacts should be answered within 20 seconds or less. 	*
72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	GPS Trackit proposes 2.5% of sales under the Sourcewell contract as an administrative fee.	*

Table 7: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	GPS Trackit offers Sourcewell participating agencies the following discounts: US and Canadian pricing is provided at up to 85% off MSRP. In addition to the discount off MSRP, volume discounts may be considered on a case-by-case basis.	*

Table 8A: Depth and Breadth of Offered Solutions (200 Points)

Line Item	Question	Response *	
74	Provide a detailed description of all the Solutions offered, including used, offered in the proposal.	<p>Our Mission</p> <p>At GPS Trackit, we're passionate about helping organizations improve their bottom line by making software and data the core of their operations.</p>	

About GPS Trackit

For over 20 years, GPS Trackit has specialized in innovative tracking solutions. Our proprietary platform, GPS Trackit Cloud, offers advanced features that provide a comprehensive, Birdseye view of operational details across an entire fleet. As a customer-first organization, we demonstrate this commitment through dedication, innovation, and drive:

- Dedication to delivering world-class customer service.
- Innovation in award-winning, cloud-based fleet management and monitoring solutions.
- Drive to prioritize customer success in everything we do.

Platform Benefits

- Ease of Use: Quick setup, live hands-on training, and intuitive, user-friendly software.
- Cost Savings: Tools and insights to optimize everyday business expenses and improve resource allocation.
- Improved Productivity: Customizable reports and alerts tailored to each business's specific needs.
- Custom Solutions: 24/7 visibility into fleet behavior and data that empowers informed decisions.

Proven Results

Upon implementing our solution, GPS Trackit customers see an average reduction in fuel costs by up to 30%.

Hardware Offerings

Plug-and-Play OBD Tracker

Our compact, USA-made OBD tracker fits discreetly in any vehicle, often requiring no tools for installation. Designed to be small and inconspicuous, it can even be concealed within the vehicle's dashboard, making for a seamless, secure installation.

VidFleet Dashcams

Our industry-leading VidFleet dashcams combine performance, reliability, and simplicity. The advanced features include in-cabin coaching (available in multiple languages), which provides real-time feedback to drivers, helping correct risky behaviors before escalating issues.

Additional features include:

- Live View: Experience a Virtual-Ride-Along, allowing fleet managers to oversee and connect with safety policies in real-time.
 - AI-Driven Alerts and Monitoring: VidFleet dashcams use advanced AI for forward-facing monitoring and driver management technology, helping keep fleets safe.
 - AI Triggers: Alert types include Hard Acceleration, Hard Braking, Hard Turns, Speeding, Collision Warning, Lane Departure, Tailgating, Pedestrian Detection, Cyclist Warning, Stop Sign Recognition, No Seatbelt, Passenger Count, Phone Usage, Distracted Behavior, Drowsiness, Daydreaming, and other driver states.
 - Simple Installation: Plug-and-play options connect easily with the OBD port, providing vehicle information like VIN, ignition status, odometer readings, and diagnostic codes.
 - Dash Cam Alerts: Receive specific behavior alerts for efficient fleet management without constant monitoring, complete with severity levels for efficient triaging.
 - In-Cab Coaching: VidFleet AI dashcams deliver real-time vocal coaching in-cab, allowing drivers to self-correct their actions, maintaining privacy as these cameras do not record speech.
 - Driver Safety Assistance (DSA): An early-warning feature that audibly alerts drivers before incidents are captured, enabling immediate behavioral correction.
- By integrating these features, VidFleet AI dashcams help actively improve driver performance, contributing to safer roads and enhanced fleet operations.

Asset Tracking Solutions

Our innovative asset portfolio is designed for flexibility and durability, with options including:

- Solar Rechargeable Trackers: Capable of up to 7 years of maintenance-free operation, reporting up to 6 times daily and supporting motion-based tracking.
- Wired Rechargeable Trackers: Rugged, covert design supports 7 years of use with maintenance-free, four-times daily reporting when in motion, ideal for trucks and trailers.
- Battery Micro Devices: Compact and covert, with up to 3 years of life, offering daily reports for continuous tracking.

These options utilize renewable energy sources like solar power to create more sustainable and efficient asset management systems that align with environmental goals and provide unprecedented reliability and autonomy.

AEMP API

Our AEMP API Telematics Integration enables fleet managers to access consistent, accurate equipment data across various manufacturers, providing a seamless, unified view of their entire fleet for quick, data-informed decisions.

GPS Trackit Cloud Software

		<p>Our cloud-based software consolidates fleet operations into a single platform, featuring real-time tracking, dispatch, driver scorecards, alerts, fuel reporting, maintenance management, and geofencing capabilities.</p> <p>-Real-Time GPS: Access vehicle activity, location, and heading.</p> <p>-Reliable Mapping: Utilizes Google Maps with live traffic and street-level views for precise fleet tracking.</p> <p>-Customizable Communication and Alerts: Set up custom alerts and receive notifications through email, text, or in-app messages.</p> <p>Enhanced Customization</p> <p>Users can personalize labels, icons, and colors to differentiate vehicles, with detailed information (ID, status, speed, heading, etc.) available through a single click. A pop-up box enables instant access to vehicle attributes for quick insights.</p> <p>New Platform Features</p> <p>-ETA Link: Share real-time arrival estimates with stakeholders directly through the GPS Trackit platform.</p> <p>-Direct Driver Chat: Enhance communication through real-time conversations with drivers via the Driver App.</p> <p>-Custom Form Builder: Tailor data collection and reporting with customizable forms specific to your needs.</p> <p>-Route Assignment & Progress Tracking: Assign routes and monitor real-time progress to ensure timely operations.</p> <p>-Driver Timecard Management: Streamline scheduling and tracking of driver hours for improved administration.</p> <p>-Expanded Reporting Options: Take advantage of advanced report options for insights into all Driver App features.</p> <p>Reporting and Storage</p> <p>With over 30 automated and ad-hoc reports, unlimited users, and cloud storage, GPS Trackit provides actionable data for strategic decisions.</p> <p>For more information, visit our Help Center or schedule a live training at www.gpstrackit.com</p>	
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Fleet Management, Fleet Tracking, Dashcams, Fleet Vehicle Video Cameras, ELD Compliance, Automated Routing, Telematics, Public Works, Field Service Management, GPS Tracking, Vehicle Maintenance Support, Workforce Management Tools, Heavy Duty Fleet Management, and Electric Vehicle Support.	*

Table 88: Depth and Breadth of Offered Solutions

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments
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76	Fleet management information systems	<input checked="" type="radio"/> yes <input type="radio"/> No	<p>GPS Trackit is a web-based software and mobile application that gathers extensive vehicle data, offering comprehensive insights into the health and performance of your fleet. As a fleet management solution, it empowers operators and drivers with valuable visibility into their vehicles, including service interval notifications, behavior tracking, engine data, and more. GPS Trackit simplifies the data collection process, transforming it into actionable insights for businesses. By utilizing GPS Trackit's user-friendly dashboards to review and analyze the collected data, companies can minimize costly vehicle downtime, enhance employee safety and productivity, and boost revenue. GPS Trackit provides customers with a streamlined solution for consolidating their fleet tracking and management needs into a single, user-friendly platform. Users can monitor their fleet's activities in real time, access driver scorecards and digital forms, establish geofencing parameters, schedule vehicle maintenance, review fuel transactions, and view driving event clips (if equipped with VidFleet cameras). Additionally, fuel card integration with Wex simplifies IFTA reporting. Secure APIs and Webhooks are also available to facilitate integration with other software programs as required. GPS Trackit offers the following key software features:</p> <ul style="list-style-type: none"> -API and Webhook Integration -Behavior Analytics -Comprehensive Reporting, Including Vehicle & Driver View Options -Customizable Group Hierarchy via Tags -Custom Map Options -Driver Management & Dispatching via Dedicated App -Engine Data Reporting -Geofencing & Landmarks -GPS Vehicle Tracking -Maintenance Reminders & Service History -Optional Add-On Products (Field Service Management, In-Vehicle Cameras, Electronic Logging Devices) -Real Time Alerts -Scalability
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77	Fleet technology related hardware solutions	<input checked="" type="radio"/> yes <input type="radio"/> No	<p>GPS Trackit offers a wide range of telematics devices, from battery-powered asset trackers to Multi-view Artificial Intelligence cameras. The In-Vehicle Equipment is centered on the state-of-the-art Plug and Play Telematics Unit. This self-contained device integrates GPS location and sensor technologies, as well as wireless communications, to record and transmit data in real-time. The mobile device can be connected to many devices or sensors, including lights, the ignition, the doors, alarms, and more.</p> <p>VidFleet® supports multiple feeds per vehicle so you can get a 360-degree view of what is happening around your vehicle. Cameras can be set up in various configurations and directions to capture the driver, roads, side views, etc.</p> <p>GPS Trackit has proposed several cameras for the differing needs of the Sourcewell members, but other configuration options are available.</p>	*
78	Related software solutions	<input checked="" type="radio"/> yes <input type="radio"/> No	<p>GPS Trackit is a web-based fleet management software that consolidates all vehicle and driver information into one accessible location, enabling fleets to make faster, informed decisions for their businesses or organizations.</p> <p>GPS Trackit offers a diverse range of telematics devices, from battery-powered asset trackers to multi-view AI cameras. The system supports up to four video feeds per vehicle, providing a 360-degree view of the surroundings. Cameras can be arranged in various configurations and angles to capture footage of the driver, the road, side views, and more, allowing GPS Trackit to deliver multiple camera solutions tailored to the needs of Sourcewell members.</p> <p>At the core of the in-vehicle equipment is an advanced mobile unit, a self-contained device that integrates GPS location and sensor technologies with wireless communications to capture and transmit data in real time. This mobile device can be quickly connected via the OBDII/JBUS port (plug and play), providing ECU feedback and facilitating fast installation. Optional installation cables are available for the plug-and-play devices. For those who prefer hardwired options that bypass the port, these are also available, allowing for direct sensor feedback.</p>	*

79	Fleet telematics	<div><div><div><div></div><div>yes</div></div><div><div></div><div>No</div></div></div></div>	<div><div>GPS Trackit: Leader in Telematics</div><div>GPS Trackit is a browser-based telematics management platform that effectively monitors each fleet's vehicles and assets through its robust reporting and intuitive data platform. As a leader in telematics, GPS Trackit offers fleet management solutions for businesses of all sizes, delivering high-quality, actionable data sets that enable commercial enterprises to operate safer and more efficient fleets. We track most devices every minute and every mile, providing users with a detailed breadcrumb trail that gives them a comprehensive view of a vehicle's journey.</div><div>On the device side, GPS Trackit is designed to optimize data transfer rates over cellular networks. The data produced by GPS Trackit devices is generated at varying intervals (ping rates) to capture a wide range of information, including speed, position, and other engine diagnostics. This flexibility accommodates the diverse array of available telematics devices and is essential for collecting data in a way that facilitates downstream analytics. The device continuously monitors various inputs, such as GPS data, accelerometer readings, engine diagnostics, and auxiliary inputs/outputs. It ensures that this data is visible to end users as quickly as possible.</div></div>
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80	Fleet monitoring and asset tracking	<div><div><input checked="" type="radio"/> yes</div><div><input type="radio"/> No</div></div>	<p>As a leading telematics solution provider, GPS Trackit offers businesses of all sizes high-quality, actionable data to help fleets operate more safely and efficiently. GPS Trackit is a browser-based telematics management platform that effectively monitors fleet vehicles and assets through robust reporting and an intuitive data interface. Most devices are tracked in real time, capturing data every minute and mile, giving users a detailed breadcrumb trail for a comprehensive view of each vehicle or asset's journey.</p> <p>On the device side, GPS Trackit is designed to optimize data transfer rates over cellular networks. Data is generated at various intervals (ping rates) to capture a wide range of information, including speed, position, and engine diagnostics. This flexibility supports a variety of telematics devices, ensuring all relevant data is collected for analysis. The device continuously monitors inputs such as GPS data, accelerometer readings, engine diagnostics, and auxiliary inputs/outputs, ensuring that this information is promptly available to end users.</p> <p>Asset Tracking: GPS Trackit provides a range of asset tracking solutions designed to withstand the tough conditions that large trailers and equipment pieces often encounter, featuring rugged construction, long battery life, and highly efficient solar cells. Fleets can utilize the data collected to proactively manage maintenance and prevent unexpected malfunctions, accurately assess how trailers and equipment are being utilized to enhance productivity, and keep customers informed about the status of their goods.</p>
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81	Geofencing solutions	<input checked="" type="radio"/> yes <input type="radio"/> No	<p>Boundary Solutions:</p> <p>GPS Trackit offers a diverse range of tracking device types, allowing users to set up both 'Geofences' and 'Landmarks' as virtual perimeters or boundaries around areas of interest in the real world. These solutions can represent locations such as offices, customer sites, workplaces, entire states, private residences and more. When paired with Alerts and Reporting, Geofences and Landmarks become essential tools for analyzing fleet behavior, providing valuable insights into the time spent and distance traveled within or outside any defined area. Alerts can be configured to trigger automatically when a boundary is crossed. Any user with access to GPS Trackit and the necessary permissions can create polygonal Geofences and Landmarks, enabling managers to monitor the number of vehicles on a job site, receive notifications if someone is on the property after hours, or detect when an asset has been moved from the designated area.</p>	*
82	Motor pool and fleet sharing solutions services	<input type="radio"/> yes <input checked="" type="radio"/> No	N/A	*
83	Integrated video solutions	<input checked="" type="radio"/> yes <input type="radio"/> No	<p>GPS Trackit offers a diverse portfolio of capabilities, providing a wide range of camera options with the ability to compare different products. Participating entities can select from various camera services, all seamlessly integrated with GPS Trackit, allowing them to manage their fleet data in one unified platform. GPS Trackit provides VidFleet hardware, an advanced video telematics system that offers live streaming, giving users real-time visibility into field operations. With VidFleet, users can monitor drivers in real time, automatically capture driving event clips, and download historical footage without needing to access the vehicle physically. These vehicle cameras enhance transparency, accountability, and protection for drivers and managers, while also helping to reduce liability risks. Up to four video feeds can be made available per vehicle, delivering a 360-degree view of the vehicle's surroundings including driver, road and side views. GPS Trackit has several camera options available to Sourcewell members in order to accommodate their personal needs.</p>	*
84	Emissions, Green House Gas (GHG), or Low Carbon Fuel Standard (LCFS) tracking, reporting, and management	<input type="radio"/> yes <input checked="" type="radio"/> No	<p>GPS Trackit can calculate the CO2 mass emitted by a given vehicle over a specific duration and is prototyping valuable ways to add visibility of emissions to our robust reporting and vehicle management solutions.</p>	*

Table 9: Exceptions to Terms, Conditions, or Specifications Form

Line Item 85. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the "Bid Documents" section. Proposer must upload the redline in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Line Item	Do you have exceptions or modifications to propose?	Acknowledgement *
85		<input checked="" type="radio"/> yes <input type="radio"/> No

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
 2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
 3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
 4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
- [Pricing](#) - GPS Trackit - Sourcewell 2024 Pricing FINAL.zip - Monday October 28, 2024 15:16:35
 - [Financial Strength and Stability](#) - GPSTrackit - Sourcewell 2024 GPST 2023 Audit.pdf - Monday October 28, 2024 13:08:52
 - [Marketing Plan/Samples](#) - GPS Trackit - Sourcewell 2024 Marketing.zip - Monday October 28, 2024 13:15:55
 - [WMBE/MBE/SBE or Related Certificates](#) - GPS Trackit - Sourcewell 2024 WMBE Certificate.pdf - Monday October 28, 2024 13:19:53
 - [Standard Transaction Document Samples](#) - GPS Trackit - Sourcewell 2024 Transactional Documents.zip - Monday October 28, 2024 13:23:28
 - [Requested Exceptions](#) - GPS Trackit - Sourcewell 2024 Master Agreement Redlines.pdf - Monday October 28, 2024 13:24:03
 - [Upload Additional Document](#) - GPSTrackit - Sourcewell 2024 Operational Plan.pdf - Monday October 28, 2024 13:25:05

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.

3. The Proposer certifies that:

(1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-

(i) Those prices;

(ii) The intention to submit an offer; or

(iii) The methods or factors used to calculate the prices offered.

(2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and

(3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.

5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.

6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.

7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

8. Proposer its employees, agents, and subcontractors are not:

1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Shelby Noakes, Chief Revenue Officer, Global Tracking Communications, LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum**" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_12_RFP_102924_Fleet Management_Technology Tue October 22 2024 07:02 AM	<input checked="" type="checkbox"/>	2
Addendum_11_RFP_102924_Fleet Management_Technology Fri October 18 2024 03:16 PM	<input checked="" type="checkbox"/>	2
Addendum_10_RFP_102924_Fleet Management_Technology Thu October 17 2024 01:06 PM	<input checked="" type="checkbox"/>	1
Addendum_9_RFP_102924_Fleet Management_Technology Thu October 10 2024 02:44 PM	<input checked="" type="checkbox"/>	1
Addendum_8_RFP_102924_Fleet Management_Technology Wed October 9 2024 03:28 PM	<input checked="" type="checkbox"/>	2
Addendum_7_RFP_102924_Fleet Management_Technology Tue October 8 2024 02:23 PM	<input checked="" type="checkbox"/>	2
Addendum_6_RFP_102924_Fleet Management_Technology Fri October 4 2024 08:10 AM	<input checked="" type="checkbox"/>	2
Addendum_5_RFP_102924_Fleet Management_Technology Mon September 30 2024 04:19 PM	<input checked="" type="checkbox"/>	3
Addendum_4_RFP_102924_Fleet Management_Technology Wed September 25 2024 08:19 AM	<input checked="" type="checkbox"/>	1
Addendum_3_RFP_102924_Fleet Management_Technology Tue September 24 2024 08:22 AM	<input checked="" type="checkbox"/>	1
Addendum_2_RFP_102924_Fleet Management_Technology Wed September 18 2024 09:24 AM	<input checked="" type="checkbox"/>	2
Addendum_1_RFP_102924_Fleet Management_Technology Fri September 13 2024 04:33 PM	<input checked="" type="checkbox"/>	1