

**MASTER AGREEMENT #102924****CATEGORY: Fleet Management Technologies with Related Software Solutions****SUPPLIER: Motive Technologies, Inc.**

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 Motive Technologies, Inc. with an address of 55 Hawthorne Street, #400, San Francisco, CA 94105 (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, upon at least 30 days prior written notice from Sourcewell, 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 either party 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 reasonable 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 trademark(s) provided by Supplier 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). Each party must return all marketing and promotional materials, including signage, provided by the other party, or dispose of it according to the disclosing party'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, products-completed operations, 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 include 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.

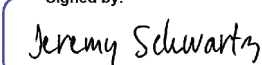
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within 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

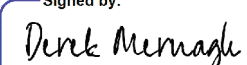
standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must 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 mutually agreed by Supplier and 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 mutually agreed.
- 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

Motive Technologies, Inc.

Signed by:  
  
By: C0FD2A139D06489...  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 4/28/2025 | 6:36 PM CDT

Signed by:  
  
By: 9C5D3E5DD0F9497...  
Derek Mernagh  
Title: Chief Accounting Officer  
Date: 4/28/2025 | 5:20 PM CDT

# RFP 102924 - Fleet Management Technologies with Related Software Solutions

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## Vendor Details

Company Name:	Motive Technologies, Inc.
Does your company conduct business under any other name? If yes, please state:	Motive
Address:	55 Hawthorne Street Suite 400 San Francisco, California 94105
Contact:	Shaista Khan
Email:	bids@gomotive.com
Phone:	855-434-3564
HST#:	462330361

## Submission Details

Created On:	Tuesday September 10, 2024 10:45:00
Submitted On:	Tuesday October 29, 2024 09:51:25
Submitted By:	Shaista Khan
Email:	bids@gomotive.com
Transaction #:	5f98d2ff-ee7a-42e4-960e-d72bd4ce27f4
Submitter's IP Address:	99.245.157.124

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## 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.	Motive Technologies, Inc.	*
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).	Corporation: Motive Technologies, Inc. Subsidiary: Motive Technologies Canada, Inc.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Motive's CAGE code is 9YVF9. Our SAM Unique Entity ID (UEI) is GH1UYJMT9J63.	*
5	Provide your NAICS code applicable to Solutions proposed.	Motive NAICS code: 541511	
6	Proposer Physical Address:	55 Hawthorne Street #400, San Francisco, CA 94105	*
7	Proposer website address (or addresses):	www.gomotive.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):	Derek Mernagh Chief Accounting Officer 55 Hawthorne Street #400, San Francisco, CA 94105 derek.mernagh@gomotive.com 1-855-434-3564	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Peter Spoehr Strategic Partnerships - Public Sector 55 Hawthorne Street #400, San Francisco, CA 94105 Peter.Spoehr@gomotive.com 1.703.489.8191	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Zac Trojak RVP, Public Sector 55 Hawthorne Street #400, San Francisco, CA 94105 zac.trojak@gomotive.com 1.609.790.4864  Andrew Velker RVP, Public Sector 55 Hawthorne Street #400, San Francisco, CA 94105 andrew.velker@gomotive.com 1.678.618.4368	

**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>Motive Technologies, Inc. was founded in 2013 by Shoaib Makani. At the time, "KeepTruckin" was based on the idea that by connecting and automating equipment and vehicles, businesses that operate in the real, physical world—like trucking, construction, and logistics—could achieve more. These technologies would help make their work smoother, more efficient, and ultimately allow them to grow and operate at their best. Motive began by serving fleets underserved by technology with a user-friendly Hours of Service application. We quickly expanded to include a full Compliance solution and developed the Automated Operations Platform to help fleets manage vehicles, assets, and drivers, improving safety and operational efficiency. In 2022, we rebranded from KeepTruckin to Motive to better reflect our mission to enhance productivity, efficiency, and automate operations for all fleets, including those in government agencies.</p> <p>Motive's mission is to empower the people who run physical operations with tools to make their work safer, more productive, and more profitable. Over the past decade, we have grown to serve more than 120,000 businesses and communities across various industries, including trucking and logistics, public sector, construction, oil and gas, food and beverage, field service, agriculture, passenger transit, and delivery. We are headquartered in San Francisco, California, with additional offices in Nashville, Tennessee, and Buffalo, New York, and employ nearly 3,500 people today. Our business philosophy centers on empowering the people who run physical operations with tools to make their work safer, more productive, and more cost effective.</p> <p>We believe in providing seamless, integrated solutions that combine hardware and software to create a unified platform for managing fleets, fuel, compliance, and safety. This philosophy allows us to offer not just products, but long-term, sustainable value to our customers.</p> <p>At the heart of Motive's approach are our core values: innovation, customer-centricity, and integrity. We are committed to constantly evolving and developing new technologies, such as AI-powered safety tools and IoT-based fleet management solutions, that empower our customers to make data-driven decisions. Customer success is our top priority, and we partner closely with our clients to ensure they achieve their goals, delivering exceptional support and continually improving our products based on their feedback.</p> <p>With over a decade of experience in the fleet management space, Motive has established a reputation for industry longevity and leadership in telematics and fleet management. We are dedicated to staying at the forefront of industry changes, such as the adoption of 5G, the increasing focus on sustainability through electric vehicle (EV) support, and the integration of AI technologies for enhanced safety and operational insights. Our focus on continuous innovation ensures that Motive will remain a trusted partner for businesses seeking to optimize their fleet operations and fuel management strategies.</p> <p>In delivering solutions like fuel cards, fleet tracking, driver safety monitoring, and equipment management, Motive continues to meet the evolving needs of the industry, helping customers reduce costs, prevent fraud, and improve overall operational performance. Our longevity, commitment to innovation, and customer-first philosophy make Motive a key player in the fleet management industry today and into the future.</p>
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12	What are your company's expectations in the event of an award?	<p>In the event of an award through Sourcewell, our expectations are focused on ensuring that each participating agency receives the highest level of service, tailored to their unique needs. Specifically, we anticipate the following:</p> <ol style="list-style-type: none"> <li>1. <b>Successful Engagement with Participating Agencies:</b> Our commitment is to engage effectively with each participating agency to deliver the solutions outlined in the contract, ensuring their individual goals and requirements are met.</li> <li>2. <b>Resource Allocation for Participating Agencies:</b> Upon award, Motive will allocate dedicated resources to support the implementation, training, and ongoing needs of each agency purchasing from this contract, ensuring that they benefit from seamless onboarding and long-term success.</li> <li>3. <b>Collaboration and Transparency:</b> We will establish a collaborative relationship with Sourcewell as well as with Participating Entities. Our goal is to maintain open lines of communication and provide regular updates, fostering a transparent process that supports the successful deployment of our solutions.</li> <li>4. <b>Tailored Solutions and Support:</b> Motive will deliver tailored solutions for each agency, whether it's waste management, public works, winter operations, etc., ensuring that their specific operational requirements are fully addressed. We will work closely with each participating agency to ensure they receive the training, support, and implementation services required for optimal results.</li> <li>5. <b>Contractual and Payment Clarity:</b> Motive will provide clear communication around contract terms and payment schedules with Sourcewell and its participating agencies, ensuring that all transactions and agreements align with the scope of services provided.</li> </ol> <p>By delivering on these expectations, Motive is positioned to ensure that all agencies utilizing this contract receive high-quality service, timely implementation, and ongoing support tailored to their individual needs.</p> <p>Motive is committed to building a long-term partnership with Sourcewell, focused on fostering a lasting, collaborative relationship for many years to come. We are dedicated to following Sourcewell's guidance to make this partnership successful, ensuring that each Participating Entity working with us receives exceptional service and tailored support that meets their unique needs. By aligning closely with Sourcewell's expectations, we aim to create an easy, seamless experience that maximizes value to Sourcewell, Motive and each Participating Entity.</p>
13	<p>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.</p>	<p>Motive Technologies, Inc. has strong business performance and financials with over 120,000 customers in the US and worldwide. Motive achieved significant growth in 2023, particularly with large enterprise clients. This is evidenced by a 60% year-over-year increase in annual recurring revenue (ARR) from these customers and a 160% rise in the number of customers spending over \$1 million with Motive. To accommodate this expanding customer base, Motive has invested in growth by more than doubling their Enterprise Sales and Customer Success teams, and continues to make the same investment in our Public Sector team in 2024. This demonstrates our financial stability and commitment to supporting our flourishing customer base. Motive continues to invest heavily in its engineering, professional services, and support teams to serve its expanding set of customers.</p> <p>Motive's D-U-N-S number is 078834993.</p> <p>Motive is a privately held corporation and we are unable to publicly share our financial statements or detailed financial information. We would be happy to arrange a call to discuss our financial performance and provide additional details regarding our growth and financial stability upon request.</p> <p>For a press release of Motive's 2023 fiscal year, please visit our press release on Motive's Closed Record Fiscal Year Fueled by AI Innovation and Accuracy <a href="https://gomotive.com/company/news/press-release/motive-closes-record-fiscal-year-fueled-by-ai-innovation-and-accuracy/">https://gomotive.com/company/news/press-release/motive-closes-record-fiscal-year-fueled-by-ai-innovation-and-accuracy/</a></p>

14	What is your US market share for the Solutions that you are proposing?	<p>Motive has a significant presence in the telematics and video telematics markets. According to the latest Frost and Sullivan analysis:</p> <p>Telematics Market: Motive is among the top players in the fleet management and telematics industry, with a growing share due to its robust platform that serves over 120,000 organizations globally. The company is particularly strong in industries such as transportation, logistics, construction, and field services, which rely heavily on telematics for vehicle tracking, compliance, and fleet management. In the telematics market in North America, Motive holds ~4% market share, averaging 22% year-over-year growth.</p> <p>Video Telematics Market: Motive is also a leader in the video telematics space, driven by its AI-powered dashcam solutions that enhance safety and compliance. The market for video telematics has been rapidly expanding, and Motive's focus on real-time safety alerts, incident detection, and driver coaching has positioned it as a key player. With the adoption of its video telematics solutions across a wide range of fleets, Motive holds a competitive position among the top providers, as evidenced by our award recognition by G2.</p> <p>According to the latest Frost &amp; Sullivan analysis, Motive is recognized as a significant player in the telematics and video telematics market, with a strong presence driven by its innovative AI-powered solutions. Motive's influence is expanding across various industries such as transportation, public sector, logistics, construction, and field services. Our unified telematics platform, which integrates fleet tracking, safety management, and fuel spend, places Motive at the forefront of the telematics industry. This combination of technology, innovation, and a growing customer base ensures Motive's competitive standing.</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	<p>Motive holds a growing position in the Canadian telematics market, recognized for providing excellent value, dependable service, and excellent customer service for vehicle tracking and Driver Safety systems. In the telematics market in North America, Motive holds ~4% market share, averaging 22% year-over-year growth. Motive stands out in the Canadian market due to:</p> <ul style="list-style-type: none"> <li>· Ease of Installation: Compared to competitors, Motive installation is the simplest.</li> <li>· Breadth of Integrations: Motive offers integrations with 224 different 3rd party applications. For more detail please visit our app marketplace. <a href="https://marketplace.gomotive.com">https://marketplace.gomotive.com</a></li> <li>· Customer Service: G2, the world's largest and most trusted software marketplace, has named Motive #1 in customer satisfaction based on customer reviews.</li> <li>· AI Camera Technology: Motive's AI dashcam and Omnicam are market unique offerings that provide real-time driver coaching and dramatically improve safety outcomes.</li> <li>· Trailer Tracking: Motive provides more comprehensive trailer tracking than competitors.</li> <li>· Pricing: Motive offers transparent pricing with no hidden fees.</li> </ul> <p>With its combination of flexibility, speed, and cost-saving features Motive has secured a growing market presence in Canada, catering to many industries that rely on fleet telematics, safety, and compliance solutions.</p>	*
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.	Motive Technologies, Inc. confirms that it has not been engaged in any bankruptcy proceedings in the last seven years. In the event that Motive Technologies, Inc. enters into any bankruptcy proceedings during the pendency of this RFP evaluation, we will promptly notify Sourcewell in writing as required.	*

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>Motive is best described as both a manufacturer and a service provider. All Motive hardware and software is designed, developed, and supported in-house by Motive employees. All sales and service personnel are employees of Motive, ensuring consistency in quality, support, and customer engagement.</p> <p>The sales and service teams ensure a high level of product knowledge and consistent customer support. These teams work closely with customers to deliver tailored solutions, manage implementations, and provide ongoing support.</p> <p>Motive does partner with a select network of third-party service providers for specialized functions such as installation or local technical support, ensuring seamless delivery and service across various regions and provides flexibility and scalability on installations. Additionally, we do work with a number of government distributors to augment our sales and legal capabilities.</p> <p>Motive's in-house Customer Success and Customer Support teams have direct oversight and control over the customer experience. These teams play crucial roles in providing ongoing support and ensuring long-term customer satisfaction.</p> <p>Customer Success Team: This team works proactively with customers to help them achieve their business goals by utilizing Motive's solutions. They conduct Quarterly Business Reviews (QBRs), provide data analytics, offer best practices, and recommend optimizations to ensure the success of the customer's fleet operations. Their role is strategic and focused on ensuring that clients continuously derive value from Motive's platform, helping with scaling, adoption of new features, and long-term partnership growth.</p> <p>Customer Support Team: The support team provides technical assistance and issue resolution for customers, ensuring that any challenges encountered are quickly addressed. They operate 24/7, offering direct support through multiple channels such as phone, email, and chat. The focus is on resolving technical problems, troubleshooting, and providing guidance on using the platform efficiently.</p> <p>Motive maintains a direct relationship with our customers, utilizing a dedicated and extensive sales and service force to deliver our products and services. Motive ensures that customers are empowered to optimize their fleet management proactively and Motive reacts directly to customer's needs.</p>
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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>Motive has several certifications that emphasize its commitment to security, hardware reliability, privacy, and environmental compliance. Here's are relevant certifications and testing areas Motive is associated with:</p> <p>Security Certifications:</p> <ul style="list-style-type: none"> <li>· SOC 2 Type II Compliance: Motive is compliant with SOC 2 Type II standards, which assess its internal controls related to data security, availability, processing integrity, confidentiality, and privacy.</li> <li>· ISO 27001 and 27017 (Information Security Management): As a demonstration to Motive's commitment robust information security practices, Motive is currently in process to obtaining our ISO 27001 and ISO 27017 certifications</li> </ul> <p>Environmental Testing:</p> <ul style="list-style-type: none"> <li>· Environmental Testing: When applicable, Motive's hardware undergoes environmental testing to ensure durability in extreme operating conditions. This includes tests for temperature variations, vibration, and dust ingress, ensuring the hardware is suitable for various fleet and industrial environments. Motive reliability test specifications are developed based on industry standards such as IEC, ISO, SAE and more.</li> </ul> <p>Hardware Stamps and Certifications:</p> <ul style="list-style-type: none"> <li>· FCC (Federal Communications Commission) Certification: Motive's telematics devices comply with the FCC regulations for radio frequency emissions, ensuring they meet safety standards for use in the U.S.</li> <li>· PTCRB Certification: This is crucial for cellular-connected devices. PTCRB certification ensures that Motive's products meet mobile network standards, making them compatible with various network operators globally.</li> <li>· ISED Certification: This certification ensures hardware meets Canadian regulations for wireless communication and electronic devices.</li> </ul> <p>Motor Carrier Regulatory Compliance Certifications:</p> <ul style="list-style-type: none"> <li>· Electronic Logging Device Certifications: Motive provides certified Electronic Logging Device products in the United States and Canada used by its regulated motor carrier customers to meet their regulatory obligations for maintaining records of duty status (RODS) of commercial vehicle drivers they employ.</li> </ul> <p>These certifications and environmental tests reflect Motive's commitment to high-quality, secure, and environmentally responsible solutions for fleet and asset management.</p> <p>Motive's Trust Center is a dedicated resource that highlights our commitment to top-notch data privacy and security. Participating Entities can explore our strong security practices and learn about the specific measures we have in place to protect sensitive information across the organization. Our Trust Center can be found here: <a href="https://trust.gomotive.com/">https://trust.gomotive.com/</a></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>Motive Technologies, Inc. confirms that neither the company nor any responsible party has been subject to any debarments or suspensions within the past seven years. Should Motive Technologies, Inc. enter into debarment or suspension status during the pendency of this RFP evaluation, we will promptly notify Sourcewell in writing, in accordance with the requirements.</p>



20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Motive has consistently been recognized for its leadership in fleet management technology, customer satisfaction, workplace culture, and product innovation. The company's awards span areas like fleet software ease of use, adoption, and implementation, as well as accolades for workplace diversity and leadership. Motive's commitment to creating innovative, people-first technologies is reflected in these achievements, which highlight both product excellence and company culture.</p> <p>2024 Awards:</p> <ul style="list-style-type: none"> <li>-G2: Fleet Management Software Leader (Enterprise, Mid-Market, and Small Business), Momentum Leader, Highest User Adoption</li> <li>-Forbes: Cloud 100 Honoree</li> <li>-Financial Times: The America's Fastest Growing Companies</li> <li>-TrustRadius: Best of 2024 (Best Features, Value, and Relationship).</li> <li>-TrustRadius: Tech Cares Award</li> <li>-TrustRadius: Buyer's Choice Award</li> <li>-BuiltIn: Best Places to Work 2024</li> <li>-Parity.org: Best Companies For People Of Color, Best Workplaces for Women</li> <li>-Great Place to Work: Certified Great Place to Work 2024</li> <li>-Comparably: Best Company Work-Life Balance</li> <li>-Women Impact Tech: Women Impact Tech Top 100</li> <li>-Fortune: Best Workplaces in the Bay Area</li> <li>-Inc: Best in Business, Inc 5000</li> </ul> <p>2023 Awards:</p> <ul style="list-style-type: none"> <li>-G2: Fleet Management Software Leader, Most Implementable, Easiest Setup, and Highest Adoption.</li> <li>-TrustRadius: Best Feature Set, Best Value, Top Rated.</li> <li>-Forbes: Cloud 100 Honoree.</li> <li>-Comparably: Best CEO for Diversity, Best Company Outlook, Best Product and Design Team, Best HR Team and Best Company for Career Growth.</li> <li>-Built In: Best Fully Remote Places to Work.</li> <li>-Parity.Org: Best Companies For People Of Color, Best Workplaces for Women.</li> <li>-ZoomInfo: Most Influential Sales Leaders.</li> <li>-Great Place to Work: Certified Great Place to Work</li> <li>-Women Impact Tech: Women Impact Tech Top 100</li> <li>-Inc: Inc 5000</li> <li>-SupplyTech Breakthrough Awards: Fleet Management Solution of the Year</li> <li>-Deloitte Technology: Fast 500</li> </ul> <p>2022 Awards:</p> <ul style="list-style-type: none"> <li>-G2: Software Leader, Momentum Leader, Highest User Adoption, Leader Small Business, Users Love Us</li> <li>-Capterra: Fuel Management Software   Best Ease of Use, Location Intelligence Software   Best Value, Shortlist.</li> <li>-TrustRadius: Best Relationship, Top Rated, Best Feature Set.</li> <li>-Forbes: Best Start Up Employer.</li> <li>-Comparably: Best Company Leadership, Best Company for Diversity.</li> <li>-GetApp: Trucking Software   Category Leader, Best Functionality and Features.</li> <li>-Software Advice: Logbook Software   Most Recommended, Front Runners</li> <li>-Fortune: Best Workplaces in Technology, Best Workplace for Millennials</li> <li>-Forbes: America's Best Startup Employers</li> <li>-Women Impact Tech: Women Impact Tech Top 100</li> </ul> <p>2021 Awards:</p> <ul style="list-style-type: none"> <li>-G2: Fleet Management Software Leader.</li> <li>-Comparably: Best Engineering Team, Best Company Culture.</li> <li>-Built In: 50 Best Remote-First Companies.</li> </ul> <p>These awards highlight Motive's leadership across different business sizes and its commitment to providing user-friendly, highly adopted solutions, as well as excellent customer relationships and value in fleet management software.</p>
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21	What percentage of your sales are to the governmental sector in the past three years?	<p>Over the past three years, Motive estimates approximately 5% of Motive's sales have been in support of the governmental sector. These sales have been as a result of inbound interest from organizations and as a result of this interest, Motive created a dedicated public sector sales, marketing, product, engineering, and support in January, 2024. We anticipate that our substantial and continued investment in growing this practice will result in that 5% number increasing dramatically over the next four years.</p> <p>Motive has seen a significant increase in growing sales motions across special districts, public sector, utilities, waste, transit, education, and safety fleets. Leveraging the success Motive has had with over 120,000 enterprise customers, the company is well-positioned to scale and provide effective fleet management solutions for both small and large public sector agencies.</p> <p>Additionally, Motive's expansion into the Canadian market underscores its broader commitment to serving North American government fleets. Motive is investing heavily into expanding our business in Canada with a dedicated Canadian sales team and most recently a Regional Vice President for Canadian public sector agencies. We are excited to partner with Sourcewell and continue to expand into the Canadian market through this contract over the next 4 years.</p>	*
22	What percentage of your sales are to the education sector in the past three years?	<p>Motive currently serves over 120,000 organizations, including education sector customers. Motive estimates that less than 2% of our current sales come from the education sector.</p> <p>Motive has recently expanded into the public sector, including the education sector, and we are actively building our presence in this area. We are committed to growing our engagement in this sector and look forward to developing a strong track record in the near future through our Sourcewell contract.</p>	*
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?	<p>Motive Technologies, Inc. currently holds the following cooperative purchasing agreements:</p> <ul style="list-style-type: none"> <li>· The Interlocal Purchasing System (TIPS)</li> <li>· Houston-Galveston Area Council (HGAC)</li> </ul> <p>Since our public sector business officially started less than a year ago, we do not have a full three-year history of sales volume under these agreements. However, we are seeing significant growth as we expand our public sector footprint and anticipate continuing to increase sales volumes in the coming years. With our product, we help government agencies save tax dollars, stick to tighter budgets, optimize their routes, and increase driver safety. Our solutions enhance fleet visibility, improve operational efficiency, and reduce vehicle maintenance costs through proactive management and automated workflows, ensuring that agencies get the most value from their resources.</p> <p>Currently, we do not hold any state agreements, as our focus is on working directly with Sourcewell to streamline government purchasing and provide our solutions efficiently. We are eager to grow our public sector sales through this partnership with Sourcewell and its Participating Entities.</p>	*
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?	<p>Motive is in the early stages of expanding our presence in the public sector and, as such, we do not currently hold any GSA contracts or Standing Offers and Supply Arrangements (SOSA). Since our public sector business began less than a year ago, we are actively working to establish relationships and secure contracts in this space. Although we do not have a three-year history of sales under such agreements, we are seeing growth as we build our public sector footprint and look forward to securing and expanding our participation in future contracts.</p> <p>While we do not currently have GSA or SOSA contracts, we are focused on leveraging Sourcewell's extensive reach to expand our offerings and better serve public sector entities. Our goal is to provide streamlined access to our solutions through our partnership with Sourcewell for government and educational organizations across the country.</p>	*

Table 2B: 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 *	
Mustang Water 7985 FM 2931, Aubrey, TX 76227	Tim Ford Facilities & Fleet manager tford@mustangwater.com	940.440.9561 903.245.9804	*
Bucks County Water and Sewer Authority 1275 Almshouse Rd Warrington, PA 18976	James Napoleon n.jim@bcwsa.net	215.343.2538	*
Dodge City 100 Chaffin Road, Dodge City KS 67801	Collin Clark Public Information Officer collinc@dodgecity.org	620.225.8100	*
3 additional Reference letters provided in Zip file called Motive Response - Sourcewell RFP.	Please see additional letters.	Please see additional letters.	

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>Motive has over 950 direct sales staff. Motive's sales force is a dedicated team focused on delivering tailored solutions to meet the needs of our customers and communities. With a presence across multiple regions in the US, Canada and Mexico, including a dedicated public sector sales team, our sales force consists of Account Executives, Inside Sales Team, Sales Development Representatives, Sales Engineers, and Regional Vice Presidents who work closely with prospects and existing clients to ensure they receive tailored solutions for their operations.</p> <p>The team is knowledgeable about Motive's offerings, including our Automated Operations Platform, and they leverage their expertise in the government space to help customers optimize fleet management, improve driver safety, and increase overall efficiency.</p> <p>Account Executives (AEs) at Motive are key drivers of our sales engine, focusing on building strategic partnerships with North America's public sector and commercial organizations. They engage directly with clients, showcasing the value of Motive's solutions and will demonstrate how our Sourcewell contract can enhance their fleet and operational efficiencies. Through cultivating executive relationships, our AEs secure new business, expand existing accounts, and foster collaborative, contract-based growth by aligning Motive's solutions with our clients needs. Their expertise in market trends, integrations, and customer outcomes positions Motive as a trusted partner in driving impactful business transformations.</p> <p>Inside Sales Team: Motive's inside sales team are dedicated sellers that drive new business growth in the Public Sector market, specifically targeting small-to-medium municipalities. This team is focused on outreach and building relationships with municipalities of around 50,000 population and less, creating a direct line to market expansion and enabling Motive's Public Sector Account Executives (AEs) to prioritize larger, high-impact accounts. Equipped with tailored training to navigate the Public Sector's unique dynamics, these sellers use proactive strategies to leverage Motive's Sourcewell partnership, allowing them to close new deals without the RFP process. This team aims to effectively increase Motive's market share and accelerate growth in partnership with Sourcewell.</p> <p>Sales Development Representatives (SDRs) are Motive's dedicated sales reps who help educate public sector agencies on the value of our Sourcewell contract and the solutions we offer. Serving as the first point of contact, SDRs engage with potential clients to introduce Motive's offerings and explain how our services can benefit their fleet operations. Through outreach and engagement, SDRs qualify prospects, uncover agency needs, and set up introductory meetings with Account Executives. Their role is essential to fostering initial connections and building awareness of Motive's capabilities. If we are awarded Sourcewell, our public sector SDRs will be crucial in demonstrating how our Sourcewell contract will provide accessible, streamlined solutions tailored for the Participating Entities.</p> <p>Motive's team of Sales Engineers (SEs) help our customers with technical expertise and address questions that may arise during the pre-sales discussions. They collaborate with customers and the Account Executive to develop a bespoke offering to each client's unique needs. The Sales Engineering team plays a key role in overseeing trials to ensure that each solution aligns with the customer's needs. By assisting with trials, Motive's Sales Engineers assist customers in evaluating the performance and fit of our offerings, ensuring a smooth transition and successful long-term implementation.</p> <p>Motive's Regional Vice Presidents (RVPs) are vital to leading high-performing Account Executive teams, driving new business growth within our most impactful sales segment. As frontline leaders, RVPs hire, train, and develop top-tier sales talent, fostering an environment of consistent, high achievement. They are accountable for hitting monthly and quarterly targets, ensuring their teams execute effective sales processes, and providing accurate performance forecasts. RVPs also work closely with cross-functional partners, like SDRs, Sales Engineers, Customer Success, and Product, to enhance internal processes that support sales success. Their strategic insight into business trends and KPIs enables RVPs to identify opportunities, navigate challenges, and continuously optimize the sales approach, helping shape Motive's position as an industry leader in connected fleet solutions.</p> <p>Motive has experienced exponential, upwards of 60% year-over-year growth in our Enterprise sector over the past 1.5 years, and we now have the same dedicated team supporting our public sector efforts. With the proven team and similar organizational structure that helped drive this success in our Enterprise business, we are now ready to make the same, large impact in the public sector.</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>Motive operates as a manufacturer but leverages a network of authorized sellers, including dealers, resellers, and distributors, to deliver our solutions to customers. Additionally, we collaborate with certified installers to ensure seamless implementation and service delivery, ensuring that our solutions are efficiently integrated and supported across both Canada and US.</p> <p>We also partner with technology solution providers, including those specializing in transit and asset management, who promote and integrate Motive solutions into their customers' operations.</p>	*
28	Service force.	<p>Motive has a 500+ strong direct service force which includes our customer service, technical support teams, professional services, and implementation teams. All these teams play essential roles in ensuring customer satisfaction and success.</p> <p>Customer Support Team:  Support Availability: We provide 24/7/365 support over phone, email, and chat.  Support Structure: The support delivery team includes frontline team members and Subject Matter Experts for more complex issues. Enterprise customers are served by a dedicated Enterprise Support Team composed of senior support specialists.  Languages Supported: We support drivers and fleet managers across all our product offerings in English (24/7), Spanish, and French (6am - 6pm PT business days, 6am - 3pm PT weekends and holidays).  Responsibilities: The team manages, tracks, diagnoses, and troubleshoots technical support cases, resolves support issues, communicates on reported issues, escalated cases, and urgent inquiries. Customer Support personnel have a background in computer science/engineering, strong communication skills, and are skilled in troubleshooting.</p> <p>Customer Success Managers (CSM):  Motive assigns a Customer Success Manager to each account as part of our implementation. The CSM plays a central role throughout the lifetime of the program. The CSM is responsible for developing and sustaining a strong relationship with the customer, managing quarterly business reviews, communicating new product releases and product requests, supporting onboarding, adoption, training, and development of best practices. Over the course of the relationship with Motive, the CSM acts as the primary liaison, ensuring that the customer achieves their organizational outcomes and receives the best possible support and guidance.</p> <p>Our Implementation Consultants (IC) define and maintain the onboarding program for customers. The customer's IC will define, track and achieve key performance indicators for the implementation program and will own the implementation process for each Participating Entity, which includes successful configuration and training of the software to drive adoption. ICs have five to ten years of experience managing and delivering complex implementation projects, are excellent in communications, and provide best practices to train and launch Motive.</p> <p>Our Professional Services Solutions Consultant provides pre-sales solutioning of Motive Post Sales Services, working with customers to build their implementation plan, scope integrations and set up professional installation services creating Statements of Work, coordinating post-sales project work.</p> <p>Our Professional Services Developer Advocate helps integrate Motive with each Participating Entity's existing platforms, workflows, and operations. Motive's open APIs make accessing and connecting the customer's data easy. We provide developer advocates to support the technical coordination of connecting the data, answering questions about API endpoints and advising on best practices. Motive's Professional Services and Developer Advocacy Team can also help entities in building custom integrations, which are scoped during the implementation planning phase of the sales cycle.</p> <p>Motive has a large, dedicated service team ready to support each Participating Entity that becomes our customer. Our team is equipped to ensure a seamless experience, providing assistance with implementation, training, and ongoing support to meet the specific needs of every customer.</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>The ordering process involves coordination between the Motive Customer Success Manager, Enterprise Support Team, and Motive Order Management. Orders are typically handled directly by Motive, with expedited shipping available upon request. Motive's dedicated logistics partner, located in Northern California, manages the distribution of all hardware devices and serves as a reverse logistics center. The Motive Supply Chain team oversees hardware manufacturing, warehousing, and inventory levels in real-time in collaboration with our Supply Chain partners. When selling through our partners we execute the order process in the same way and hold our partners to the same standards as when shipping to our customer directly.</p>	*

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>Motive's customer service program is designed to ensure success from onboarding through the life of the program. Our support team consists of over 500+ members, including contact center and technical support teams located remotely in the United States, Buffalo, NY, Nashville, TN, and Pakistan. The support structure includes multiple tiers, with 1st and 2nd tier support primarily located in Pakistan and tier 3 support in the US. Customer support is included in the cost of the Motive service.</p> <p>Our response-time capabilities and commitments are as follows: Our response time goals are 45 seconds for voice and chat, and 1 hour for email and webform. We achieve over 90% of our voice and chat responses within 15 seconds on average, and 80% of email responses within 1 hour. Our support team resolves 93% of inquiries within the same day, with an average resolution time of .4 days.</p> <p>Incentives to help providers meet service goals include maintaining a high Customer Satisfaction (CSAT) average of 94%. Additionally, Motive offers a comprehensive support system, including a Help Center with thousands of articles and video tutorials, live chat available 24/7, and remote diagnostics to troubleshoot hardware issues. For more complex issues, Motive may dispatch a Field Services Engineer to provide onsite support.</p> <p>To create a customer support ticket for Motive, Participating Entities can use the following methods (available 24/7, 7 days a week, 365 days a year): Chat: Available through the fleet dashboard Phone: 1-855-434-3564 Email: support@gomotive.com</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Motive is fully capable and willing to provide our products and services to Sourcewell Participating Entities across the United States. Motive's solutions are widely available throughout the US, supported by strong relationships with national cellular carriers such as AT&T. In addition, we have dedicated Regional Vice Presidents and sales and support teams focused on the U.S. public sector, ensuring that our U.S.-based customers receive expert, localized support. Motive also partners with installation companies across the U.S. to provide seamless installation services, and our supply chain and logistics partners ensure timely delivery and support across all regions, including in Hawaii and Alaska. We are fully equipped to meet the needs of U.S. entities with solutions that comply with federal, state, and local regulations. We are committed to meeting the specific needs of Sourcewell Participating Entities, tailoring our solutions as needed to ensure the success of each Entity.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Motive is fully capable and willing to provide our products and services to Sourcewell Participating Entities in Canada. Motive's solutions are already sold in Canada to our Canadian customers. Although we use AT&amp;T sims on all devices, in Canada, the carrier will automatically switch to Telus, Rogers, or Bell with no charges on roaming fees.</p> <p>Motive also has a dedicated Regional Vice President focused on serving the Canadian market, ensuring that our Canadian customers receive tailored support and attention. We also provide localized support teams to address the unique needs of Canadian entities, including compliance with Canadian regulations. Motive also works with installation partners based in Canada, as well as US-based partner companies with technicians capable of traveling to Canada for installations. While the majority of our customer installations take place within the US, we ensure full coverage by utilizing both local and cross-border resources to meet our Canadian customers' needs efficiently.</p> <p>We are committed to meeting the specific needs of Sourcewell Participating Entities, tailoring our solutions as needed to ensure the success of each Participating Entity</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Motive will provide full service and support across all geographic areas of both the United States and Canada under the proposed agreement. There are no regions that we will be unable to serve, ensuring comprehensive coverage and accessibility to our solutions for all Participating Entities.</p> <p>In 2025, we intend to offer Motive cards for Canada headquartered businesses.</p>	*
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.	All Participating Entities under the Sourcewell agreement will have full access to Motive's complete range of solutions if awarded. There are no account types that would be restricted from access. Motive is committed to ensuring that all eligible entities benefit from our solutions, with no limitations placed on the products or services available through this agreement.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	No restrictions would apply to Participating Entities in Hawaii, Alaska and in US Territories.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, Motive will extend the terms of any awarded master agreement to nonprofit entities. We ensure that all terms and conditions are applicable and are willing and capable of extending them to nonprofit entities as required.	*



**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>Our marketing strategy for promoting the Sourcewell opportunity will be comprehensive and multi-channel. We will promote this opportunity across various platforms, including LinkedIn (<a href="https://ca.linkedin.com/company/motive-inc">https://ca.linkedin.com/company/motive-inc</a>), X (formerly known as Twitter, <a href="https://x.com/Motive_inc?ref_src=twsrc%5Egoogle%7Ctwcamp%5Eserp%7Ctwgr%5Eauthor">https://x.com/Motive_inc?ref_src=twsrc%5Egoogle%7Ctwcamp%5Eserp%7Ctwgr%5Eauthor</a>) and Facebook (<a href="https://www.facebook.com/GoMotive.Inc">https://www.facebook.com/GoMotive.Inc</a>), our website <a href="http://www.gomotive.com">www.gomotive.com</a>, including our Motive Blog (<a href="https://gomotive.com/blog/">https://gomotive.com/blog/</a>), and through dedicated press releases to ensure broad visibility. Additionally, we will share this opportunity directly with our public sector customers, especially those who have shown interest in purchasing through Sourcewell. We utilize an online platform tool called Seismic to share information with our customers. Seismic allows us to distribute up-to-date product details, training materials, and marketing collateral efficiently and customers can access relevant documents, videos, and resources tailored to their specific needs through this platform. Seismic also enables real-time updates, ensuring that customers always have the latest information about our solutions and services, fostering transparency and engagement throughout the customer journey.</p> <p>We will also target our audiences through specific email campaigns to reach specific customer segments with relevant information and offers. We'll be creating tailored marketing collateral, such as case studies, success stories and video testimonials, to highlight the value of purchasing through Sourcewell. These go on our website, our newsletters and all our social media outlets.</p> <p>We also plan to promote Sourcewell during our participation in industry-specific tradeshows and conferences, ensuring that attendees are aware of the advantages of purchasing through this contract. We actively participate in industry conferences and tradeshows such as NAFA, AFTA, PWX, GFX, TAPT Conference, Wastecon, Fleetcon, NLC City Summit, and local events such as TxDOT Expo, Wisconsin Tribal Transportation Conference, TCAPWA Conference, Texas EMA Conference, TxDOT Innovation Invitational, Illinois Traffic Engineering and Safety Conference and more. Participating in these tradeshows and regional events help us share our industry insights, innovative technology and best practices. We'll include Sourcewell in our booth materials, presentations, and one-on-one discussions to engage with decision-makers directly. Collaboration with our sales teams will ensure Sourcewell is included in ongoing conversations with prospects and existing customers.</p> <p>Motive also hosted its first user conference, <a href="https://gomotive.com/blog/vision-24-product-announcements/">https://gomotive.com/blog/vision-24-product-announcements/</a> in April 2024, which brought customers, partners, industry groups, and Motive employees together as a community to build, learn, and grow together. Motive will market this summit to our public sector clients including contacts in Participating Entities who want to learn more about our products and speak to other clients and become a part of the Motive community.</p> <p>Motive utilizes online advertising to reach a wider audience and generate leads. We will develop targeted online ad campaigns to promote our Sourcewell contract, focusing on keywords and demographics relevant to Participating Entities. These campaigns will drive traffic to dedicated landing pages that provide comprehensive information about our solutions and the benefits of partnering with Motive through Sourcewell.</p> <p>We have attached our Marketing Plan to this bid response.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Motive leverages a variety of technologies to optimize marketing efforts. We utilize telematics data to gain valuable insights, which we use to tailor communications to specific customer needs.</p> <p>We employ metadata to track and analyze customer interactions to enhance our marketing campaigns. For social media such as LinkedIn, Facebook, YouTube, Instagram and Twitter, we utilize metadata through link tracking to determine marketing content that our audience is searching for and engaging with. This informs our content strategy and we develop new assets to meet the needs of our customers and prospects. Our regular communication cadence includes newsletters, in-product messages, articles, and webinars, ensuring customers are informed about new features and initiatives.</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>Sourcewell plays a crucial role in facilitating agreements arising from this RFP by providing a centralized platform/website detailing Motive's contract and contact information for public sector organizations to access competitive procurement opportunities. Sourcewell will also help raise awareness of awarded contracts through its website, extensive network and events announcements, marketing channels, and communication platforms such as its LinkedIn, X, and Facebook pages. Through Sourcewell's contract, Participating Entities interested in purchasing Motive products and services will benefit from streamlined procurement processes, competitive pricing, and a selection of quality vendors.</p> <p>A Sourcewell-awarded agreement will be a valuable asset to Motive, as it will help to streamline our sales cycle by eliminating lengthy RFP processes for Participating Entities. We know of public agencies who have asked if we are on the Sourcewell contract, so that they can easily purchase without having to go to RFP to contract our products and services. Being on the Sourcewell contract will allow for quick onboarding and efficient access to our solutions. The contract also enhances our credibility, demonstrating that our solutions have been vetted by a trusted organization. We will actively target Sourcewell members through dedicated marketing campaigns, showcasing the benefits of partnering with Motive and our sales team will receive comprehensive training on effectively positioning the Sourcewell contract, enabling them to articulate the value proposition to potential customers. We are fully committed to providing exceptional support to Sourcewell members with a dedicated Customer Success team and ongoing professional services. This ensures Participating Entities have the resources needed to maximize the benefits of our solutions and achieve their fleet management goals with a turn-key solution, in a quick time frame.</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.	<p>Although our Solutions are not available through a self-service e-procurement platform to external parties, for customers who are already signed up with Motive, we provide e-procurement for hardware that is accessible by secure connections via their product dashboard. Customers are able to directly purchase hardware such as cables and accessories through our Motive Shop.</p> <p>As our public sector customer base continues to grow, we prefer orders to be placed directly through our Account Executives and sales team. This personalized approach allows us to better understand customer needs and ensure they receive the right solutions for their operations. Our team guides customers through the purchasing process, from initial consultation, any pilots/trials, to final order placement, ensuring that they have full support throughout the process.</p> <p>We are willing to have a conversation with Sourcewell to better understand the requirements around an e-procurement ordering process for Participating Entities.</p>	*

Table 5A: Value-Added Attributes (100 Points)

Line Item	Question	Response *
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41	<p>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>	<p>Motive offers comprehensive training programs for product, equipment, maintenance, and operator training to Sourcewell Participating Entities. Our training programs are designed to help customers use and maintain our solutions effectively, ensuring they can work more efficiently and stay in compliance with regulations.</p> <p>Motive has extensive resources to help with user training. Training resources include: Motive installation videos, Driver specific web instructions, Fleet manager web help, ELD User manuals and an online help center where many user questions are answered. Motive also provides a content library which include on-demand and live webinars that provide training on our products, security and safety. The driver application and web dashboard provide in-app instructions to guide users through the platform when they first log in.</p> <p>Entities can also find a plethora of resources at the Motive Help Center <a href="https://helpcenter.gomotive.com/hc/en-us">https://helpcenter.gomotive.com/hc/en-us</a> The help center is a comprehensive online resource designed to provide customers with quick access to product guides, troubleshooting tips, and frequently asked questions. It features a user-friendly interface that allows visitors to search by keyword or browse through categorized topics such as installation, device management, and billing and fulfillment support. The help center includes step-by-step instructions, video tutorials, and live support options to assist users in resolving issues efficiently as well as additional resources for our partners and developers. Additionally, customers can submit support requests and track the status of their inquiries directly through the site, ensuring a seamless support experience.</p> <p>We also realize that every Motive customer is unique in what they are planning to deploy. Depending on the needs of the agency, the Motive onboarding team will learn about the Participating Entity's desired outcomes and constraints, and help create a configurable plan based on this information. Motive Project managers may create an onboarding plan that includes account setup, software training, compliance training, safety coaching, hardware installations, reporting and integrations. A project plan and details of activities for each phase of the project may be provided as part of the project planning process. Any delays in the plan are mitigated jointly between Motive and the Entity to ensure a mutually successful project. During the implementation, the Participating Entity's Customer Success Manager will review and baseline the Entity's success criteria, which may be used throughout the life of the program.</p> <p>The costs associated with these training programs can vary based on the level of customization and the specific needs of the Participating Entity, and can be discussed in advance to ensure clarity and alignment before starting work.</p>
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42	Describe any technological advances that your proposed Solutions offer.	<p>Motive's solutions are at the forefront of technological advancement. For the first time ever, safety, operations and finance teams can manage their drivers, vehicles, equipment, and fleet related spend in a single system. Combined with industry leading AI, the Motive platform gives customers complete visibility and control, and significantly reduces manual workloads by automating and simplifying tasks.</p> <p>Motive has made major technological strides in fleet management, leveraging the power of Artificial Intelligence (AI) and automation to drive significant improvements in safety, efficiency, and productivity. By utilizing Artificial Intelligence, Motive's systems enable smarter and more responsive fleet management. Motive's Machine Learning capabilities enable the AI to learn from data collected across Participating Entities fleets, continually improving its ability to predict and prevent incidents. By analyzing this vast pool of data, the AI identifies patterns and trends that humans might miss.</p> <ul style="list-style-type: none"> <li>· With Deep Learning, Motive uses artificial neural networks to analyze complex patterns in driving behavior, enhancing the accuracy of identifying unsafe actions. This means that Motive's AI is not static; it is constantly evolving and improving, providing increasing value to its users over time.</li> <li>· Motive has more than 600 engineers across hardware, software and AI who are fully dedicated to enhancing driver safety and operational efficiency. Motive's team of data scientists and machine learning engineers have helped make Motive's AI models the most accurate in the industry and help Motive deliver up to 300 features and updates every year. We have 20+ product roadmap releases planned for 2025.</li> <li>· Motive's use of AI to perceive and understand visual information from the road and the vehicle environment provides Participating Entities with real-time insights and proactive safety measures to protect drivers and assets, and speaks to how we are utilizing technological advances to help our customers and communities alike.</li> </ul> <p>Motive's focus on developing solutions that are designed to enhance safety, compliance, and operational efficiency have led Motive to become the only provider who can offer all of the following solutions in a single platform.</p> <ul style="list-style-type: none"> <li>· AI-Powered Dashcams: Motive's advanced AI dashcams detect unsafe driving behaviors (e.g., distracted driving, speeding) in real time, alerting drivers in-cab to promote safer driving. The system prioritizes footage for review, focusing on significant incidents to streamline manager coaching efforts.</li> <li>· Predictive Maintenance with Real-Time Diagnostics: Leveraging IoT data from Motive's Vehicle Gateway, fleet managers receive alerts on diagnostic trouble codes and engine health. This predictive maintenance capability helps reduce unplanned downtime, preventing costly breakdowns and improving fleet reliability.</li> <li>· Geofencing and Location Tracking: With precise geofencing capabilities, Motive provides real-time GPS tracking and alerts for unauthorized movements or unexpected asset locations. This technology helps prevent theft, improves asset utilization, and ensures location compliance.</li> <li>· Driver Safety Scoring and Analytics: Motive's platform aggregates data on driving behaviors to generate individualized safety scores for drivers. This scoring enables targeted coaching, safer driving habits, and an overall reduction in risk across the fleet.</li> <li>· API-Driven Data Integrations: The Motive platform includes open APIs, enabling easy integration with external TMS (Transportation Management Systems), ERP (Enterprise Resource Planning), and other business systems. This flexibility supports customized reporting, automated workflows, and efficient data exchange between platforms.</li> <li>· Motive Spend Management (Motive Card): Streamlining fuel and expense management for fleets, Motive is the only solution who can provide an integrated fuel card solution that offers real-time tracking, reporting, and controls from a single provider. With Motive Card, Managers can monitor fuel expenses, prevent unauthorized spending with purchase restrictions, and receive insights into fuel efficiency across their fleet in a single platform. Motive Cards is built seamlessly into the Motive platform, allowing consolidated expense data and simplifying reporting to improve operational efficiency and cost management.</li> </ul> <p>These technological advances allow Motive to deliver a comprehensive, one-in-all solution that enhances fleet safety for drivers, and operational efficiency and data-driven decision-making for fleet managers and agencies at large.</p>
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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>Motive is committed to sustainability and has implemented several green initiatives to reduce environmental impact. Our solutions focus on improving fuel efficiency, reducing carbon emissions, and promoting sustainable practices. Key initiatives include:</p> <ul style="list-style-type: none"> <li>· Fuel Efficiency and Carbon Emission Reduction: Motive's Fuel Hub helps fleets reduce fuel consumption and improve miles per gallon (MPG). Top-performing fleets have shown a 13% improvement in MPG and a 20% reduction in idling time, leading to significant fuel savings and reduced CO2 emissions. In 2021, these fleets saved an estimated 3 million gallons of fuel, equivalent to 31,000 tons of CO2 or planting 1.6 million trees.</li> <li>· Vehicle Maintenance: Enhanced focus on vehicle maintenance with 80% more inspections per vehicle, leading to better fuel efficiency and reduced emissions.</li> <li>· Sustainability Application: The Motive Sustainability application leverages AI to provide comprehensive views of a fleet's fuel profile and improvement opportunities, helping fleets to optimize their operations and reduce their environmental footprint.</li> <li>· Electric Vehicle (EV) Assessment: Motive's Vehicle Assessment tool helps identify which vehicles are best suited for replacement with electric or other low-carbon alternatives, promoting the transition to greener fleets.</li> </ul> <p>Motive has a comprehensive ESG and Corporate Sustainability Program and is committed to annual public reporting. Our most recent report is available here: 2024 Annual Impact Report (<a href="https://gomotive.com/content-library/report/2024-annual-impact-report/">https://gomotive.com/content-library/report/2024-annual-impact-report/</a>).</p> <p>Motive purchases high-quality carbon credits and renewable energy certificates to offset its Scope 1 &amp; 2 emissions to achieve carbon neutrality for our Scope 1 &amp; 2 emissions, and a 50% reduction in Scope 1 &amp; 2 emissions. Our carbon credit registry is publicly available here: <a href="https://impact.cnaught.com/motive-technologies-inc.-ejJx5a">https://impact.cnaught.com/motive-technologies-inc.-ejJx5a</a>.</p> <p>Motive has publicly stated emissions reductions targets: (a) 50% reduction in Scope 1 &amp; 2 by 2027 and (b) 95% reduction in Scope 1 &amp; 2 long-term. We reduced our carbon intensity by 20+% year over year between 2022 and 2023 and over-purchased RECs and carbon credits. We are committed to operating sustainably and improving year over year.</p> <p>We also work with our landlords to be as sustainable as possible with regards to our waste and energy management in our office spaces, including looking into renewable energy where available.</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>Motive's devices meet high standards for durability and environmental resilience. Our Vehicle Gateway complies with the SAE 1455 standard, which ensures that the devices are designed to withstand extreme environmental conditions such as temperature fluctuations, high physical stress, and voltage spikes. This durability extends the lifespan of the device, contributing to sustainability by reducing the need for frequent replacements of our Vehicle Gateway by our customers.</p> <p>Our Asset Gateway and Asset Gateway Mini is rated IP67, meaning it is dust-tight and water-resistant. This certification ensures that our Asset Gateway and Asset Gateway Mini can operate effectively in harsh outdoor conditions, promoting energy conservation by maintaining consistent performance without additional protective measures.</p> <p>Both of these standards help us reduce waste and support longer product life cycles, aligning with our commitment to environmentally sustainable solutions, e-waste management, and refurbishing and redeploying hardware when able.</p>
45	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>Motive offers several unique attributes that make our products and services stand out for Sourcewell Participating Entities. Our company is a vertically integrated provider of telematics and video technology. This means we design, manufacture, and deploy both the telematics hardware and video camera systems used in our solutions. We offer customers a highly configurable, all-in-one solution that covers video, safety, telematics, maintenance, fuel, spend management, together in one platform and we were purposely formed to help fleets improve fragmented technology and siloed data. We compete across several technologies, market segments, and industries to provide an all-in-one platform. Many of our competitors compete in a single product line or industry. By offering a unified platform for multiple business and operational needs, we offer Sourcewell Participating Entities a unique advantage through cost savings, customization, seamless integration, superior quality control, rapid innovation, and comprehensive support, all stemming from our direct involvement in the entire product lifecycle.</p> <p>Key unique attributes include:</p> <ul style="list-style-type: none"> <li>· Comprehensive Fleet Management: Motive offers a comprehensive suite of fleet management solutions that include Driver Safety, Fleet Management, Equipment Monitoring, Spend Management, and Workforce Management. These solutions utilize AI to monitor and protect drivers, streamline operations, ensure compliance, enhance efficiency and safety, provide real-time visibility into equipment, and unify fleet and spend management through a single, integrated platform. This integration significantly reduces manual workloads, improves fleet safety, and reduces costs, providing complete visibility and control over fleet operations.</li> <li>· AI-Powered Solutions: Our platform includes advanced AI capabilities such as the AI</li> </ul>

Dashcam and AI Omnicam, which provide 360-degree visibility and detect unsafe behaviors, significantly reducing accidents and improving driver safety. Our intuitive dashboards let managers identify risky driving behaviors early, reducing the likelihood of accidents and ensuring public safety. Motive's AI cameras can currently detect 15 unsafe driving behaviors and we continue developing new AI models frequently.

- Motive's Face Match technology: The Face Match feature of the Motive Driver ID solution combines edge-based face detection AI, image extraction and processing, and facial recognition AI. It allows fleets to create, identify, and manage the facial profiles of drivers to automatically assign drivers to unidentified trips without relying on the Motive Driver App. The feature is defaulted to 'off' and can only be enabled by a fleet administrator. The biometric data collected is stored on special servers with AWS and can be deleted according to the retention schedule selected by the customer. Motive complies with all state and federal privacy laws and has a team of legal and compliance privacy specialists monitoring regulatory requirements.

- Customization and Extensibility: Administrators can customize virtually every area of the Motive platform, including settings for Fleet, Dispatch, Compliance, Safety & Coaching, and Dashcam. Customization options also extend to Groups (vehicle, asset, driver groups), Roles (permissions), reporting, and alerts. Our platform also supports no-code customizations and offers a developer portal for more advanced integrations, allowing entities to tailor the system to their specific needs. We have an Enterprise Technology team dedicated to building features and customizations for large customers, ensuring that specific functionality can be added as needed based on their complex operational needs. The Motive App Marketplace also offers over 100 out-of-the-box integrations, making it easy to extend the platform's functionality to our entire customer base. Each Participating Agency will be able to leverage this as they need for their own organization.

- Security and Compliance: Motive offers a comprehensive suite of security and compliance features in our fleet management suite. We align our practices with the NIST framework, specifically regarding data encryption with TLS 1.2+ for data in transit and AES-256 for data at rest, ensuring robust data protection. Access control is managed through OAuth tokens and role-based access control (RBAC) to ensure users have the minimum necessary permissions.

We prioritize security by adhering to SOC 2 and PCI DSS standards, safeguarding both operational integrity and consumer data. Strong authentication measures, including SSO and MFA, and robust security operations, such as 24/7 monitoring and incident response planning, further enhance our security posture. We also invest in vulnerability management and physical security to ensure comprehensive protection of our systems and information. Physical security is ensured through the use of AWS secure cloud infrastructure, which is both ISO 27001 and SOC 2 Type II compliant.

- Motive's Spend Management is a comprehensive solution that integrates fleet management, corporate cards, and expense reporting into a single platform. This allows for better visibility, control, and cost savings. The Motive Card is a security chip-enabled corporate card designed for fuel and spend management. It can be used for a variety of expenses including electric charging stations, tolls, hotels, flights, travel, maintenance, resulting in significant savings at over 25000 partner locations. Our card also offers several features to prevent fraud and misuse, such as remote card management, fraud protection, and spend tracking by matching fuel transactions with vehicle location. It also includes advanced controls like setting cardholder limits for day and time use, transaction, and product category, as well as alerts for incorrect fuel type purchases or transactions where the fuel tank level does not increase. Additionally, the Motive Card can be customized to enable text-message or app-based unlock for two-factor authentication. The card has no application, membership, or transaction fees and is accepted anywhere Mastercard is used. Motive is the only fleet management company in the market today that incorporates robust spend management into our fleet management platform. This provides a very unique advantage to any Participating Entity that wants to receive their fleet management, driver safety and spend management reporting and expenditure in one platform, instead of using multiple or manual systems to combine siloed information.

Asset and Equipment Monitoring: Motive offers comprehensive solutions for asset and equipment monitoring, providing unparalleled visibility into the location, utilization, and health of the Participating Entity's assets and equipment (heavy machinery, parks and roads maintenance equipment, and more). Our solutions include real-time GPS tracking of assets, automatic geofence alerts to detect their unauthorized use, and preventative maintenance to minimize equipment downtime. The Motive Asset Gateway Mini is designed to meet the demands of both powered and unpowered equipment, all viewable in the same platform as the rest of the fleet. Additionally, our platform supports environmental sensors to monitor temperature and humidity, enhancing the monitoring capabilities for various types of assets.

First Responders: Motive has launched "First Responder," an AI-powered service in partnership with RapidSOS, which enhances emergency response after a collision. This system, integrated into Motive's dashcam technology, detects crashes or near-crash situations and transmits critical data such as vehicle location, airbag deployment, and footage to a



		<p>response team within 20 seconds. The data is verified by a human to avoid false alarms for 911 centers. This unique offering not only speeds up emergency response times but also improves safety for drivers by providing first responders with essential information in real time. Motive is the first and only safety platform that connects drivers to first responders when a severe collision occurs and a large differentiator for our solution. More information can be found here: (<a href="https://www.forbes.com/sites/stevetengler/2024/10/15/new-lifesaving-auto-tech-and-the-10-highest-collision-roads-in-us/">https://www.forbes.com/sites/stevetengler/2024/10/15/new-lifesaving-auto-tech-and-the-10-highest-collision-roads-in-us/</a>).</p> <p>Another unique attribute is our warranty. All Motive hardware devices are backed by a 5-year hardware warranty, as outlined in our terms here <a href="https://gomotive.com/legal/warranty/">https://gomotive.com/legal/warranty/</a>. This extended warranty is unique in the industry, as most competitors typically offer only a 1-year warranty. This reflects our commitment to long-term reliability and customer satisfaction, providing greater peace of mind for any Participating Entity signing up with Motive. All hardware and software is designed and developed in house. Our team will remotely diagnose if there is an issue. If Support determines that the issue is a result of hardware malfunction, a new hardware unit is shipped and an RMA issued.</p>
46	Describe your approach to data privacy, including any certifications or standards achieved, in regard to your proposed solutions.	<p>Our approach to data privacy is comprehensive and multi-faceted, ensuring the highest levels of protection for customer data. We adhere to several industry standards and certifications to maintain data privacy and security.</p> <p>Motive is SOC 2 Type 2 and ISO 27001 compliant, which underscores our commitment to safeguarding client data. This certification involves rigorous auditing of our systems and processes to ensure they meet stringent security, availability, processing integrity, confidentiality, and privacy criteria.</p> <p>Security Certifications:</p> <ul style="list-style-type: none"> <li>· SOC 2 Type II Compliance: Motive is compliant with SOC 2 Type II standards, which assess its internal controls related to data security, availability, processing integrity, confidentiality, and privacy.</li> <li>· ISO 27001 and 27017 (Information Security Management): As a demonstration to Motive's commitment robust information security practices, Motive is currently in process to obtaining our ISO 27001 and ISO 27017 certifications.</li> </ul> <p>Added to this, as we have our Motive Card and spend management platform built into our fleet management platform, we follow the Payment Card Industry Data Security Standard (PCI DSS) guidelines to protect consumer credit card information. This standard ensures that companies maintain high levels of security when handling credit card details, including encryption, access control, and regular security testing.</p> <p>Our Information Security staff remains current with certifications and training, including CISSP (Certified Information Systems Security Professional), CCSP (Certified Cloud Security Professional), CRISC (Certified in Risk and Information Systems Control), CISA (Certified Information Systems Auditor), GCIH (GIAC Certified Incident Handler), GSTRT (GIAC Strategic Planning, Policy, and Leadership), GSEC (GIAC Security Essentials Certification), CIPP (Certified Information Privacy Professional), and CIPT (Certified Information Privacy Technologist). These certifications reflect our dedication to maintaining robust data privacy and security practices.</p> <p>Our Data Privacy Policy clearly states how we manage, use, and store personal and sensitive data. This policy is reviewed on at least an annual basis to ensure it remains up-to-date with evolving regulations and best practices. We have an assigned individual, the Data Protection Officer, responsible for managing data privacy processes within the business. This role ensures that our data privacy measures are consistently applied and that any potential issues are promptly addressed.</p> <p>Our organization has developed and published a Data Privacy Policy, which is available upon request to Sourcewell Participating Entities. This policy outlines our commitment to data privacy and the specific measures we take to protect personal information. By adhering to these standards and maintaining a highly trained and certified staff, we ensure that our data privacy practices are among the best in the industry.</p>
47	Describe any current or potential capabilities your proposed solutions offer in V2G (vehicle to grid) or similar smart city applications.	<p>Motive is actively working with most major OEMs and newer entrants to integrate and support their electric, fuel cell, and hybrid vehicle plans. This includes incorporating vehicle-specific telematics information such as state of charge, range, discharge energy, charging status, battery health, and energy meters. While we do not currently have specific V2G (vehicle to grid) capabilities, our ongoing collaborations and integrations with OEMs position us to potentially support and track such applications in the future. Our system's ability to link asset data with fuel management systems and our commitment to expanding our public sector expertise indicate our readiness to adapt to smart city applications as they evolve. In addition to our current OEM partnerships, we are actively engaging with cities and municipalities to better understand their smart city and V2G needs. This collaborative approach allows us to stay informed on emerging requirements and ensure our technology roadmap aligns with evolving city infrastructure goals, ultimately positioning Motive as a future-ready partner for V2G and smart city applications.</p>
48	Describe any capabilities around	Our proposed solutions offer comprehensive capabilities around safety and accident

	<p>safety and accident management your proposed solutions offer.</p>	<p>management. Our real-time accident alerts with video enable immediate action to minimize loss and protect drivers. Drivers can access accident footage to exonerate themselves on the spot, which provides invaluable benefits to Participating Entities. Key features of our safety and accident management platform include:</p> <ul style="list-style-type: none"> <li>· <b>AI-Powered Dash Cams:</b> These cameras detect more than 15 unsafe behaviors, such as close following, cell phone use, seat belt violations, and driver distraction. They provide real-time, in-cab alerts to help coach drivers and reinforce safe behaviors, reducing accidents and improving safety.</li> <li>· <b>Forward Collision Warning (FCW) AI Detection:</b> This feature alerts drivers to potential collisions based on the speed-to-distance ratio between the driver and the vehicle ahead, helping to prevent accidents caused by aggressive or inattentive driving. Common scenarios include approaching a stationary vehicle too quickly, unsafe tailgating, and sudden turns or merges by vehicles ahead.</li> <li>· <b>Drowsiness AI Detection:</b> Drowsiness AI Detection identifies when a driver is showing signs of drowsiness, such as yawning, eyes closing, or head dropping to the sides. The Motive dual-facing AI dash camera detects these behaviors and creates an alert on the dashboard if a driver is detected yawning or taking microsleeps, evidenced by prolonged eye closure. These events can also trigger an audible in-cab alert that the driver will hear in real time.</li> <li>· <b>Driver Safety Programs:</b> Our solutions include driver coaching programs and safety score tracking, which provide positive reinforcement for safe driving and identify risky behaviors for targeted coaching, and helps reduce accident risk.</li> <li>· <b>Incident Management:</b> Upon detection of a severe collision, HD footage is uploaded to the Motive cloud, reviewed within 30 seconds by our Safety team, and key incident data is sent to local EMS and safety managers. This ensures timely intervention and reduces the impact of accidents.</li> <li>· <b>Insurance Savings:</b> Organizations with driver safety programs report significant savings on insurance premiums, with small fleets saving a median of 9-12%, and mid-sized and large fleets saving 5-8%.</li> </ul> <p>The camera/video evidence provided by Motive cameras is crucial for accident management because it provides an objective and irrefutable record of the events leading up to and following an accident. This evidence can be used to:</p> <ul style="list-style-type: none"> <li>· <b>Determine fault:</b> Identify the party responsible for the accident.</li> <li>· <b>Investigate the cause:</b> Understand the underlying factors that contributed to the accident.</li> <li>· <b>Evaluate driver behavior:</b> Assess whether drivers were following traffic laws and operating safely.</li> <li>· <b>Support insurance claims:</b> Provide evidence to support insurance claims and settlements.</li> <li>· <b>Improve safety:</b> Identify trends and patterns in accidents to implement preventative measures.</li> </ul> <p>Motive's solution, with its advanced camera technology, offers several benefits for government entities:</p> <ul style="list-style-type: none"> <li>· <b>Enhanced accident investigation:</b> Cameras can capture footage from multiple angles, providing a comprehensive view of the accident scene.</li> <li>· <b>Objective evidence:</b> Video evidence is less subjective than eyewitness accounts and can be used to support investigations.</li> <li>· <b>Data-driven insights:</b> Cameras can collect data on driver behavior, road conditions, and other factors that contribute to accidents, enabling government entities to make data-driven decisions to improve safety.</li> <li>· <b>Reduced litigation costs:</b> By providing clear evidence, cameras can help to reduce the time and cost associated with legal disputes.</li> </ul> <p>Overall, video evidence is a valuable tool for safety and accident management, and Motive's solution offers a comprehensive and effective way to leverage this technology.</p> <p><b>First Responders:</b> Motive, in partnership with RapidSOS, has introduced First Responder, a groundbreaking feature designed to accelerate emergency response for commercial vehicle drivers in life-threatening collisions. With 54% of fatal truck accidents occurring in rural areas, where help may take longer to arrive, this solution ensures rapid access to emergency services by programmatically sharing vital information—such as vehicle location, time of impact, and driver details—directly with first responders. Motive's AI-powered system detects 99% of severe collisions and instantly provides critical data, helping reduce response times and improve survival rates.</p> <p>First Responder eliminates the need for fleet managers to find local emergency numbers or wait on hold, connecting them immediately with over 21,000 first responder agencies across</p>
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		the U.S. Through real-time updates on the Motive Dashboard, safety teams are notified and can monitor the situation closely, ensuring that the right emergency resources are deployed efficiently. This technology represents a significant advancement in driver safety, setting a new industry standard and working toward Motive's goal of zero preventable accidents.	
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Table 5B: 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 resellers if available. Select all that apply.		<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>While Motive does not hold these certifications directly, our installation partners hold the following certifications: WMBE, SBE, DBE, VBE. These partnerships with certified entities demonstrate our commitment to supporting diverse businesses and contributing to economic development.</p> <p>We also work with distributor partners that have an extensive network, including a variety of Small and Minority Business Enterprises (SMBEs). Through these partnerships, we have access to their diverse resources and capabilities to better serve our customers.</p> <p>Motive's founder and CEO is a man of color who has been recognized as a "Best CEO for Diversity" and "Best Company for Diversity" in 2022" by Comparably. Motive has also been recognized as a "Women Impact Tech Top 100" in 2024, and we have a formalized DEI program with goals, targets, quarterly reporting, and updates.</p> <p>Motive believes that our diverse backgrounds, experiences, and ideas make us more innovative and productive. That's why we strive to foster an environment in which everyone feels included, supported, empowered, and respected. Motive proudly sponsors employee resource groups for underrepresented employees. We also are dedicated to providing growth opportunities and fostering lasting relationships through quarterly mentorship meetups. To improve representation on our teams, Motive hosts and sponsors recruiting events focused on underrepresented communities. Also, our managers are trained to better understand unconscious bias and Motive have implemented a diverse slate approach to our interview process. We value diversity and lean into our differences to continue to grow and innovate to solve our customers' problems.</p>
50		Minority Business Enterprise (MBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	
51		Women Business Enterprise (WBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	
52		Disabled-Owned Business Enterprise (DOBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	
53		Veteran-Owned Business Enterprise (VBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input checked="" type="radio"/> Yes <input type="radio"/> No	
55		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	
56		Small Disadvantaged Business (SDB)	<input checked="" type="radio"/> Yes <input type="radio"/> No	
57		Women-Owned Small Business (WOSB)	<input checked="" type="radio"/> Yes <input type="radio"/> No	

Table 6: Pricing (400 Points)

Provide detailed pricing information in the questions that follow below.

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Line Item	Question	Response *
58	Describe your payment terms and accepted payment methods.	Motive accepts several standard payment terms including 'Due Upon Receipt' (same-day payment) or, more often, 'Net Terms' (15 or 30 days). Terms may be further negotiated with the customer depending upon the volume and term of the customer contract. We prefer ACH; however, we can accept check and purchase cards. For Sourcwell Participating Entities, Motive will work together with the entities to offer flexible and accommodating payment methods depending upon their organization's needs.
59	Describe any leasing or financing options available for use by educational or governmental entities.	Motive offers a "vendor financing" payment option for prospective customers in education and the public sector seeking our solutions. We will connect prospects with one of our multiple lending partners for an appraisal - which if approved, would unlock flexible financing options for Motive hardware and software.
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.	Motive proposes to use two standard documents with an awarded agreement. These include our terms and conditions and our order form. Our standard terms and conditions are included in our order form and are tailored to our unique Software as a Service (SaaS) solution and paired hardware. Motive Technologies, Inc's Terms and Conditions can be found at <a href="https://gomotive.com/legal/terms-of-service/">https://gomotive.com/legal/terms-of-service/</a> , and attached as a supplement to this submission. Motive's Standard Order Form Template has also been attached as a Standard Transaction Document Samples.  Any non-standard documentation can be provided and tailored at the Participating Entity level as needed.
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	Motive accepts different payment methods based on customers' needs. While we have a preference for ACH, we can accept check and purchase card transactions.  There is no additional processing fee charged to Sourcwell Participating Entities.
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 Sourcwell discounted price) on all of the items that you want Sourcwell 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.	Please see Motive's Pricing Document for our full pricing model and discounts.  Motive employs a simple pricing model to give customers full transparency on their pricing and payment structures. Our pricing model is designed to provide significant cost savings to Participating Entities. We offer competitive, not-to-exceed pricing across all fleet management technologies, with additional volume-based discounts for bulk purchases and multi-year contracts. We also ensure transparency by clearly delineating ancillary costs, such as installation, training, or ongoing support, all of which can be customized to meet the entity's specific needs. We ensure that no hidden fees will be added beyond the agreed-upon contract price, ensuring full pricing transparency.
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.	Please see Motive's Pricing Document for our full pricing model and discounts.
64	Describe any quantity or volume discounts or rebate programs that you offer.	Motive offers competitive volume-based discounts, providing additional savings based on the scale of the purchase. We are flexible in our pricing approach and can offer custom and competitive based pricing for each Participating Entity as needed. For Participating Agencies signing up for our Spend Management platform, Motive offers the potential for large fuel discounts, with Tier 1 savings that could average 20+ cents per gallon at over 4,000 locations, including Love's and TA. We may also offer a basis point rebate on all spend, fixed discounts at partner locations, or a combination of both, depending on the agency's spend volume and fueling patterns. This flexible discount and rebate structure is a unique attribute we offer, setting us apart as the only fleet management provider with this combination of pricing benefits.

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.	<p>For open-marker or non-contracted items, we propose a combination approach for facilitating sourced products or related services. We want to ensure flexibility in our approach to ensure that we can meet the unique needs of our clients while maintaining transparency and cost-effectiveness.</p> <p>Motive also has the App Marketplace which offers over 100+ industry-leading applications and integrations — most of which are free— to help fleets of all sizes create a customized fleet management solution. These integrations cover categories such as TMS, maintenance, navigation, insurance, and OEMs.</p> <p>Motive offers the Driver App and the Fleet App for free. Both apps are available on iOS and Android operating systems. The Driver App is designed for drivers to view safety events, messaging, compliance, routing, and more. The Fleet App is designed for fleet managers to track the fleet, view real-time driver and asset locations, send driver video, and contact drivers.</p>	*
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.	The pricing model provided by Motive covers the total costs associated with our services, with no hidden fees or additional charges. The only potential additional cost would be if the client opts for Motive's Pro Install services, which involves on-site installation. If the client chooses to self-install, there would be no one-time fees for implementation training, office hours, or resource provisions. All other training and implementation services are included at no additional charge. There are no other costs for items like pre-delivery inspection, set up, mandatory training, or initial inspection.	*
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.	<p>Shipping costs are determined by various factors, including the destination, the quantity of items, and the total weight of the hardware being shipped. Motive provides a range of delivery services to accommodate different shipping needs, and will work with each Participating Entity to get the best and most cost effective shipping option in place. Participating Entities will have the flexibility to choose their preferred shipping method at the time of order placement, ensuring that the most appropriate and cost-effective solution is selected based on their requirements.</p> <p>Motive invoices the shipping costs before dispatching any shipments, and payments are processed according to the agreed-upon payment terms. While the shipping terms are FOB (Free on Board) from Motive's U.S. warehouse, we offer paid shipping services that deliver directly to customer-specified locations within the United States.</p> <p>For international shipments, Motive serves as the importer of record, handling all necessary customs procedures and paying any applicable duties for shipments entering Canada and Mexico. This ensures a smooth, hassle-free delivery process for customers outside the U.S.</p>	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>For shipments to Alaska, Hawaii, Canada, and offshore locations, Motive offers flexible shipping options tailored to meet the unique logistics of these regions. Shipping costs are calculated based on the destination, weight, and size of the shipment, similar to our standard shipping methods.</p> <p>For Alaska and Hawaii, we offer standard air options for both small parcel and palletized shipments, depending on the urgency and size of the order expedited air freight shipments is an option. Customers can choose their preferred method when placing an order.</p> <p>For Canada, Motive acts as the importer of record and handles all necessary customs procedures, ensuring that duties and taxes are paid upon entry. Shipping options include both ground and air freight, based on customer preference and order specifications.</p> <p>For offshore or international deliveries, such as U.S. territories or other remote locations, shipping solutions are tailored to the specific needs of the order. We work with a trusted network of carriers to ensure timely and secure delivery, providing tracking and customs support as needed.</p> <p>All shipping terms for these regions follow the FOB (Free on Board) model from Motive's U.S. warehouse, with additional paid services available for delivery to customer-specified locations.</p>	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	N/A. We have provided all our delivery methods and options in the responses above (questions 67 and 68).	*



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.	<p>Motive has a well-established, multi-layered review and approval process in place for all contracts with Sourcewell Participating Entities. This process ensures compliance with established pricing and contractual terms before any terms or pricing are extended by the account team. Our cross-functional leadership team thoroughly reviews and approves each contract, taking into account the approved Sourcewell pricing schedules and contractual obligations. This ongoing, iterative review process guarantees that all transactions are in line with the agreement, ensuring accuracy and compliance at the account level.</p> <p>In addition, periodic audits of our invoicing systems are conducted to ensure continued transparency and accuracy for all transactions with Participating Entities. Any discrepancies identified during these audits are promptly addressed, reinforcing our commitment to maintaining adherence to all contractual obligations.</p>	*
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>Motive's standard internal operating procedures track the following metrics as part of our ongoing commitment to agreement success:</p> <ul style="list-style-type: none"> <li>· Customer Satisfaction (CSAT): We send a CSAT survey after each support inquiry is addressed. Our average CSAT score has been 94% over the last 12 months.</li> <li>· First Response Time (FRT): Our goals are 45 seconds for voice and chat, and 1 hour for email and webform. We achieve over 90% goal attainment for voice and chat with an average FRT under 15 seconds, and 80% goal attainment for email with an average FRT of 58 minutes.</li> <li>· First Contact Resolution (FCR): Approximately 75% of incoming support inquiries are resolved on the first contact.</li> <li>· Resolution Time: 93% of support inquiries are resolved within less than a day, with an average resolution time of 9.5 hours.</li> <li>· Safety Score: Evaluates driver performance based on unsafe behaviors detected, with scores ranging from 0-100. We also track specific KPIs such as % of active drivers that were coachable, % of coachable drivers that were coached, occurrences of unsafe behaviors per 1k miles driven, and other behavior-specific KPIs.</li> <li>· Installation Progress Reports: During implementation, we provide a suite of installation progress reports and use the Asana platform to track the overall project plan.</li> <li>· Health of Hardware and Software Cases: We employ internal reporting that focuses on the health of the hardware and software cases.</li> </ul> <p>We also track several operational metrics to ensure each Participating Entity is having success with their agreement:</p> <ol style="list-style-type: none"> <li>1. Sales Growth and Adoption Rate: Tracking the number of new Participating Entities utilizing Motive's solutions, as well as overall sales volume attributable to the Sourcewell agreement.</li> <li>2. Customer Satisfaction: Measuring customer feedback through satisfaction surveys, Net Promoter Score (NPS), and response times for support and service requests from Sourcewell participants.</li> <li>3. Compliance and Pricing Accuracy: Monitoring compliance with Sourcewell contract pricing to ensure Participating Entities are receiving the agreed-upon terms.</li> <li>4. Contract Utilization Rate: Reviewing the frequency and value of purchases made by Sourcewell Participating Entities to assess engagement and utilization of the agreement.</li> <li>5. Operational Efficiency: Tracking lead times, project completion rates, and service delivery metrics to ensure seamless operations and client satisfaction throughout the agreement.</li> </ol> <p>These metrics will help ensure the agreement is delivering value both to Sourcewell, its Participating Entities, and Motive.</p>	*



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.	Motive proposes to pay Sourcewell a 2% Administration Fee to for all sales and support services provided under this contract.	*
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**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.	We've provided our most competitive, value-driven discounts in this offer and will continue to extend these advantages throughout our relationship with Sourcewell and each Participating Entity.

**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>Motive Hardware</p> <p>Motive designs, manufactures, distributes, and deploys our hardware and software as an integrated platform supported by our in-house support team. This results in a world-class experience when working with Motive as we operate independently without reliance on resellers, outsourced support teams, or white-labeled hardware that other companies use to increase their profit margins at the expense of the experience and quality. The Motive hardware proposed for Sourcewell Participating Entities solution is composed of the following:</p> <p>Motive Vehicle Gateway: The Motive Vehicle Gateway uses built-in cellular connectivity to continuously sync driver and vehicle data with the Motive's Driver App and Fleet Dashboard. The Vehicle Gateway supports Live GPS Tracking, Telematics, Electronic Logging Device (ELD), WiFi Hotspot, automatic software updates, Asset Gateway Mini pairing, and integration with Motive Dashcams.</p> <p>Technical Specs:</p> <ul style="list-style-type: none"> <li>Dimensions: 111 mm x 106 mm x 25 mm (4.4 in x 4.2 in x 1 in)</li> <li>Weight: 257 gm (9oz)</li> <li>Cellular Network: AT&amp;T 4G LTE with 3G fallback cellular network</li> <li>Operating temperature: -40°F–185°F (-40°C–85°C)</li> <li>Power: 1.55W-5.5W (&lt;30 mA in Sleep mode)</li> <li>Voltage: 8V-32V</li> <li>AUX lines: 2 digital inputs</li> <li>Vehicle Diagnostic Port (J1939, J1962/OBD-II, J1708)</li> <li>Vehicle Specific connections include TMC RP 1226, Volvo, Mac, and</li> </ul> <p>Freightliner (varies by model and year)</p> <ul style="list-style-type: none"> <li>Internal memory: 4 months of log data</li> <li>Real time disconnection alerts</li> <li>Power options to connect into vehicle diagnostic port or hardware</li> </ul> <p>Devices are updated via firmware update over the air when the devices are resting and not active. Updates are included in the service cost.</p> <p>Motive AI Dashcam: The Motive AI Dashcam helps drivers modify risky behaviors instantly. Powered by a cutting-edge AI processor and advanced computer vision algorithms, Motive has the fastest, most accurate AI dashcam. The AI Dashcam continually records capturing driving events providing in-cab alerts to help drivers improve behavior in the moment with industry leading accuracy. The Motive AI Dashcam comes in "dual facing" (driver and road) model (DC-54) and "road-facing" model (DC-53). The AI Dashcam supports Motive Driver Safety solution's event review, event exoneration, and driver coaching workflows (including self-coaching) to help drivers improve driving behaviors before accidents occur.</p> <p>Technical Specs:</p> <ul style="list-style-type: none"> <li>35+ types of events</li> </ul>

- 35+ environmental condition tags
- Weight: 257 gm (9oz)
- Dimensions: 115 mm x 60 mm x 27 mm (4.53 in x 2.36 in x 1.06 in)
- Resolution: 1080p (Road-facing) 1080p (Driver-facing)
- Frame rate: 30 fps (Road-facing) 15 fps (Driver-facing)
- Field of view: 150° (Road-facing) 180° (Driver-facing)
- Low light video recording Up to 104 hours of camera storage
- Built-in Quick Capture button
- Video recall: Up to 3 minutes/ request (60 minutes with time lapse recall)
- In-cab audio recording and built in speaker
- Dash cam health data
- Automated collision reporting (FNOL)
- Live streaming & Live images
- Engine-off recording
- Driver Privacy Mode
- Powered through connection into Motive Vehicle Gateway

Motive AI Omnicam provides enhanced coverage and additional insights that can further improve driver safety and fleet management. Integrating Motive's AI Omnicam advanced technology will help Participating Entities proactively address safety challenges and build a comprehensive safety culture over time.

Motive AI Omnicam: Unlock 360° visibility with AI, and transform blind spots into insights. Regain time, control, and reduce accident costs by seeing more of your fleet's operations. As part of the Motive safety platform, the AI Omnicam provides comprehensive coverage, including side, rear, passenger, and passenger monitoring so you can prioritize key tasks that require your attention. Reduce manual incident reviews, safety checks, and reporting.

#### Technical Specs:

- Resolution: 1920 x 1080 (1080p)
- Frame rate: 30 fps
- Pixel size: 2.8 µm x 2.8 µm
- Low light performance: Nightvision with IR illumination
- Dimensions: Camera: 3.23 x 3.23 x 2.64 in (82 x 82 x 67 mm)
- Weight: Camera (including cable): 1.12 lb (510 g)
- Operating Temperature: -22°F to 140°F (-30°C to 60°C)
- Storage Temperature: -40°F to 185°F (-40°C to 85°C)
- Ingress Protection: IP69K
- Power: 12V/24V switched ignition power source or constant power source
- Storage: Built-in Storage: Configurable recording duration: 50-200 hours
- Power: Built-in Battery Backup Power: 2-5 minutes
- Power Consumption: Daylight: 4.7W; Nighttime (Max): 6.4W

Motive Asset Gateway Mini: The Asset Gateway Mini helps you monitor high-volume inventories, with a small form factor and 5 year battery life. Get both cable- and battery-powered options in a single device, with real-time telematics and location tracking for all types of equipment.

#### Technical Specs:

- Dimensions: 5.83 x 3.27 x 1.28 in (148 x 83 x 32.5mm)
- Weight: 19.2 oz (544 g)
- Cellular Network: 4G CAT-M1 US, Canada, Mexico Ready
- Operating temperature: -40°F-140°F (-40°C-60°C)
- Power Source: 9V-32V input (cable powered) or 5 year, replaceable lithium-ion battery
- Environmental Rating: IP69K
- GPS ping rate: Configurable, fastest ping rate of 1/min
- Automated vehicle pairing

Environmental Sensors (ES2): These sensors are capable of monitoring temperature and humidity, which is essential for maintaining the integrity of sensitive cargo. The ES2 sensors can alert fleet managers and drivers to any anomalies, ensuring that any issues can be addressed promptly to prevent spoilage or damage.

Engine Immobilizer: Our engine immobilizer is a device designed to prevent theft and enhance vehicle security by prohibiting engine starts in response to theft or suspicious behavior. It is part of the Motive Fleet Management platform and offers features such as remote immobilization from the dashboard, tamper and jamming prevention, covert installation, and wireless connection independent of the Vehicle Gateway. The device also includes a backup battery, message buffering, and request queuing to maintain contact even in low cellular coverage areas. The engine immobilizer is expected to be available later this year.

#### Key benefits:

- Thwart suspicious behavior

- Track vehicle paths to flag route deviations and unauthorized use
- Recover vehicles quickly by preventing engine restarts until ready to re-mobilize

Key features:

- Fleet view with paired vehicles, equipment, and drivers
- Tamper and jamming prevention and detection
- Remote immobilization from the dashboard
- Covert installation
- Wireless connection independent of Vehicle Gateway
- 2G/LTE fallback for low cellular coverage areas
- Backup battery, message buffering, and request queuing
- Weight: 95g
- Size & Dimensions: 87 × 55 × 12.5mm (3.43" L × 2.17" W × 0.49" H)
- Ingress protection rating: IP67
- Jamming Alert: Yes
- Tamper proof: Yes

Panic Button: Our panic button solution includes several features to ensure driver safety and effective incident reporting. The panic button allows drivers to discreetly alert managers of an emergency situation. When pressed, it sends real-time notifications via SMS and email, along with GPS location and dashcam footage. Additionally, the AI Dashcam has a physical button that can be configured to send a real-time email, push, or SMS notification, along with 20 seconds of video before and after the button is pressed. The system also provides visual and audible confirmation to the driver that the alert has been registered. When used with the Motive Engine Immobilizer, fleet managers can remotely disable a vehicle in response to an emergency or as part of standard operations to prevent theft or misuse.

Motive Driver ID Reader: Our ID reader provides secure and convenient driver verification. It automatically associates drivers with vehicles for enhanced real-time tracking and historical analysis, improving operational insights and driver accountability. Key features include passcode-free verification, unique serial numbers for easy matching, and support for third-party ID cards. The system also offers streamlined identity capture, reminder alerts, data encryption, and over-the-air updates. The hardware is designed to withstand extreme temperatures and is easy to install with plug-and-play functionality. Additionally, the software supports bulk import and single driver assignments, detailed reporting, and the option to mute audio alerts from the dashboard. Motive also provides a QR code option for driver identification. The QR code option allows drivers to scan a QR code to log in and identify themselves, ensuring accurate tracking and accountability of who is operating the vehicle.

Motive Software

Motive offers a comprehensive suite of solutions designed to enhance safety, productivity, and cost-efficiency for physical operations. Our solutions include:

**Driver Safety:** This solution utilizes the industry's most accurate AI to monitor and protect drivers, providing tools to prevent accidents and reduce risk. Key features include AI dashcams that capture and analyze driving behavior, driver coaching workflows that offer actionable insights for improvement, and real-time monitoring to ensure immediate response to unsafe driving events.

**Fleet Management:** Our fleet management solution streamlines operations, ensures compliance, and enhances efficiency and safety. It includes GPS tracking for real-time location data, telematics for vehicle performance monitoring, geofencing, compliance management to adhere to regulatory requirements, and real-time visibility into vehicle health and utilization to optimize fleet performance. Our fleet management can government fleets with their waste management, snow and ice removal management, public works and utility fleet needs, emergency services, and many other use cases.

**Equipment Monitoring:** This solution provides visibility into the location, utilization, and health of equipment. Features include real-time GPS tracking to monitor equipment location, geofence alerts to notify when equipment enters or leaves designated areas, and preventative maintenance schedules to minimize downtime and extend equipment life.

**Spend Management:** The Motive Card integrates fleet and spend management, offering customizable spend controls to manage expenses, telematics-backed fraud detection to prevent unauthorized transactions, and automated tasks like IFTA filing to streamline administrative processes. The Motive Card is the first corporate card natively integrated with a fleet management platform, giving businesses an all-in-one solution to automate their financial and physical operations. Motive will accelerate its investment in the Motive Card and related spend management tools to help businesses save on fuel and other expenses while controlling where and when their drivers and employees can spend.

**Workforce Management:** This solution manages fleet and workforce together at scale, enhancing operational control and efficiency. It includes tools for scheduling, time tracking, and task management, ensuring that both fleet and personnel are utilized effectively.

**Maintenance:** Our maintenance solution helps fleets maximize productivity and optimize costs with preventive maintenance. Features include digital inspections to streamline the inspection process, real-time fault code alerts to identify issues promptly, automatic diagnostics to reduce manual checks, and comprehensive service records to track maintenance history.

**Compliance / ELD:** Our ELD solution helps fleets optimize drive time, minimize HOS violations, and improve CSA scores with automated compliance management. We help fleets stay in compliance by automatically tracking driver's hours of service and reporting. The Motive ELD is FMCSA-registered in the USA and certified by the MOT in Canada, ensuring compliance across North America.

**Tracking and Telematics:** This solution monitors and tracks fleets with GPS, providing real-time and historical data for informed decision-making. It includes features like route optimization, driver behavior analysis, and vehicle diagnostics to enhance operational efficiency.

**Sustainability:** Our sustainability solution improves fuel economy using AI, contributing to more sustainable operations. It includes features like fuel consumption monitoring, idle time reduction, and eco-driving coaching to minimize environmental impact.

**Dispatch:** This solution streamlines driver workflow, enhancing operational efficiency. It includes tools for route planning, load assignment, and real-time communication, ensuring that drivers receive timely and accurate instructions.

**Platform:** The Motive platform offers a scalable, secure, and customizable foundation for AI-driven applications, integrating various operational aspects into a single platform. It supports data analytics, reporting, and integration with other systems to provide a comprehensive view of operations. The platform was designed with scalability in mind, and can support anywhere from 1 vehicle to thousands in a fleet.

**EV Support:** Motive supports both light and heavy-duty electric vehicles following industry-standard protocols, offering extensive coverage across different models and makes. We display essential metrics in real-time on the Vehicle Live Page, including Battery Percentage, Range, Battery Voltage, Battery Temperature, and Charging Status. We offer fleet-wide visibility into charging status and battery percentage, giving Participating Entities a comprehensive view of charging progress and battery health across their Electric Vehicle fleets.

**Marketplace and Integrations:** Our solution provides an open API and App Marketplace for seamless integration with existing systems and technologies. It allows businesses to connect Motive with their current software stack, enhancing functionality and ensuring a cohesive operational ecosystem.

#### Motive's OEM Integrations

Motive's value-add OEM (original equipment manufacturer) partnerships are designed to help you streamline operations, improve productivity and drive costs down. OEM integrations allow fleet managers to capture and customize their data views in their Motive dashboards, making it easier to gain critical insights needed to optimize fleet operations and improve safety.

**Ford Pro:** Access Ford vehicle data directly through your Motive dashboard without any hardware installation.

**Navistar:** Connect Motive's Platform with Navistar's OnCommand® Connection telematics and Advanced Remote Diagnostics Solutions to help fleets operate safer and more cost-effectively.

**Volvo/John Deere/CAT/Komatsu:** Access data from multiple heavy equipment OEMs via the Motive Dashboard for a single-sign on view of your entire fleet.

Our upcoming 2025 OEM Integrations include PACCAR, DAIMLER AND CARRIER TRANSICOLD.

#### Ease of Install:

Motive hardware is designed for easy installation. Most customers can install Motive hardware themselves. Motive provides a self-install guide and Motive Fleet App to make the installation process as quick and easy as possible. Once installed and powered on, the hardware will start a firmware update process that will update the Vehicle Gateway and AI Dashcam to the latest software. Alternatively, Motive has options for fleets to have a Motive Partner professionally install the hardware.

#### Warranty:

All Motive hardware devices are backed by 5 year hardware warranty as per our

		<p>terms here: <a href="https://gomotive.com/legal/warranty/">https://gomotive.com/legal/warranty/</a>. From a support perspective, we continue to support our hardware devices as long as there is a valid software subscription.</p> <p>To issue a warranty replacement, our team will remotely diagnose if there is an issue. If Support determines that the issue is a result of hardware malfunction, a new hardware unit is shipped and an RMA issued.</p>	
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>The subcategory titles that best describe our products and services within the "Fleet Management Technologies with Related Software Solutions" category are:</p> <p>Driver Safety Fleet Management Equipment Monitoring Spend Management Workforce Management Tracking and Telematics Maintenance Compliance / ELD EV Support Sustainability Dispatch Platform Integrations</p>	*

Table 8B: 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	<div><div><input checked="" type="radio"/> Yes</div><div><input type="radio"/> No</div></div>	<p>Motive offers a comprehensive Fleet Management solution encompassing telematics and driver safety and is designed to provide full operational visibility to streamline fleet operations. With Motive, our customers gain insights into where their fleet's dollars are being spent, using detailed reports to identify potential areas for cost savings. Motive also enhances workflow efficiency by providing numerous integrations with third-party systems. For example, the integration with Fleetio allows customers to transfer GPS data and track unit hours, while also incorporating safety forms directly into Fleetio's platform.</p> <p>Our solution includes automated coaching, which identifies drivers in need of attention and automatically notifies them in-app of behaviors to review. Unlike other systems, which require manual prioritization and event reviews, Motive's app helps drivers improve by giving them feedback and coaching right in their daily tasks, without needing extra steps. Fleet managers benefit from native messaging capabilities, allowing them to send individual or group messages to drivers, while drivers can respond via the Driver App—though they are restricted from messaging while the vehicle is in motion.</p> <p>Motive's platform is highly scalable, capable of mapping and managing fleets with 14,000 or more vehicles. The Integrated Operations Platform brings together Driver Safety, Fleet Management, Equipment Monitoring, and Spend Management, providing a single, unified system for managing drivers, operators, vehicles, equipment, and fleet spending across safety, operations, and finance teams.</p>
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77	Fleet technology related hardware solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Motive offers a comprehensive range of fleet technology-related hardware solutions, designed to enhance the safety, productivity, and efficiency of fleet operations. These solutions include:</p> <p>AI Omnicam: This is a side-view and rearview camera system that, when paired with the AI Dashcam, provides a 360-degree view around a vehicle and/or a tractor-trailer pairing. It can also serve as a backup camera solution, ensuring that drivers have complete visibility of their surroundings, which is crucial for preventing accidents and improving overall safety.</p> <p>Asset Gateway Mini (AG Mini): Suitable for tracking both larger equipment like trailers and smaller equipment like generators, gear, and industrial rubbish containers, the AG Mini offers a best-in-class experience for tracking smaller assets. It features a hybrid design that supports both battery mode and optional cable mode for additional insights. The AG Mini provides on-demand pings, configurable ping rates, and motion-triggered updates. When used with a cable, it can also monitor engine hours, provide continuous real-time GPS updates, track idling, utilization, dormancy, and time on site.</p> <p>Motive also has the Asset Gateway (AG) which is a solar powered tracker that can be placed on assets, to be used when AG Mini cannot be utilized. It provides real-time GPS tracking, engine hours monitoring, and utilization data. With a class-leading 5-year battery life and scheduled 12-hour pings, it ensures continuous monitoring and data collection.</p> <p>Environmental Sensors (ES2): These sensors are capable of monitoring temperature and humidity, which is essential for maintaining the integrity of sensitive cargo. The ES2 sensors can alert fleet managers and drivers to any anomalies, ensuring that any issues can be addressed promptly to prevent spoilage or damage.</p> <p>Motive Card: Motive Card is a security chip-enabled card that lets users control cardholder limits for day and time use, transaction, and product category. It offers remote card management, fraud protection, and spend tracking by matching fuel transactions and vehicle locations.</p> <p>Motive controls the supply chain of its IoT hardware from design to delivery, ensuring ample supply for any size customer. This end-to-end control allows Motive to maintain high standards of quality and reliability, providing customers with the confidence that their fleet technology solutions will perform as expected.</p>
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78	Related software solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Motive's unified Integrated Operations Platform brings together several key functionalities: Driver Safety, Fleet Management, Equipment Monitoring, and Spend Management. This comprehensive system provides a single interface for managing various aspects of fleet operations.</p> <p>Driver Safety features include real-time monitoring and alerts, ensuring that drivers adhere to safety protocols and reducing the risk of accidents. Fleet Management tools offer detailed insights into vehicle performance, maintenance schedules, and route optimization, enhancing overall efficiency. Equipment Monitoring allows for the tracking and management of all types of equipment, ensuring they are in optimal working condition and reducing downtime. Spend Management provides a clear overview of fleet-related expenses, helping to control costs and improve financial planning.</p> <p>Preventing Fraud and driver misuse is core to the Motive Card offering. By linking fueling transactions with vehicle location/telematics data, Motive can offer industry-leading controls like ensuring the vehicle and the fuel card are in the same location when the transaction occurs. We can provide alerts anytime an incorrect fuel type is purchased or when a transaction occurs, and the fuel tank level does not increase.</p> <p>The Motive Card enables 'Text-Message based unlock' or 'Phone based unlock'. This feature requires cardholders to unlock their card in order to use it by texting the last 4 digits of their card number to Motive from the phone number associated with their account. This instant two-factor authentication eliminates external, white-plastic fraud. While using Phone based unlock, users open the Motive Driver App and select the vehicle, add in odometer reading and other customizable prompts, then press "unlock card" icon to fill up the vehicle. This will connect your driver to the exact vehicle to prevent fraud and theft.</p> <p>By integrating these functionalities into one, Motive's platform enables seamless coordination among drivers, operators, vehicles, equipment, and fleet spending. This integration supports safety, operational efficiency, and financial oversight, benefiting safety, operations, and finance teams alike.</p>
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79	Fleet telematics	<div><div><div><div></div><div>Yes</div></div><div><div></div><div>No</div></div></div></div>	<p>Our fleet telematics solution provides comprehensive tracking and monitoring capabilities for vehicles, equipment, and trailers. We collect GPS fleet tracking location and fleet telematics data for each vehicle typically every 1-3 seconds, with assets reported every minute. The Vehicle Gateway pings at a minimum every 30 seconds and uploads every 2 minutes, configurable to every minute. If vehicle bearings change (more than 10 degrees) or if speed changes (more than 5mph), we collect a GPS point and upload it automatically to the Motive dashboard. Typically, pings are available every 2 to 10 seconds.</p> <p>Our solution also includes features such as proximity search of vehicles by location, fuel consumption reduction through detailed fuel reports, and a single map view of all vehicles, equipment, and trailers in Fleet View. Additionally, our vehicle maintenance solution helps fleets maximize productivity and optimize costs with preventive maintenance, digital inspections, real-time fault code alerts, and automated maintenance reminders.</p>
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80	Fleet monitoring and asset tracking	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Motive provides comprehensive fleet monitoring and asset tracking solutions. Our platform offers real-time visibility into the location, utilization, and health of vehicles, equipment, and assets. Key features include:</p> <ul style="list-style-type: none"> <li>· Real-time and historical operational data for drivers, equipment, and vehicles. This allows fleet managers to make informed decisions based on accurate and up-to-date information. By accessing both current and past data, managers can identify patterns, predict maintenance needs, and optimize routes and schedules.</li> <li>· Monitoring of various vehicle parameters such as speed, fuel levels, fault codes, and more. This ensures that all critical aspects of vehicle performance are tracked and managed effectively. By keeping a close eye on these parameters, fleet managers can prevent potential issues before they become serious problems, thereby reducing downtime and maintenance costs.</li> <li>· A single map view for all vehicles, assets, and trailers. This unified view simplifies the management of diverse assets, making it easier to oversee operations. With all assets visible on one screen, managers can quickly assess the status and location of each asset, facilitating better coordination and resource allocation.</li> <li>· Near real-time tracking with Follow Mode. This feature allows for continuous monitoring of asset movements, providing immediate insights into their current status and location. Follow Mode is particularly useful for high-value or sensitive shipments, as it ensures that assets are always within sight and any deviations from planned routes can be addressed promptly.</li> <li>· A playback feature for reviewing historical data for selected vehicles, dates, and timeframes. This enables detailed analysis of past operations, helping to identify trends, inefficiencies, and areas for improvement. By examining historical data, fleet managers can gain a deeper understanding of operational performance, uncovering opportunities to enhance efficiency and reduce costs.</li> </ul> <p>Our solutions are designed to enhance operational efficiency, improve asset utilization, and ensure the safety and reliability of each Participating Entity's fleet.</p>
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81	Geofencing solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Motive offers comprehensive geofencing solutions. Users can create geofences by entering an address, clicking a point on a map, or through bulk upload via CSV. Geofences can be categorized by customizable categories, and users can assign custom names and descriptions. Our geofencing capabilities include real-time alerts for various activities and behaviors, such as entry/exit, engine idling, speeding, and AUX status changes. We provide detailed reports, including Geofence Inventory Report, Geofence Speeding Violations Report, and Geofence Summary Report, among others.</p>	*
82	Motor pool and fleet sharing solutions services	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Motive supports the allocation of vehicles and drivers to particular routes or trips via a native or integrated dispatch solution. Drivers can also engage in a vehicle check-out process through a Bluetooth connection between a handheld device and the installed vehicle gateway. For optimizing the use of fleet vehicles and managing vehicle inventory, Motive offers services such as dormancy alerts and reporting, proximity search, and dispatch integration on the Fleet View map to avoid double booking of vehicles and drivers.</p>	*
83	Integrated video solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Motive offers integrated video solutions that include high-quality video capture, live streaming, and advanced AI capabilities. Our AI Dashcam captures road-facing and driver-facing video in 1080p HD and driver-facing video in 1080p HD, ensuring clear and detailed footage from both perspectives. The AI Omnicam also captures video in 1080p HD, providing consistent high-definition quality across all devices.</p> <p>We support live streaming in HD with very low latency, which can be initiated directly from the Motive Fleet Dashboard. This feature allows fleet managers to monitor real-time events as they unfold, enhancing situational awareness and response times. They can initiate a Live Stream from the Motive Fleet Dashboard, and drivers are notified when a Live Stream is initiated. Motive offers 10 minutes of live stream per month, with the ability to expand this up to 10 hours if needed.</p> <p>These features ensure comprehensive coverage and high-quality video evidence for various applications, including accident reconstruction and litigation support. The high-definition video capture, combined with advanced AI capabilities, provides a robust solution for enhancing safety, improving operational efficiency, and reducing liability risks.</p>	*

84	Emissions, Green House Gas (GHG), or Low Carbon Fuel Standard (LCFS) tracking, reporting, and management	<div><div><div><div></div><div>Yes</div></div><div><div></div><div>No</div></div></div></div>	<p>We are actively working with our customers on supporting their emissions management and sustainability initiatives. Motive's platform helps with emissions tracking, reporting, and management through several key initiatives:</p> <p>ā Emissions Tracking: The Motive Fuel and Sustainability hub allows users to track CO2 emissions by driver and/or vehicle, providing insights into GHG emissions in the Vehicle and Driver Fuel Performance Reports. We are also working with our customers on understanding their goals and how to track them using our technology.</p> <p>ā Fuel Efficiency: The program includes tools to benchmark fuel performance, track fuel consumption, and identify idling events, which helps in optimizing fuel usage and reducing unnecessary emissions.</p> <p>ā Driver Coaching: By pinpointing wasteful behaviors such as idling, speeding, and hard acceleration, the program enables effective driver coaching to improve fuel efficiency and reduce emissions.</p> <p>These initiatives collectively help companies better understand and manage their environmental impact, leading to reduced CO2 emissions. As stated earlier, Motive has a comprehensive ESG and Corporate Sustainability Program and is committed to annual public reporting. Our most recent Annual Impact Report is available here: <a href="https://gomotive.com/content-library/report/2024-annual-impact-report/">https://gomotive.com/content-library/report/2024-annual-impact-report/</a>.</p>
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Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcwell have been incorporated into the contract text.

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 Sourcwell 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 Sourcwell.
- 3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.



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](#) - Motive Technologies - Sourcewell Pricing Catalog.xlsx - Monday October 28, 2024 16:40:56
- Financial Strength and Stability (optional)
- [Marketing Plan/Samples](#) - Motive - Sourcewell Marketing Plan.pdf - Monday October 28, 2024 15:15:53
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Motive - Standard Transaction Document Samples.pdf - Monday October 28, 2024 15:10:47
- [Requested Exceptions](#) - Motive Reviewed - RFP\_102924\_Master\_Agreement\_Fleet Management Technologies (1) (1).docx - Monday October 28, 2024 16:43:17
- [Upload Additional Document](#) - Motive Response - Sourcewell RFP.zip - Monday October 28, 2024 16:59:06

## 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. - Derek Mernagh, Chief Accounting Officer, Motive Technologies, Inc.

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
<b>Addendum_12_RFP_102924_Fleet Management_Technology</b> Tue October 22 2024 07:02 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_11_RFP_102924_Fleet Management_Technology</b> Fri October 18 2024 03:16 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_10_RFP_102924_Fleet Management_Technology</b> Thu October 17 2024 01:06 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_9_RFP_102924_Fleet Management_Technology</b> Thu October 10 2024 02:44 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_8_RFP_102924_Fleet Management_Technology</b> Wed October 9 2024 03:28 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_7_RFP_102924_Fleet Management_Technology</b> Tue October 8 2024 02:23 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_6_RFP_102924_Fleet Management_Technology</b> Fri October 4 2024 08:10 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_5_RFP_102924_Fleet Management_Technology</b> Mon September 30 2024 04:19 PM	<input checked="" type="checkbox"/>	3
<b>Addendum_4_RFP_102924_Fleet Management_Technology</b> Wed September 25 2024 08:19 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_3_RFP_102924_Fleet_Management_Technology</b> Tue September 24 2024 08:22 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_2_RFP_102924_Fleet Management_Technology</b> Wed September 18 2024 09:24 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_1_RFP_102924_Fleet Management_Technology</b> Fri September 13 2024 04:33 PM	<input checked="" type="checkbox"/>	1