



March 31, 2020

Ron Korman  
City of Sparks  
Sparks, NV

Dear Mr. Korman,

E.J. Ward, Inc. is pleased to submit a Sourcewell proposal based off Contract # 022217-EJW for a SaaS solution for the Ward IoT Fuel Management System and Vehicle Telematics platform to the City of Sparks, NV. The system proposed is E.J. Ward's Fuel View Hosted Software for 100 vehicles.

For over 45 years, Ward has continually delivered the most advanced, stable, and reliable fuel management systems worldwide. We regularly demonstrate our solutions have the lowest total cost of ownership based on product longevity in the industry because many of our systems have been operating 24/7/365 in every environment for well over 20 years.

Regards,

Craig Grabow

Western Region Account Manager

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**City of Sparks - SaaS 03-32-2020 Sourcewell Contract # 022217-EJW**

**Fuel View Software Hosted By Ward**  
**Hosted Fuel view 4 "SaaS" MS SQL Version - 24x7x365 access**  
 - MS SQL 2016 or newer - Unlimited use license (Software, Dashboard & Reporting Engine) - Standard: HID Module, OBD II Fleet Data Module, Ward Comm, Real-Time Connection - Enhanced Tank Monitoring Reporting Module (if connected to database) - Guaranteed Lifetime Current Software Version Updates while on Hosted Contract - Telephone Software Support Included - 24x7x365

Part #	Model/Description	Qty	Price / Month		Extended
CASOFT-W4 IOT-SaaS	Hosting - Fuel View 4 - <b>Includes Data Plan - Hardware Warranty Included</b>	Year 1		\$648.98	\$7,787.76
CASOFT-W4 IOT-SaaS	Hosting - Fuel View 4 - <b>Includes Data Plan</b>	Year 2		\$668.45	\$8,021.39
	<b>OPTIONAL - FCT (1 units) Hardware Extended Warranty - Not included in total price</b>	Year 2		\$180.00	\$2,160.00
CASOFT-W4 IOT-SaaS	Hosting - Fuel View 4 - <b>Includes Data Plan</b>	Year 3		\$688.50	\$8,262.03
	<b>OPTIONAL - FCT (1 units) Hardware Extended Warranty - Not included in total price</b>	Year 3		\$185.40	\$2,224.80
Part #	Model/Description	Qty	Price	Discount	Extended
LABORSOFTIMP	Software Implementation / Account Activation	1	\$3,500.00	\$2,800.00	\$2,800.00
	Interfaces - RTA - Flat File Export	1	\$2,500.00	\$2,000.00	\$2,000.00
LABORPM	Project Management (per hour)	20	\$200.00	\$160.00	\$3,200.00
CASOFTRAIN-ON	Software User and Administrator Training - Online (2 - 4hr Sessions)	1	No Charge	No Charge	\$0.00
<b>Subtotal</b>					\$8,000.00

Part #	Model/Description	Qty	Price	Discount	Extended
FCT-IOT-5H	5-hose IOT Terminal	1	\$12,737.78	\$10,190.22	\$10,190.22
	Fuel Dispenser Wireless Interface	1	\$882.35	\$705.88	\$705.88
SWITCH-305-T	FCT Mounted Network Switch - Temperature Rated	1	\$503.35	\$402.68	\$402.68
	Shipping and Handling	1	\$325.00	\$325.00	\$325.00
<b>Subtotal</b>					\$11,623.78

Part #	Model/Description	Qty	Price	Discount	Extended
TAG-INT-IOT	Vehicle and Equipment - EM-Tag	65	\$67.93	\$54.34	\$3,532.36
WPI-KIT-WIFI	Ward Programming Dongle, WiFi tablet, Case and Cables	1	\$1,536.08	\$1,228.86	\$1,228.86
CVR-TRAIN	Fuel Tag Installation Training (with or without CANceiver)	1	\$1,800.00	\$1,440.00	\$1,440.00
	Shipping and Handling	1	\$50.00	\$50.00	\$50.00
<b>Subtotal</b>					\$6,251.22

Part #	Model/Description	Qty	Price	Discount	Extended
KIT-HOSE-MOD-2.4S	RF Hose Module Kit 2.4 GHz w/Switch - (one (1) per hose with CANceiver use)	3	\$421.05	\$336.84	\$1,010.52
	Shipping and Handling	1	\$50.00	\$50.00	\$50.00
<b>Subtotal</b>					\$1,060.52

Part #	Model/Description	Qty	Price	Discount	Extended
CAINSTALL	Install - Pull and Replace per FCT - <b>By Ward Technicians</b>	2	\$2,000.00	\$1,600.00	\$3,200.00
CASTART-FCT	Ward Tech. Startup & Testing w/FCT Use; Train On-Site	1	\$2,000.00	\$1,600.00	\$1,600.00
<b>Subtotal</b>					\$4,800.00

<b>Fuel View 4 SaaS with Data Plans</b>				<b>Sub Total</b>	<b>\$7,787.76</b>
<b>All Hardware - Installation Labor - Training</b>				<b>Sub Total</b>	<b>\$31,735.53</b>
<b>Fuel View 4 SaaS with Data Plans</b>				<b>Year 1</b>	<b>Total</b>
<b>Fuel View 4 SaaS with Data Plans</b>				<b>Year 2</b>	<b>Total</b>
<b>Fuel View 4 SaaS with Data Plans</b>				<b>Year 3</b>	<b>Total</b>
<b>Fuel View 4 SaaS with Data Plans</b>				<b>Year 1</b>	<b>Total</b>
<b>Fuel View 4 SaaS with Data Plans</b>				<b>Year 2</b>	<b>Total</b>
<b>Fuel View 4 SaaS with Data Plans</b>				<b>Year 3</b>	<b>Total</b>

- Notes:**
- Quote is valid for 90 days
  - Minimum 3 year agreement required on all SaaS systems
  - Customer is responsible for networking from TLS to FCT.
  - TLS must accept network card without firmware upgrade or additional charges will apply
  - For new customers Software Implementation includes 1 Year of data conversion before archive from existing platform. Data must be stable and not fragmented, easily converted by existing script tools.



City of Sparks - FCT for Public Works 03-31-2020 Sourcwell Contract # 022217-EJW

Terminal Equipment					
Part #	Model/Description	Qty	Price	Discount	Extended
FCT-IOT-5H	5-hose IOT Terminal	1	\$12,737.78	\$10,190.22	\$10,190.22
SWITCH-305-T	FCT Mounted Network Switch - Temperature Rated	1	\$503.35	\$402.68	\$402.68
	Shipping and Handling	1	\$325.00	\$325.00	\$325.00
<b>Subtotal</b>					<b>\$10,917.90</b>
Vehicle Products					
Part #	Model/Description	Qty	Price	Discount	Extended
TAG-INT-IOT	Vehicle and Equipment - EM-Tag	30	\$67.93	\$54.34	\$1,630.32
	Shipping and Handling	1	\$50.00	\$50.00	\$50.00
<b>Subtotal</b>					<b>\$1,680.32</b>
Peripheral Products					
Part #	Model/Description	Qty	Price	Discount	Extended
KIT-HOSE-MOD-2.4S	RF Hose Module Kit 2.4 GHz w/Switch - (one (1) per hose with CANceiver use)	1	\$421.05	\$336.84	\$336.84
	Shipping and Handling	1	\$50.00	\$50.00	\$50.00
<b>Subtotal</b>					<b>\$386.84</b>
Hardware Installation					
Part #	Model/Description	Qty	Price	Discount	Extended
LABORPM	Project Management (per hour)	10	\$200.00	\$160.00	\$1,600.00
CAINSTALL	Install - Pull and Replace per FCT - <b>By Ward Technicians</b>	2	\$2,000.00	\$1,600.00	\$3,200.00
CASTART-FCT	Ward Tech. Startup & Testing w/FCT Use; Train On-Site	1	\$2,000.00	\$1,600.00	\$1,600.00
<b>Subtotal</b>					<b>\$6,400.00</b>
<b>All Hardware - Installation Labor - Training</b>				<b>Sub Total</b>	<b>\$19,385.06</b>

- Notes:**
- Quote is valid for 90 days
  - Minimum 3 year agreement required on all SaaS systems
  - Customer is responsible for networking from TLS to FCT.
  - TLS must accept network card without firmware upgrade or additional charges will apply
  - For new customers Software Implementation includes 1 Year of data conversion before archive
  - Ward FCT Installation:
    - Requires use of existing mechanical and electrical wiring, piping and other related connections and they must meet existing local, state, and national codes.
    - If replacement or additional materials such as conduit, EYS seal offs, AC power and low voltage wire, solenoids, switches or pulsers need replacement to be compliant; or a licensed electrician, permits or drawings are required, additional charges will apply.
    - Customer is responsible for Electrical, Network and CAT5 wiring to FCT and Access Point unless noted in quote.
  - Additional site work may be required.