CITY OF DETROIT
FINANCE DEPARTMENT
PURCHASING DIVISION

2 WOODWARD AVENUE
1008 COLEMAN A. YOUNG MUNICIPAL CENTER
DETROIT, MICHIGAN 48226
PHONE 313 • 224 • 4600
FAX 313 • 628• 1160

RE:

☐ **EMERGENCY PROCUREMENT**

☑ **SOLE SOURCE**

☐ **UNAUTHORIZED PURCHASE**

EMERGENCY PROCUREMENT: Purchases that would protect the public's health, welfare or safety.

SOLE SOURCE: A sole source is applicable when documentation is provided that the product or service is supported by any of the following:

_____ Proprietary (protected by law)
_____ Public Threat
_____ Specialized facility
__✓__ Unique skills

_____ New Technology (data or product)
_____ Licenses
_____ Specialized test equipment

UNAUTHORIZED PURCHASE: Not allowed

P.O./REQ. Number: _432818_

Accounting String: 5121 - 20244 - 487711 - 64415 - 00404 - 30129 - 0000 - 000000
5321 - 20243 - 497711 - 64415 - 004105 - 30129 - 000 - 000000

Description of Procurement: _Implementation of Fleet & Fuel Management systems. Update Vehicles + Fuel pumps as necessary_

Justification: _Implemented @ GSD + DDOT_

Vendor/Contractor _Asset Works_   Basis for selection: _Systems Used @ GSD + DDOT_

Using Department: _IT / Fleet_   Total $ _750,000_

Required by Date: _____

Approval is required by the Department Executive (Director level or above)

Paul Fulton	_signature_	3B/999/1462	4/27/17
Requestor Name	**Signature**	**Phone/Date**	
Tom Leig	_signature_	3B-999-4123	4/27/17
Department Exec or Director (Name)	**Signature**	**Phone/Date**	
MAMATA BURGI	_H Burgi_	3133193958	4/27/17.
Purchasing Representative (Name)	**Signature**	**Phone/Date**	
Marcus Hudson	_signature_	734-386-6573	4/27/17
Chief Procurement Officer (Name)	**Signature**	**Phone/Date**	

Lillette Benn - RE: AssetWorks

From:	Brad Dick <dickb@detroitmi.gov>
To:	Craig Rice; Alia Moss; JanAnderson; Edward Porche
Date:	11/3/2016 3:16 PM
Subject:	RE: AssetWorks
Cc:	Robert Presnell; Dan Rainey

No problem

Sent from my Verizon, Samsung Galaxy smartphone

-------- Original message --------
From: Craig Rice <RiceC@detroitmi.gov>
Date: 11/3/16 2:56 PM (GMT-05:00)
To: Alia Moss <AMoss@detroitmi.gov>, Brad Dick <DickB@detroitmi.gov>, Jan Anderson
<Jan@detroitmi.gov>, Edward Porche <PorcheE@detroitmi.gov>
Cc: Robert Presnell <PresnellR@detroitmi.gov>, Dan Rainey <Dan.Rainey@detroitmi.gov>
Subject: RE: AssetWorks

> > > "Craig Rice" 11/03/2016 14:56 > > >
Ok and thanks Brad.

Craig Rice
Executive Fleet Manager
Detroit Water and Sewerage Department
6425 Huber
Detroit, MI 48211
313-267-1390 (0)

Michael E. Duggan, Mayor

> > > Brad Dick <dickb@detroitmi.gov> Thursday, November 03, 2016 2:25 PM > > >
Craig. I'm not sure we need a meeting just send over the MOU and Ed will address with Alia.

Thanks

Sent from my Verizon, Samsung Galaxy smartphone

-------- Original message --------
From: Craig Rice <ricec@detroitmi.gov>
Date: 11/1/16 10:21 AM (GMT-05:00)
To: Brad Dick <DickB@detroitmi.gov>, Jan Anderson <Jan@detroitmi.gov>
Cc: Robert Presnell <PresnellR@detroitmi.gov>, Dan Rainey <Dan.Rainey@detroitmi.gov>
Subject: AssetWorks

>>> "Craig Rice" 11/01/2016 10:21 >>>

Good morning,

I would like to setup a meeting to discuss doing a memorandum of understanding with GSD so I can piggy back off your fleet software.

Craig Rice
Executive Fleet Manager
Detroit Water and Sewerage Department
6425 Huber
Detroit, MI 48211
313-267-1390 (0)

Michael E. Duggan, Mayor

AssetWORKS

Software and Hardware Quote

998 Old Eagle School Road
Suite 1215
Wayne, PA 19087

To:
Detroit Water

Date: 18-Jan-2017
Valid Until: 18-Apr-2017

From:
Barry Johnson
AssetWorks LLC
Telephone: (952) 451-0435
Facsimile: (928) 441-5640
Product: FleetFocus™ M5

Item	Qty	Basis		Extension
FLEETFOCUS™ SOFTWARE				
FleetFocus™ M5	Unlimited Users, Web Browser Based System			
FleetFocus™ M5 Standard Unit Licenses	700	Maximum Active U	$	33,600
Optional M5 Enterprise Modules		Module Cost		
Replacement Analysis	1	$ 1,680	$	1,680
Dashboard Monitors	1	$ 1,680	$	1,680
Shop Floor Portal	1	$ 1,680	$	1,680
Performance Measures and Monitors	1	$ 5,040	$	5,040
Telematics Integration Adapter	1	$ 3,360	$	3,360
Accident Module	1	$ 1,680	$	1,680
Adhoc Report Writer	1	$ 1,680	$	1,680
Total, FleetFocus™ M5 Enterprise License	700	Maximum Units	$	50,400
FleetFocus™ Info Center Reporting				
FleetFocus™ InfoCenter (Crystal Reports 2013 Server)	1	5 CAL Pack	$	4,900
Crystal Reports Developer 2013	1	Named User Licens	$	500
Subtotal, InfoCenter Reporting Licenses			$	5,400
Total FleetFocus™ Software Licenses	700	Maximum Units	$	55,800
SOFTWARE MAINTENANCE				
FleetFocus™ Maintenance & Support				
Annual Software Maintenance & Support Program [5]	Year one - 20% of license fees invoiced on contract execution		$	11,160
SERVICES (Estimates) [8]				
Total Project Service - See Detail Breakdown on next page	700	Hours	$ 205	$	143,500
Estimated Travel	54	Days	$ 500	$	27,000
Services Subtotal			$	170,500

Assumptions

Highlighted Items are Optional items and can be added at any time

(1) Active units are defined as all units and components with an active lifecyle code.

(2) Additional Components can be licensed at a rate of $5 per component.

(3) Crystal Reports Enterprise Required for FleetFocus Standard Reports

(4) AssetWorks assumes that the client will install the required Oracle or SQL Server database licenses

(5) All software licenses and the first year maintenance fee will be invoiced upon contract execution

(7) Travel: All air and ground travel, lodging, and meal expenses will be reimbursed as incurred.

(8) High level services estimates. Detailed statement of work and project plan can be provided upon request.

Grand Total $ 237,460

AssetWORKS

FleetFocus Implementation Services Summary Breakdown

WBS	Task Name	Work - Hours	Cost
DW	DWSD & GLWA Implementation		
DW-M5	FleetFocus M5 Implementation	700	$143,500
DW-M5.1	Project Management & Oversight	100	$20,500
DW-M5.1.A	Notice to Proceed	0	$0
DW-M5.1.B	Project Startup	0	$0
DW-M5.1.C	Project Kick-Off Meeting	8	$1,640
DW-M5.1.D	Project Status Meetings	52	$10,660
DW-M5.1.E	Project Administration & Billing	40	$8,200
DW-M5.2	FleetFocus Installation	24	$4,920
DW-M5.2.A	Client-Hosted Installation	24	$4,920
DW-M5.3	System Design	80	$16,400
DW-M5.3.A	Business Process Assessment	40	$8,200
DW-M5.3.B	Define Interfaces & Enhancements	40	$8,200
DW-M5.4	System Setup	56	$11,480
DW-M5.4.A	Key-User Training	40	$8,200
DW-M5.4.B	System Setup	0	$0
DW-M5.4.C	System Security/Reference Review	16	$3,280
DW-M5.5	Data Loading Services	160	$32,800
DW-M5.5.A	Pre-Production Data Loading	120	$24,600
DW-M5.5.B	Production Record Conversion	40	$8,200
DW-M5.6	System Configuration	104	$21,320
DW-M5.6.A	Application Training Workshop	80	$16,400
DW-M5.6.B	Work-Flow Design Workshop	24	$4,920
DW-M5.6.C	Work-Flow Configuration	0	$0
DW-M5.7	Business Intelligence Tools	80	$16,400
DW-M5.7.A	Reporting Requirements Matrix	24	$4,920
DW-M5.7.B	Dashboard Design & Configuration	32	$6,560
DW-M5.7.C	Ad-Hoc Query Training & Setup	24	$4,920
DW-M5.8	Application Readiness	16	$3,280
DW-M5.8.A	Prepare Test Plan	0	$0
DW-M5.8.B	Readiness Review Workshop	16	$3,280
DW-M5.9	User Training	56	$11,480
DW-M5.9.A	Training Preparation	0	$0
DW-M5.9.B	System Adminstration Training	16	$3,280
DW-M5.9.C	Trainer User Training	40	$8,200
DW-M5.10	Production Deployment	24	$4,920
DW-M5.10.A	Prepare for Cutover	0	$0
DW-M5.10.B	Production Rollout	24	$4,920
DW-M5.11	Post Implementation Support	0	$0
	Travel (for days on site)	Days	$ 27,000

AssetWORKS

Hosting Servicies Quote

998 Old Eagle School Road
Suite 1215
Wayne, PA 19087

Date: 18-Jan-2017
Valid Until: 18-Apr-2017

To:
Detroit Water and Great Lakes Water Authority

From:
Barry Johnson
AssetWorks LLC
Telephone: (952) 451-0435
Facsimile: (928) 441-5640

Monthly Hosting Fee

Product: FleetFocus™ M5

Item	Qty	Basis		Extension
FLEETFOCUS™ HOSTING SERVICES	Unlimited Users, Web Browser Based System			
FleetFocus™ M5 Monthly Hosting Service Fee	700	Active Units [1,2]	$	1,225
Reporting Database Monthly Hosting Fee			$	500
FuelFocus Monthly Hosting Fee	3	Controllers	$	225
Total Monthly Hosting Fee	700	Maximum Units	$	1,950
HOSTING SET UP FEES				
One Time Hosting Set up Fee			$	5,000
Set up Fee Subtotal			$	5,000

Assumptions

(1) Active units are defined as all units and components with a status = "I", "A", or "D".

(2) Customer must purchase software licenses and maintenance for the number of units in the hosted database.

AssetWORKS

998 Old Eagle School Road
Suite 1215
Wayne, PA 19087

Date: 18-Jan-2017
Valid Until: 18-Apr-2017

To:
Detroit Water and Great Lakes Water Authority

From:
Barry Johnson
AssetWorks LLC
Telephone: (952) 451-0435
Facsimile: (928) 441-5640

Product: FleetFocus™ M5

Item	Qty	Basis		Extension
FLEETFOCUS™ SOFTWARE MONTHLY SaaS Fees		Unlimited Users, Web Browser Based System		
FleetFocus™ M5 MONTHLY SaaS Fees				
FleetFocus™ M5 Monthly SaaS Fees	700	Maximum Active U	$	3,892
	2,100	Active Components [2]		
Optional M5 Enterprise Modules		Module Cost		
Replacement Analysis	1	$ 195	$	195
Dashboard Monitors	1	$ 195	$	195
Shop Floor Portal	1	$ 195	$	195
Performance Measures and Monitors	1	$ 584	$	584
Telematics Integration Adapter	1	$ 389	$	389
Accident Module	1	$ 195	$	195
Adhoc Report Writer	1	$ 195	$	195
FuelFocus Monthly Fees	15	$ 75	$	1,125
Total FleetFocus™ Monthly SaaS Fees	700	Maximum Units	$	6,963
SERVICES (Estimates) [8]				
SaaS Set Up Fees				
Total Project Service - See Detail Breakdown on next page			$	5,000
Estimated Travel	700	Hours	$ 205 $	143,500
Services Subtotal	49	Days	$ 500 $	24,500
			$	173,000

Assumptions

Highlighted items are Optional Items, and can be added at any time

(1) Active units are defined as all units and components with an active lifecyle code.

(2) Additional Components can be licensed at a rate of $5 per component.

(3) Crystal Reports Enterprise Required for FleetFocus Standard Reports

(4) SaaS Fees begin when the SaaS environment is made available to the client.

(7) Travel: All air and ground travel, lodging, and meal expenses will be reimbursed as incurred.

(8) High level services estimates. Detailed statement of work and project plan can be provided upon request.

Total Annual SaaS Fees	$	83,556
One Time Costs Grand Total	$	179,963

AssetWORKS

List Pricing (not to be published)

Product Description

Base System Charge, Non-transit vehicle assets:

FleetFocus Size (1-199 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (200-749 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (750 - 999 Units)- per vehicle unit(non bus/ non transit)
FleetFocus Size (1000 - 2499 Units)-per vehicle unit (non bus/ non transit)
FleetFocus Size (2500-4999 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (5000 - 7499 Units)-per vehicle unit (non bus/ non transit)
FleetFocus Size (7500- 9999 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (10000- 12499 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (12500-14999 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (15000-19999 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (20000- 29999 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (30000- 49999 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (50000-99999- Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (100000-299999- Units)- per vehicle unit (non bus/ non transit)

FleetFocus Size (300000+Units)- per vehicle unit (non bus/ non transit)

Base System Charge, transit vehicle assets:

FleetFocus Size (0 - 49 Units)- per vehicle unit (bus/ transit vehicle unit)
FleetFocus Size (50 - 99 Units)- per vehicle unit (bus/ transit vehicle unit)
FleetFocus Size (100 - 199 Units)- per vehicle unit (bus/ transit vehicle unit)
FleetFocus Size (200 - 299 Units)-per vehicle unit (bus/ transit vehicle unit)
FleetFocus Size (300-399 Units)- per vehicle unit (bus/ transit vehicle unit)
FleetFocus Size (400 - 499 Units)-per vehicle unit (bus/ transit vehicle unit)
FleetFocus Size (500-759 Units)- per vehicle unit (bus/ transit vehicle unit)
FleetFocus Size (750- 999 Units)- per vehicle unit (bus/ transit vehicle unit)
FleetFocus Size (1000-1999 Units)- per vehicle unit (bus/ transit vehicle unit)
FleetFocus Size (2000+ Units)- per vehicle unit (bus/ transit vehicle unit)

Base System Charge, Rail vehicle assets:

RailFocus Size (0 - 24 Units)- per vehicle unit (rail vehicle unit)
RailFocus Size (25 - 49 Units)- per vehicle unit (rail vehicle unit)
RailFocus Size (50 - 99 Units)- per vehicle unit (rail vehicle unit)
RailFocus Size (100- 249 Units)-per vehicle unit (rail vehicle unit)
RailFocus Size (250-499 Units)- per vehicle unit (rail vehicle unit)
RailFocus Size (500 - 749 Units)-per vehicle unit (rail vehicle unit)
RailFocus Size (750-999 Units)- per vehicle unit (rail vehicle unit)
RailFocus Size (1000+ Units)- per vehicle unit (rail vehicle unit)

Base System Charge, Linear Assets:

LinearFocus Size (1 - 24 Units)- per mile
LinearFocus Size (25 - 49 Units)- per mile
LinearFocus Size (50 - 249 Units)- per mile
LinearFocus Size (250- 499 Units)- per mile
LinearFocus Size (500 - 749 Units)- per mile
LinearFocus Size (750 - 999 Units)- per mile
LinearFocus Size (1000+ plus Units)- per mile

EquipmentFocus for Stationary Equipment:
EquipmentFocus for Stationary Equipment, per asset (1-4999)
EquipmentFocus for Stationary Equipment, per asset (5000-9999)
EquipmentFocus for Stationary Equipment, per asset (10,000-14999)
EquipmentFocus for Stationary Equipment, per asset (15000-19999)
EquipmentFocus for Stationary Equipment, per asset (20000+)

Component assets
3 to 1 ratio included in base license
Additional component licenses:
Component asset licenses, per asset (1-4999)
Component asset licenses, per asset (5000-9999)
Component asset licenses, per asset (10,000-14999)
Component asset licenses, per asset (15000-19999)
Componenet asset licenses, per asset (20000+)

Base system Charge, FleetFocus, for asset management only, (outsourced mai
FleetFocus Size (1-199 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (200-749 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (750 - 999 Units)- per vehicle unit(non bus/ non transit)
FleetFocus Size (1000 - 2499 Units)-per vehicle unit (non bus/ non transit)
FleetFocus Size (2500-4999 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (5000 - 7499 Units)-per vehicle unit (non bus/ non transit)
FleetFocus Size (7500- 9999 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (10000- 12499 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (12500-14999 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (15000-19999 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (20000- 29999 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (30000- 49999 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (50000-99999- Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (100000-299999- Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (300000+Units)- per vehicle unit (non bus/ non transit)

Base System Charge, Yard Management Real Time Location Service
Yard Management (1-199 Units)- per asset
Yard Management (200-499 Units)- per asset
Yard Management (500-749 Units)- per asset
Yard Management (750 - 999 Units)- per vehicle unit(non bus/ non transit)
Yard Management (1000 - 2499 Units)-per asset
Yard Management (2500-4999 Units)- per asset
Yard Management (5000 - 7499 Units)-per asset
Yard Management (7500- 9999 Units)- per asset

Yard Management (10000- 12499 Units)- per asset
Yard Management (12500-14999 Units)- per asset
Yard Management (15000-19999 Units)- per asset
Yard Management (20000- 29999 Units)- per asset
Yard Management (30000- 49999 Units)- per asset
Yard Management (50000-99999- Units)- per asset
Yard Management (100000-299999- Units)- per asset
Yard Management (300000+Units)- per asset

FA Included Modules:
Bar Code, Labor Capture, Ad Hoc Query, Shop Scheduling, Service Level Agree(
Production Planning (Re-build), Equipment Planning (includes IC Eplanning),
Replacement/ Performance Modeling

Add-on Modules
Enterprise Portal Module
Reporting Module
Motor Pool Module
Motor Pool Reservations Module
Shop Activity Module
Customer Access Module
KPI/Dashboards Module
Notifications Module
PMM/ Performance Measures and Monitors
Capital Planning Module
CAM - Capital Asset Management
MAXQueue Integration Module
Esri Integration Module
Allocation & Assignment Module
TripCard Module
TripCard ComData Connector Module
Equipment Focus for Facilities Module
ACTIONMap!
MobileFocus, Per Device

MobileFocus / Smart Apps, Enterprise License
Telematics Module
Passive GPS
Zonar Evir Connector
Zonar GPS Connector (Odometers)
NAPA TAMS Interface Modlue
FluidFocus Lincoln Industrial Interface Module
Illustrated Parts Catalog Integration for Documoto

Incident Management Module
Rail Operations Modules
Trapeze Ops/ PASS Interface Module
Trapeze ITS Interface Module (required Telematics Module)
Yard Management Module

FA Subscription Modules

Networkfleet - 3rd Party Connector (Requires Telematics Module)
Networkfleet Connector - AssetWorks Client - Includes Telemeatics Module

M5 Modules
Accident Module and Replacement Analysis is bundled with base

M5 Add-on Modules
Screen Designer Module
Motor Pool Module
Motor Pool Reservations Module
Shop Activity Module
Driver Management Module
KPI/Dashboards Module
Customer Access Module
AdHoc Query Module
PMM/ Performance Measures and Monitors
CAM - Capital Asset Management
MAXQueue Integration Module
TripCard Module
TripCard ComData Connector Module
Equipment Focus for Facilities Module
ACTIONMap!
MobileFocus, Per Device
MobileFocus / Smart Apps, Enterprise License
Telematics Module
Passive GPS
Zonar Evir Connector
Zonar GPS Connector (Odometers)
NAPA TAMS Interface Module
FluidFocus Lincoln Industrial Interface Module
M5 Crystal/ BOE Adapter with customer provided BOE license

Subscription Modules
Networkfleet - 3rd Party Connector (Requires Telematics Module)
Networkfleet Connector - AssetWorks Client - Includes Telemeatics Module
Telogis Connector Module

KeyValet
KeyValet Module (1st site)
KeyValet Module (2nd and 3rd sites (each))
KeyValet Module (each site # 4-10)
KeyValet Module (each site after the 10th)

FleetFocus software, for KeyValet _stand alone_, i.e. not current software custoi
Base Software Charge with FleetFocus Base, Motor Pool, MP Reserve, Notifications

FleetFocus Size (1-199 Units)- per vehicle unit (non bus/ non transit)
FleetFocus Size (200+ Units)- per vehicle unit (non bus/ non transit)

FuelFocus

Fuel	FleetFocus/FuelFocus Integration License (per ICU)
Fuel	Telematics Module (For FleetFocusFA) Per Site
Fuel	Telematics Module (For FleetFocusFA) Per Site
Fuel	Telematics Module (For FleetFocusM5) Per Site
Fuel	Telematics Module (For FleetFocusM5) Per Site
Fuel	FuelFocus TLS/ Veeder Root Integration License (per site, if one site)
Fuel	FuelFocus TLS/ Veeder Root Integration License (per site, if multiple sites)
Fuel	Fuel Insight Windows Stand alone Software (per site), *For non-FleetFocus clients on*
Fuel	Fuel Insight Software Additional Seats

FleetFocus software, for FuelFocus stand alone, i.e. not current software custo
FuelTickets and Fuel inventory only: Contractually not allowed to use FleetFocus for

Fuel	FleetFocus Size (1-999 Units)- per vehicle unit
Fuel	FleetFocus Size (1000 + Units)- per vehicle unit

3rd Party
FA:

Crystal Reports Server OEM Embedded Edition (for FA), - includes one report writer
Crystal Reports Server OEM Embedded Edition (for FA), Full CPU license- includes or
Crystal Reports Professional Edition (1 x report writer, 0 report users)

M5:

Crystal Developer (1 x report writer, 0 report users)
Business Objects Enterprise XI for M5, Concurrent Access Licenses
Business Objects Enterprise XI for M5, Named Users
Business Objects Enterprise XI for M5, CPU license

5 Concurrent Access License (CAL) Pack - Crystal Reports Server for M5
10 Concurrent Access License (CAL) Pack - Crystal Reports Server for M5
15 Concurrent Access License (CAL) Pack - Crystal Reports Server for M5
20 Concurrent Access License (CAL) Pack - Crystal Reports Server for M5

Hosting, per Non-Transit vehicle per month (customer purchases software)
Server Set-Up (one time)
Minimum
Vehicles 500-749
Vehicles 750-1999
Vehicles 2000-4999
Vehicles 5000-9999
Vehicles 10000-14999
Vehicles 15000+
Reports Server Set-Up (one-time)
Reports Server Per Month
MobileFocus Per PDA, Per Month

FuelFocus (Per ICU)
VPN Setup Fee

Hosting, per <u>Transit</u> vehicle per month (customer purchases software)
Server Set-Up (one time)
Minimum
Vehicles 1-99
Vehicles 100-199
Vehicles 200-299
Vehicles 300-399
Vehicles 400-499
Vehicles 500-749
Vehicles 750-1999
Vehicles 2000+
Reports Server Set-Up (one-time)
Reports Server Per Month
MobileFocus Per PDA, Per Month
FuelFocus (Per ICU)
VPN Setup Fee

ASP/Software As a Service, and Hosting- Non-Transit
FleetFocus ASP- SAAS
(Rental-Per vehicle/Per Month); Includes Maintenance
Server Set-Up (one-time)
Minimum
Price for base, modules added as per %
Vehicles 500-749
Vehicles 750-1999
Vehicles 2000-4999
Vehicles 5000-9999
Vehicles 10000-14999
Vehicles 15000+
Reports Server Set-Up (one time)
Reports Server Per Month
MobileFocus Per PDA, Per Month
FuelFocus (Per ICU)
VPN Setup Fee

ASP/Software As A Service, and Hosting- Transit
FleetFocus ASP- SAAS
(Rental-Per vehicle/Per Month); Includes Maintenance
Server Set-Up (one-time)
Price for base, modules added as per %
Minimum
Vehicles 1-99
Vehicles 100-199
Vehicles 200-299
Vehicles 300-399
Vehicles 400-499
Vehicles 500-749

Vehicles 750-1999
Vehicles 2000+
Reports Server Set-Up (one-time)
Reports Server Per Month
MobileFocus Per PDA, Per Month
FuelFocus (Per ICU)
VPN Setup Fee

Capital Asset Management (Fleet)

0 - 999 Assets
1,000 - 2,499 Assets
2,500 - 4,999 Assets
5,000 - 7,499 Assets
7,500 - 9,999 Assets
10,000 - 12,499 Assets
12,500 - 14,999 Assets
15,000 - 19,999 Assets
20,000 - 29,999 Assets
30,000 - 49,999 Assets
50,000 - 99,999 Assets
100,000 + Assets

CAM / Hosting

0 - 999 Assets
1,000 - 2,499 Assets
2,500 - 4,999 Assets
5,000 - 7,499 Assets
7,500 - 9,999 Assets
10,000 - 12,499 Assets
12,500 - 14,999 Assets
15,000 - 19,999 Assets
20,000 - 29,999 Assets
30,000 - 49,999 Assets
50,000 - 99,999 Assets
100,000 + Assets

CAM / SaaS Fleet

0 - 999 Assets
1,000 - 2,499 Assets
2,500 - 4,999 Assets
5,000 - 7,499 Assets
7,500 - 9,999 Assets
10,000 - 12,499 Assets
12,500 - 14,999 Assets
15,000 - 19,999 Assets
20,000 - 29,999 Assets
30,000 - 49,999 Assets

Bidder Name:_____

Description	Phoenix Environmental/Assetworks
Fuel Management System	Price
Pricing for Central w/ Stainless Steel	$174,844.73
Pricing for West Yard w/ Stainless Steel	$49,591.83
Total Installation Cost**	$224,436.56
Vehicle Price (Heavy Duty Vehicle Kit - Modules must be purchased separately. Training for GLWA staff for installation charged at $265.00 per hour plus travel)	$339.60
Installation Training (2 Days)	$5920.00 plus travel
Interface with third party software (Estimated)	To be determined later

*This assumes that GLWA is already utilizing the M-5 software package. It also assumes that all CAT-5 data cable run from inside main buildings at each location will be run to the outside antennas.

** Price holds all assumptions made in initial RFP response to GLWA as true. Any additional items needed to allow site to fully operate will be charged on a T&M basis.

COST PROPOSAL

Presented To
Detroit Water and Sewerage Department

FuelFocus™

Presented By:

AssetWORKS

Point of Contact:

Joseph Basile, Vice President
AssetWorks, LLC
998 Old Eagle School Road
Wayne, PA 19087
Phone: (610) 228-0120
Email: joseph.basile@assetworks.com

Mike Goodwin, Project Superintendent
Phoenix Environmetal Inc.
12815 Premier Center Court
Plymouth, MI 48170
Phone: (734)449-1266
Email: m.goodwin@phoenixenv.com

PHOENIX
ENVIRONMENTAL

FuelF⊙cus™

Detroit Water and Sewerage Department
FuelFocus FMS System
Central Yard

FUELFOCUS CONTROLLERS	QUANTITY	DISCOUNTED LIST	EXTENDED LIST
FuelFocus Controller - 4 Hose	4		
FUELFOCUS CONTROLLER OPTIONS			
Mag Card Option	4		
HID Option	4		
Surge Protection	4		
Omron DPST-NO Relays w/Base	16		
Stainless Steel Option	4		
SOFTWARE & INTEGRATION LICENSES			
FleetFocus Integration License	4		
Veeder Root Integration (per site if multiple sites)	1		
PROFESSIONAL SERVICES			
Fuel Software Installer/Trainer	4		
Installs software, trains customer on setup & reports			
Remote Start Up Assistance	8		
Fleet/Fuel Project Manager	3		
Travel Expenses (estimated)	1		
Billed at actual at job completion			
MAINTENANCE & SUPPORT			
Maintenance & Support - Year One	1		
Maintenance & Support - Year Two			
Maintenance & Support - Year Three			
Maintenance & Support - Year Four			
Maintenance & Support - Year Five			
SHIPPING OPTIONS			
Standard Shipping	4		
RF Option	4		
Nozzle Tags	16		
PROJECT TOTAL COST			$ 183,735.35
Per Vehicle Quote Heavy Duty	1	$339.60*	
Training Cost: (Heavy Duty Vehicle Kit - Modules must be	2 Days	$5,920.00	Plus Travel

purchased separately. Training for GLWA staff for installation
charged at $265.00 per hour plus travel)

*Vehicle Installation to be performed by DWSD Staff. Training costs provided below.

FuelF⌐cus™

Detroit Water and Sewerage Department
FuelFocus FMS System
West Yard

FUELFOCUS CONTROLLERS	QUANTITY		
FuelFocus Controller - 4 Hose	1		
FUELFOCUS CONTROLLER OPTIONS			
Mag Card Option	1		
HID Option	1		
Surge Protection	1		
Omron DPST-NO Relays w/Base	4		
Stainless Steel Option	1		
SOFTWARE & INTEGRATION LICENSES			
FleetFocus Integration License	1		
Veeder Root Integration (per site if multiple sites)	1		
PROFESSIONAL SERVICES			
Fuel Software Installer/Trainer	1		
Installs software, trains customer on setup & reports			
Remote Start Up Assistance	2		
Fleet/Fuel Project Manager	1		
Travel Expenses (estimated)	1		
Billed at actual at job completion			
MAINTENANCE & SUPPORT			
Maintenance & Support - Year One	1		
Maintenance & Support - Year Two			
Maintenance & Support - Year Three			
Maintenance & Support - Year Four			
Maintenance & Support - Year Five			
SHIPPING OPTIONS			
Standard Shipping	1		
RF Option	1		
Nozzle Tags	6		
PROJECT TOTAL COST			$ 56,981.52
Per Vehicle Quote Heavy Duty	1	$339.60*	

Training Cost: (Heavy Duty Vehicle Kit - Modules must be purchased separately. Training for GLWA staff for installation charged at $265.00 per hour plus travel) — **2 Days** — **$5,920.00 Plus Travel**

*Vehicle Installation to be performed by DWSD Staff. Training costs provided below.

NOTES/ASSUMPTIONS

1. This quote is based on site being "FMS Ready". FMS Ready means that all FMS System pedestals will be mounted to the appropriate location. All conduits will be connected between the FuelFocus Controllers and pumps, junction boxes and breaker panels. Assumes all dispensers have pulsers and are fuel system compatible. All wires will be pulled and left disconnected at each end. See full FMS Ready description below.
2. Does not include permits, permit fees or site as built drawings.
3. Subject to any applicable state and/or local sales tax, import duties, PST, VAT.
4. Warranty is one (1) year parts with telephone help desk support. Extended warranty plans are available for subsequent years. Warranty expires at 12 months from date of install or 15 months from date of shipment, whichever comes first.
5. Client must have a tested network connection at the fuel island. This connection needs to be able to ping the FleetFocus Server successfully. Delay of this connectivity could result in additional time being added to contract.

Following represents a checklist of items that need to be performed to comply with "FMS Ready".

1) Have an electrical contractor mount the FMS System pedestals and fasten to concrete.
2) Conduit Requirements - Have electrician run a conduit from the master dispensers to pedestal as needed. Our electrical requirements to each FMS Controller are as follows:
a. We will need dedicated power from a circuit breaker panel to each FMS Controller. The power for each FMS Controller can be pulled off one circuit breaker.
b. We will need a dedicated conduit back to the building from each FMS Controller for communication wiring unless RF LAN connectivity will be used. These may be looped also. Please note that a maximum cable length for CAT5 is 300 feet.
c. We will need one conduit from the pedestal to be terminated in the dispenser electrical junction box.
d. We will either need:
    1. A second conduit from the pedestal to the pulser junction box in the dispenser, or
    2. The pulser junction box in the dispenser piped over to the electrical junction box in the dispenser
e. Contractor must mount WAF Antenna centrally to all fuel lanes if WAF option is purchased. Must have conduit from nearest ICU to this point. Please discuss location with AssetWorks Project Team.
f. (For Transit Lanes only) Mount Banner sensor in each fuel lane and run conduit from sensor to respective FMS Controller.
3) Cable Requirements - Have electrician pull the following cables - leaving at least three feet extra to extend above the top of the pedestal and as much as possible to fit in the electrical junction box within the dispensers: The items lettered below correspond with the same letter of the conduit above.
a. Three 14AWG minimum THHN gas/oil resistant wires for power, neutral, ground to each FMS Controller from breaker panel. Terminate at panel, wire nut FMS System ends and mark breaker. Lock breaker in off position
b. Pull whatever cable is appropriate based on client demands and location parameters to ensure a reliable TCP/IP ethernet connectivity at the fuel island to each Island Control Unit. This may be a CAT5 cable, fiber optics or RF Ethernet connectivity. If the TLS Interface option is chosen, there are two methods of connecting the Veeder Root console to FuelFocus. The first method is via a RS232 card installed in the Veeder Root (client responsibility). While this is a less expensive option – RS232 is only rated to communicate effectively if the distance between the Veeder Root and the nearest FuelFocus Controller does not exceed fifty (50) feet. If RS232 is used, a four conductor shielded cable must be installed between the two. Veeder Root connectivity can also be achieved via TCP/IP as an option. This method requires the installation of a ethernet card in the Veeder Root console, and then a CAT5 network connection run from the clients network to the Veeder Root – keeping in mind CAT5 distance limitations shown above. Procurement, installation, and configuration and programming of either method are the client responsibility.
c. Pull four 14AWG minimum THHN gas/oil resistant wires to each pump/dispenser (eight if it is a two hose pump/dispenser) electrical junction box for control wiring. One of these wires should be white for neutral. Dispenser must be able to have handle wired hot at all times when using WAF technology and solenoid will be used for system control.
d. Pull a four conductor 22AWG minimum shielded cable to the dispenser for pulser communication. Please consult with an AssetWorks technician if these distances exceed three hundred (300) feet.
e. Pull the CAT5 wire included with WAF Antenna to the ICU along with a single 14AWG THHN green wire for grounding purposes.
f. (For Transit Lanes only) Pull included cable for Banner Sensor through conduit. Extend length if needed.
4) Call AssetWorks to schedule a date for final terminations when all of the above is done.
Note - all wiring and conduits described above are what is needed for FMS System control only. This document assumes the station and dispensers to be wired already.

Joseph A Basile
VP Fueling Technologies
joseph.basile@assetworks.com
~~C1O 22O O12O~~

INITIAL

TERMS OF USE

Price/Specifications

Price and specifications are subject to change without notice. AssetWorks LLC is not responsible for typographical and/or photographical errors.

PAYMENT TERMS

Net 30. All hardware will be billed upon delivery. All FuelFocus Integration Licenses will be billed upon delivery of hardware. Services will be billed monthly as performed.

MISSING, DAMAGED, OR INCORRECT ORDERS

Please inspect all orders upon receipt. Please email fuelsupport@assetworks.com to request an RMA for any missing, damaged, or incorrect orders. You may also call 610-225-8350.

RETURN POLICY

AssetWorks LLC products may be returned within 30-days of invoice date for refund, replacement, or exchange. All product returns must have a Returned Merchandise Authorization (RMA) number issued by AssetWorks marked clearly on the return package, or the package will be refused, and no credit will be issued.

To request an RMA, please email fuelsupport@assetworks.com. RMAs are valid for 15 days from the date of issuance.

The following information is required for all RMAs:

The invoice or packing list number

The product name and part number

Company name, point of contact, mailing address, email address, and telephone number

A reason for the return

If you wish to make a return or exchange, you must present the merchandise within 30 days of purchase. All goods must be returned in their original packaging. If the items are not received in their original and unused condition, a minimum re-stocking fee of 18% will be charged. Product that has been used will not be accepted for return or exchange unless under warranty or maintenance contract. Product that has been altered without the specific authorization by AssetWorks Inc. will not be accepted.

Send returns with the RMA number clearly marked on the package to:

AssetWorks, LLC.

Attn: RMA Department

998 Old Eagle School Road, Suite 1215

Wayne, PA 19087

All returns will be processed and fully inspected. All products must be returned in original condition including packaging, manuals, and accessories (as applicable).

Return Shipping

All returns must be shipped freight pre-paid.

Unauthorized or Refused Returns

Packages without a Return Authorization Number will be refused. Additional charges may apply if all peripherals and accessories are not returned in the original packaging.

Returns Older than 30 Days

Returns older than 30 days from the invoice date will be subject to a 25% restocking fee. Only product that is in current production will be accepted and an RMA must be obtained in advance and clearly marked as stated above. No refunds will be given.

ASSETWORKS LLC LIMITED WARRANTY

Warranty coverage for AssetWorks Inc. (FuelFocus) products are described below. Additional support coverage can be purchased with your AssetWorks products. Please consult your local AssetWorks sales professional for annual support and services fees.

The terms and conditions governing your warranty on AssetWorks products are located below. Such terms and conditions supersede all other terms, unless otherwise agreed by AssetWorks.

Warranty Start Date

"Start Date" as used in this policy means the date this product is shipped from AssetWorks manufacturing plus three (3) months or the FuelFocus go live date, whichever comes first.

Limited Hardware Warranty

AssetWorks, LLC. ("FuelFocus") provides a one (1) year limited product hardware warranty to purchasers of FuelFocus products. AssetWorks warrants that the product hardware will be free from defects in materials and workmanship during the warranty period, subject to the following:

Labor and travel costs are not included, unless required under contract specific terms.

AssetWorks will supply new or rebuilt parts to replace parts that are found to be defective while within the warranty period.

New installations must be registered with the FuelFocus Support Center within 48 hours of installation to receive warranty benefits, otherwise, the warranty period commences on the date of the invoice.

Help Desk Support is available between the hours of 8:00AM- 5:00PM Monday through Friday Upon a Hardware System Failure,

AssetWorks will repair or replace such product hardware within fourteen (14) working days of its receipt of the failed hardware, if in advance of its receipt, such hardware (1) was evaluated by AssetWorks Technical Support in person or via telephone, and (2) received a Technical Support RMA number from AssetWorks.

Further, the product hardware must be shipped, shipment pre-paid, to AssetWorks, and the RMA number must be clearly indicated on the shipping box and papers.

Problems caused by faulty installation are not covered under this warranty. This warranty applies only if the equipment has been installed and used in accordance with the AssetWorks Installation Manual.

Use of service personnel other than qualified AssetWorks service providers without prior written approval of the FuelFocus Product Manager will void the warranty claim.

Use of non AssetWorks replacement parts, defects caused by the use of unauthorized addition of non AssetWork parts, or by the unauthorized alteration of FuelFocus parts or equipment will void this warranty.

Damage suffered by FuelFocus equipment resulting from shipping, accident, pwer surges, neglect, misuse, acts of Nature, or abuse are not covered by this warranty.

Limited Software Warranty

AssetWorks provides a one (1) year limited software warranty to licensees of FuelFocus software accompanying AssetWorks hardware. AssetWorks warrants that the media on which the software is delivered will be free of defects in material and workmanship for a period of one (1) year following delivery of the software to licensee. AssetWorks warrants that the software, when used in accordance with the terms of the AssetWorks software license, will operate substantially as set forth in the applicable AssetWorks Documentation for a period of one (1) year following delivery of the software to licensee.

Technical Support Access

During the warranty period, toll free phone support is offered 5 days per week (8 a.m. to 5:00 p.m., Monday through Friday, except holidays). Calls left after hours will be returned the next business day. Access to Technical Support after warranty period is on a commercially reasonable basis (unless a AssetWorks Support Contract is purchased for all systems owned by the customer).

Software Updates

During the warranty period, software updates for system software and software products released by AssetWorks are available by contacting AssetWorks Technical Support. System software updates include applicable minor releases (e.g. Release 2.0 to 2.1) to the AssetWorks family of products as well as major feature releases (e.g. Release 2.x to 3.0). Customer must have access to the Internet for Web Browser or FTP downloads as directed by Technical Support. Software updates released after the initial one (1) year warranty period are available as an upgrade product for the then applicable list price.

Warranty Limitations

AssetWorks's warranties as set forth herein ("Warranty") are contingent on proper use of the FuelFocus hardware and software ("Products") and do not apply if the Products have been modified without AssetWorks's written approval, or if the Products' serial number label is removed, or if the Product has been damaged. The terms of the Warranty are limited to the remedies as set forth in this Warranty.

THIS WARRANTY IS PROVIDED IN LIEU OF ALL OTHER RIGHTS, CONDITIONS AND WARRANTIES. ASSETWORKS MAKES NO OTHER EXPRESS OR IMPLIED WARRANTY WITH RESPECT TO THE SOFTWARE, HARDWARE, PRODUCTS, DOCUMENTATION OR ASSETWORKS SUPPORT, INCLUDING, WITHOUT LIMITATION, ANY WARRANTY OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND NON-INFRINGEMENT OF THIRD PARTY RIGHTS. ASSETWORKS DOES NOT WARRANT THAT ANY PRODUCTS WILL BE ERROR-FREE, OR THAT ANY DEFECTS THAT MAY EXIST IN ITS PRODUCTS CAN BE CORRECTED. IN NO EVENT SHALL ASSETWORKS BE LIABLE FOR COST OF PROCUREMENT OF SUBSTITUTE GOODS, LOST PROFITS OR ANY OTHER SPECIAL, INDIRECT, CONSEQUENTIAL OR INCIDENTAL DAMAGES (INCLUDING BUT NOT LIMITED TO LOST DATA), HOWEVER CAUSED WHETHER OR NOT ASSETWORKS HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

Contact Us

For more information, please contact your AssetWorks sales representative.

INITIAL_____