



CONTRACT # VA-190419-CALA

EXHIBIT B - PRICING SCHEDULE

A. Hardware Costs			(One time fee)		
Item	Description (include model numbers, specifications etc.)		Unit Price	Unit Price	Unit Price
	Model #	Specifications	5 year service contract	3 year service contract	1 year service contract
1	LMU-3640	CalAmp LTE Mobile Unit w OBDII or Jbus diagnostics, input support, & cabling	no charge	\$51.45	\$128.75
2	LMU-3030	CalAmp LTE Mobile Unit OBDII plug and play unit (self install)	no charge	\$56.65	\$149.35
3	TTU-2830	CalAmp TTU-2830: Rechargeable battery asset tracker w cigarette plug-in	no charge	\$128.75	\$200.85
4	LMU-5531	CalAmp Broadband LTE WiFi Router & telematics device	\$125.00	\$295.00	\$395.00
5	TTU-730	CalAmp 7 year Battery Trailer Tracker	\$95.00	\$175.00	\$245.00
6	TTU-2840XT Solar	CalAmp Ruggedize Solar Powered Asset Tracker	\$195.00	\$295.00	\$367.00
7		Garmin Driver Messaging Device (needs LMU-3640)	\$275.00	\$303.85	\$350.00
8		iButton ID Key Fob Readers (needs LMU-3640)	no charge	\$65.00	\$85.00
9		iButton ID Key Fob (each)	\$4.00	\$5.00	\$6.50
10		Driver RF ID Reader	\$265.00	\$275.00	\$295.00
11		Status Button- Illuminated toggles on/off (needs LMU-3640)	no charge	\$66.95	\$75.00
12		Plow Sensor and Bracket Hardware & Sensor Integration (needs LMU-3640)	\$120.00	\$128.75	\$175.00
13		Interface to Spreader Controllers (per vehicle) (min. qty applies)	\$260.00	\$283.25	\$375.00
14		Camera system (delivery/lead time TBD). Two camera system. Requires LMU-5530 mobile unit. Minimum order quantity of 1000.	\$895.00	\$995.00	N/A

B. Installation Costs		(One time fee)			
Item	Description	Price	Price	Price	Price
		Quantity 100+	Quantity 25-99	Quantity 6-24	Quantity 1-5
1	Mobile Unit Installation	\$67.00	\$85.00	\$105.00	\$115.00
2	Installation No-Show Fee	\$67.00	\$85.00	\$105.00	\$115.00
3	Garmin Installation	\$65.00	\$70.00	\$70.00	\$75.00
4	Plow Sensor Installation	\$125.00	\$130.00	\$140.00	\$150.00
5	Existing Sensor interface (PTO, lights, etc.)	\$45.00	\$50.00	\$50.00	\$50.00
6	iButton ID Fob Reader Installation	\$35.00	\$50.00	\$50.00	\$50.00
7	RF ID Reader Installation	\$35.00	\$50.00	\$50.00	\$50.00
8	Status Button Installation	\$35.00	\$50.00	\$50.00	\$50.00
9	Camera System Installation (Minimum order quantity of 1000)	\$250.00	N/A	N/A	N/A
10	Shipping per order- Shipping cost will be calculated per order, at our discounted carrier rates.	TBD	TBD	TBD	TBD
NOTE: Installation Quantities are NOT aggregate, they are per order, per location.					
NOTE: Minimum Installation Charge per trip is \$115.					

C. Onboarding Costs <span style="float: right;">(One time fee)</span>		
Item	Description	Price
1	Development of Contractor Purchasing Portal- >12 weeks lead time	\$98,000.00
2	Development of Contractor Purchasing Portal- 12-8 weeks lead time	\$155,000.00

D. Services Costs <span style="float: right;">(annual fees)</span>		
Item	Description	Price
1	Assigned Technical Account Manager	No additional cost
2	CalAmp technical resource (annual cost)	\$75,000.00
2.1	CalAmp technical resource (6 month cost)	\$55,000.00
3	CalAmp bilingual technical resource (annual cost)	\$125,000.00
3.1	CalAmp bilingual technical resource (6 month cost)	\$89,950.00
4	CalAmp bilingual technical resource located in Virginia (annual cost)	\$250,000.00
4.1	CalAmp bilingual technical resource located in Virginia (6 month cost)	\$210,000.00
5	Extended Warranty on hardware beyond year one (per unit per year)	\$7.50
6	Damage Repair/Replacement	"3 year service" unit price
7	QR Code System One Time Set Up Fee	\$14,500.00
8	QR Code Decals (adhesive/laminated). Price per unit, 3K minimum.	\$3.75

E. Software-as-a-Service Costs <span style="float: right;">(monthly fees)</span>					
Item	Description	3000+ Units	1-2999 Units	3000+ Units	1-2999 Units
		3 year service contract	3 year service contract	1 year service contract	1 year service contract
1	CalAmp AssetOutlook Monthly Service (includes wireless)(2 minute rate)	\$13.30	\$15.30	\$15.50	\$16.95
2	CalAmp AssetOutlook Monthly Service (includes wireless)(1 minute rate)	\$13.90	\$15.90	\$15.95	\$17.50
3	CalAmp AssetOutlook Monthly Service (includes wireless)(30 second rate)	\$14.95	\$16.95	\$16.95	\$18.50
4	CalAmp AssetOutlook Monthly Service (includes wireless)(10 second rate)	\$16.45	\$18.45	\$18.50	\$19.95
5	Crashboxx Instant Crash Notification (unit/mo.)	\$2.00	\$2.50	\$2.75	\$3.00
6	Crashboxx Instant Crash Notification w Advanced Accident and Damage Reports (unit/mo.)	\$3.50	\$4.00	\$4.25	\$4.50
7	QR Code Functionality Monthly Service Fees per unit	\$1.50	\$1.75	\$1.50	\$1.75
8	Video Camera Monthly Service (Additional service charge per unit)	\$17.50	\$19.50	\$22.00	\$23.00
9	In-Application Reporting Data Retention- 12 months (additional per unit monthly cost)	\$1.00	Aggregate contractor quantities for service		
10	In-Application Reporting Data Retention- 24 months (additional per unit monthly cost)	\$1.75			
	All prices quotes above are for AT&T. For Verizon add \$1 per monthly unit price.				
	Five year service contract will receive tracking devices at discount in section A.				
Service Cancellation Fees		10 year service contract	5 year service contract	3 year service contract	
	Services can be transferred to different contractors and vehicles.				
11	Early Service Cancellation Fee - In Year One of Service	24 months of service fees	24 months of service fees	12 months of service fees	
12	Early Service Cancellation Fee - In Year Two of Service	18 months of service fees	18 months of service fees	8 months of service fees	
13	Early Service Cancellation Fee - In Year Three of Service	12 months of service fees	12 months of service fees	6 months of service fees	
14	Early Service Cancellation Fee - In Year Four of Service	8 months of service fees	8 months of service fees	N/A	
15	Early Service Cancellation Fee - In Year Five of Service	4 months of service fees	4 months of service fees	N/A	
16	Early Service Cancellation Fee - In Year Six or more of Service	None	N/A		
	Any service fees refund owed by CalAmp will be credited within 45 days.				

	New Hardware For Different Contractor Using Existing Authorized User Service Subscription			
17	In Year One of Service	"3 year service" unit price	"3 year service" unit price	"3 year service" unit price
18	In Year Two of Service	"3 year service" unit price	"3 year service" unit price	"3 year service" unit price
19	In Year Three of Service	"3 year service" unit price	"3 year service" unit price	"1 year service" unit price
20	In Year Four of Service	"3 year service" unit price	"1 year service" unit price	N/A
21	In Year Five of Service	"3 year service" unit price	"1 year service" unit price	N/A
22	In Year Six or more of Service	"3 year service" unit price	N/A	
	<i>10 Year Service contract term comes with a no cost hardware obsolescence replacement plan. The estimated useful technical life of the current hardware is 8 years. A 10 year service contract will include replacement of any obsolete CalAmp units during the 10 year service period.</i>			
	<i>Assumes Authorized User is paying for contractor service fees.</i>			

F. Integration costs		(One time fee)
Item	Description	Price
1	CalAmp Professional Services Hourly Rate. Number of hours TBD	\$ 189.00
	Professional Services offers: custom report work, integration work, etc.	
	CalAmp can provide a detailed quote with a defined scope of work for any project.	
	Platform access, APIs, and documentation provided at no cost.	

G. Training Costs		(One time fee)
Item	Description	Price
1	Training (on-site) (per 7 hour day) (T&E not included)	\$620.00
2	Training types offered: user, admin, installation, & train the trainer.	
3	Live online training provided at no cost.	

H. Volume discounts		
Item	Description	Price
1	With a contract for 5+ years of service fees, LMU hardware will be provided at the start of service term at no charge.	

**Assumptions:**

Service Fees to be billed annually in advance.

Individual Service Contract commitments (ie. 5 years, 3 years) may survive the VITA solution contract term.

Quantities are counted per order- not aggregate.

Prices include VITA and eVA fees.

Does not include any applicable sales tax.

Includes all manuals and documentation.

Minimum order quantities may apply at CalAmp's discretion.

Lease pricing available.

Any devices purchased must be associated with CalAmp service/subscription.

1 year of "service" equals 12 months service fees.