

ATTACHMENT A (page 1)

INVITATION TO BID, SCSB 13-210

BID RESPONSE FORM

GPS (Global Positioning System) and student tracking for School Buses

To: Suwannee County School Board

Date: July 8, 2013

The undersigned, on behalf of Zonar Systems, Inc. and EDULOG

hereby submits a complete bid for Suwannee District School, **GPS (Global Positioning System) and student tracking for School Buses**

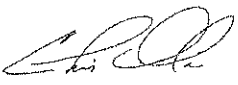
in response to Suwannee County School Board, Invitation to Bid No. 13-210 in the amount of:

\$58,012.00 total for first year

Base Bid Value

A Schedule of Values must be attached to Attachment A.

ATTACHMENT A, (page 2)

Company Name: Zonar Systems, Inc. (in joint proposal with EDULOG.)		
Address: 18200 Cascade Ave. S.		
City, State: Zip: Seattle, WA 98188		
FEIN: 26-0499050	E-Mail: proposals@zonarsystems.com	
Telephone: (877) 834.3847	Fax: (206) 878.3082	
Emergency Contact Name: Andrew Edgerton	Title Sales Support Manager	
Address: 18200 Cascade Ave. S. Seattle, WA 98188		
Telephone: (877) 834.3847	Fax: (206) 878.3082	
Prompt Payment Discount: N/A	Yes – Percentage N/A	No N/A
Preferred method to receive purchase orders:	US Mail Yes	Fax
Signature of Owner or Authorized Officer: 		
Typed (Printed) Name and Title of Above: Chris Oliver, Chief Marketing Officer		
Date Submitted: 7 / 8 / 2013		

SCHEDULE OF VALUES

EZ Pricing

Units: 74		Hardware & Misc. Costs	Service and Monthly Costs
Recommended Products		One-Time	3-year Contract Monthly
	V3™ HD-GPS	\$0.00	\$19.00
Zonar Hardware and Data Platform	Unlimited Data 24 hr support Dedicated Field Rep 5 Year Warranty I/O's ZAlerts Edutracker Planned vs. Actual Scheduling	\$0.00	\$8.00 \$3.00
	Cable		
	ZPass™	\$0.00	\$7.00
Student tracking	Student ridership tracking Time and attendance capture and reporting		\$4.00
	ZPass+™		
Bus ride notices for parents	Uses ZPass information to alert parents Alerts sent in real time to email or phone Alerts sent to unlimited numbers or emails (This is a parent-paid program at no cost to the district.)		
Misc			
Installation per unit		\$93.00	
GSM activation per GPS Unit		\$25.00	
Total one-time hardware/activation cost per unit		\$118.00	
2 days on-site training* (Travel costs included.)		\$2,900.00	
5,000 Student RFID cards: \$1.95 each		\$9,750.00	
Freight*		\$221.00	
Annual service cost per unit			\$492.00
Total first-year cost per unit (hardware + service)			\$610.00
Total first-year cost for fleet			\$58,012.00
Total continuing annual cost for fleet			\$36,408.00

* Estimate. Billed at cost. Tax not included.

EZ Pricing

Units: 74		Hardware & Misc. Costs	Service and Monthly Costs
Recommended Products		One-Time	3-year Contract Monthly
V3™ HD-GPS		\$0.00	\$19.00
Zonar Hardware and Data Platform	Unlimited Data		
	24 hr support		
	Dedicated Field Rep		
	5 Year Warranty		
	I/O's		
	EduTracker	\$0.00	\$8.00
	Planned vs. Actual		\$3.00
	Scheduling		
	Cable		
Misc			
Installation per unit		\$93.00	
GSM activation per GPS Unit		\$25.00	
Total one-time hardware/activation cost per unit		\$118.00	
2 days on-site training* (Travel costs included.)		\$2,900.00	
Freight*		\$222.00	
Annual service cost per unit			\$360.00
Total first-year cost per unit (hardware + service)			\$478.00
Total first-year cost for fleet			\$38,494.00
Total <u>continuing annual</u> cost for fleet			\$26,640.00

EZ Year 1 Years 2 →
 Zonar \$ 9,768 9,768 ✓
 \$ 28,726 16,872
 \$ 38,494 \$ 26,640

without 2 Pass



July 8, 2013

SUWANNEE COUNTY SCHOOL BOARD

GPS FOR SCHOOL BUSES • 13-210

Proposal Prepared for:

Vickie Music
Chief Financial Officer
Suwannee County School Board
702 2nd St. NW
Live Oak, FL 32064

Submitted by:

Chris Oliver
Chief Marketing Officer
Zonar
18200 Cascade Ave. S.
Seattle, WA 98188



ELECTRONIC FLEET MANAGEMENT
www.zonarsystems.com





INSPECT • TRACK • KNOW

July 1, 2013

Vickie Music
Chief Financial Officer
Suwannee County School Board
702 2nd St. NW
Live Oak, FL 32064

Dear Ms. Music:

Zonar is pleased to submit this joint proposal in conjunction with EDULOG, which will provide Suwannee County Schools with an even more robust system, which will be able to track planned vs. actual bus routing. The solution will integrate with your current Versatrans solution to report on how your fleet is doing in comparison to your routing plans.

With the Zonar-EDULOG solution, Suwannee County schools can take advantage of the two industry leaders. EDULOG provides school transportation operations with a cost-effective and powerful method of tracking bus locations at all times. With this innovative technology, not only can you have the exact location of any bus displayed on the EDULOG system map, but the time and location of each pick-up and drop-off can be recorded for route analysis, emergency notification, and accident reporting. Because of the EDULOG system interface capabilities, uses of the GPS interface are almost endless. For example, if you have an automated calling system, it would be possible using the EDULOG GPS interface to determine when a bus is late and then call every parent along the route to inform them of the situation. Enhanced productivity, maximized fleet utilization, improved safety and security, and increased community service can all result from the EDULOG GPS interface.

Zonar has reviewed the standard terms, and while generally acceptable, Zonar reserves the right to review and engage in reasonable negotiation of selected terms prior to contract execution. We look forward to providing you these services to maximize the efficiency of your school bus fleet.

Sincerely,

Chris Oliver

Chief Marketing Officer

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RECOMMENDED SOLUTIONS

GROUND TRAFFIC CONTROL™

WEB-BASED FLEET MANAGEMENT



Your Entire Fleet at Your Fingertips

Like air traffic control for your ground-based fleet. Ground Traffic Control™ will provide Suwannee County users with the most accessible real-time picture of fleet operations. With an unlimited number of users and 24/7 access from computers, tablets and smartphone web browsers, GTC™ is the most robust package on the market. All this power for tracking, reporting and easy exporting of data comes included with your Zonar service.

Monitor the field from anywhere. Our web-based software allows fleet management to see vehicle speeds, idle times and zone entry at any time, from anywhere. Now it's easy to coordinate a work force that's out in the field from your computer, tablet or smartphone.

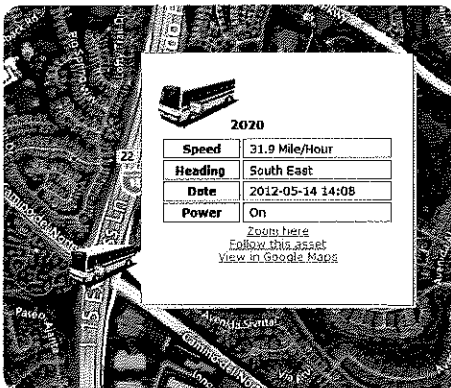
Alerts protect your assets. Whether a driver is speeding dangerously, idling excessively or entering a prohibited geo-fence, you'll know right away. GTC™ alerts the right people via text message, email or pop-up window within the application whenever a user-created threshold is violated.

Geo-fencing for smart mapping. With unlimited polygon geo-fencing capabilities, GTC™ will make sure assets are where they should be and alert you if they're out of place.

From the entire fleet down to a single asset. GTC™ comes pre-built with macro to micro reporting capabilities to calculate overall fleet mileage or details of each asset's path, including each stop and start.

WHAT WILL GTC™ DO FOR YOU?

- **Map** every turn of the key, every stop and start, and all activity.
- **Supervise** each driver's speed, path, safety and idling.
- **Customize** reports, alerts and dashboards for each user's preferences.
- **Alert** management to speeding drivers, excessive idling and prohibited geo-fence crossings.
- **Ensure** maximum safety and accountability.
- **Automate** tasks that used to be a burden on drivers, dispatch and administrative staff.
- **Integrate** with third-party systems via our open API.



Keith Leech, Fleet Manager
City of Sacramento, California

"It pays to work with Zonar because they listen, they respond, and they deliver. The results of our ROI analysis are impressive. We achieved a fuel savings of nearly 25%, which is significant for a fleet of any size."

V3™ HIGH-DEFINITION GPS

TRACK & TRACE



Know What Your Drivers Know

V3™ is the next best thing to being in the driver's seat. Our easy-to-install GPS device provides the power of next-generation 3G Network GPS with vehicle data in four dimensions, so you know your fleet is running smoothly.

High-definition GPS tells you what you need to know. Our V3™ provides the first GPS system to capture latitude, longitude, time and odometer — information you won't get from your average GPS solution. Now you can see your vehicles' speed and activities in real time, giving you information you can trust to make important decisions. Plus, data is reported an average of every 18-20 seconds, saving on data overhead.

Not just GPS, the V3™ provides an integration platform. The V3™ is the hub that connects all of Zonar's in-vehicle modules. In addition to integrating with our pre- and post-trip inspection module, EVIR™, the V3™ is also the port for an optional emergency button and inputs which can be used to capture events.

Combines capability, economy and a 5-year warranty. What's remarkable is that all the high bandwidth capability and fast data transfers of the V3™ won't cost you more than less capable solutions. You never run the risk of data overages, and your V3™ hardware is covered by our worry-free 5-year warranty. It's easy to see why the V3™ is the best choice.

WHAT WILL THE V3™ DO FOR YOU?

- **Integrate** tracking and other add-ons, including our inspection module and inputs.
- **Monitor** dynamic geo-fencing tracking perimeters and send alerts if prohibited fences are crossed.
- **Capture** every turn of the key, every stop and start, as well as speed, idle time and odometer.
- **Protect** your assets by alerting management when a potentially dangerous situation arises.
- **Record** data in four dimensions: latitude, longitude, time and odometer.

ZPass™

STUDENT RIDERSHIP TRACKING



Peace of Mind for Student Safety

Smarter student transportation. ZPass™ improves the safety and efficiency of pupil transportation, enabling school officials to quickly track where and when students enter and exit their buses, and then analyze that information to make data-driven decisions about transportation.

Powerful data for operations. All ridership data collected from student card swipes is immediately accessible via Zonar's web-based GTC™ application and organized with data from all other Zonar devices. This data can then be analyzed, perhaps to make sure all students got on the bus after a field trip, to see which students are on a delayed bus, or to increase bus optimization throughout the year.

Designed with schools in mind. ZPass™ was created to assist with all

the demands on the transportation department. Day to day, it will provide accurate and immediate answers for parents wondering if and when their student got on or off the bus. Long-term, it will automate the process for generating reports for Medicaid reimbursements, McKinney-Vento Act, and other cost recovery efforts to increase budgets (or operating budgets) with minimal administrative burden.

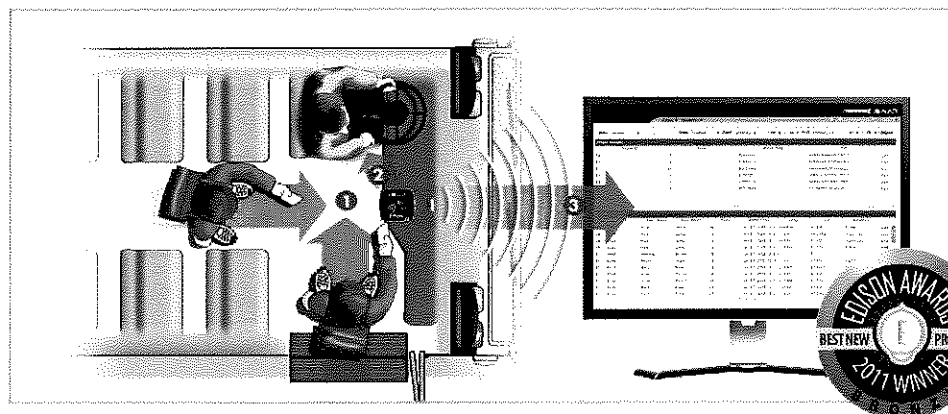
Load and unload process stays the same. Customers say it works because ZPass™ doesn't slow the loading or unloading process. No other action is required other than tapping the card to the reader as the student gets on or off the bus. This simple act will provide your district with a wealth of information.

WHAT WILL ZPass™ DO FOR YOU?

- **Provide** data to make informed decisions based on facts.
- **Record** the time, date and location of each entrance and exit.
- **Answer** parents' and school officials' questions instantly and accurately.
- **Export** information in CSV for data analysis and XML for mapping.
- **Provide** authorities a list of students on a bus in case of an emergency situation.
- **Automate** student and mileage tracking for efficient billing of field trips, off-site vocational training and other billable activities.

How it works:

1. Students entering or exiting the bus swipe their ID cards while passing the ZPass™ reader.
2. Student and driver hear an audible beep, confirming that the card was read.
3. The recorded time and location data are automatically and securely sent to Zonar's web-based Ground Traffic Control™ application for reporting.



ZPass+™

BUS RIDE REPORTING FOR PARENTS



Answers Directly to Parents

A whole new level of comfort. Using the information gathered from the ZPass™, the ZPass+™ program sends notifications of where and when children get on and off the school bus directly to parents' cellphones. This new, simple solution gives parents the peace of mind that comes with knowing their children arrived safely at the bus stop.

Reduces calls to schools. Parents will no longer have to call the school to know if, when, and where their student got on or off the bus. They now have

access to the same information the school uses to answer questions about bus riders. With this capability, they can act right away if they discover their child is not where he or she is supposed to be.

Simple and secure. Parents log in to the secure ZPass+™ website to access the bus ride information. All it takes is one easy setup to notify them via text message. Students already use ZPass™ cards when they board or exit the bus, so no additional action is required from students or bus drivers.

Provides real-time answers. After creating a ZPass+™ account online, parents can log into a password-protected website to view their child's bus riding activity. For added convenience, parents can always

change their instant alerts, and add new phone numbers. Numbers can be added for grandparents, baby sitters and anyone else who might be concerned with a student's safe arrival home.

WHAT WILL ZPass+™ DO FOR YOU?

- **Alert** parents and guardians via text message to ridership activity.
- **Reduce** calls to schools regarding transportation, saving administrative staff time.
- **Save** valuable resources, with no demands on existing IT infrastructure or personnel.
- **Provide** address and time of card swipe as well as a map of location.
- **Track** ridership of multiple children and provide alerts to multiple numbers from a single account.
- **Speed** the search for missing children.



Dallas Rackow, Director of Transportation
Freeport School District

"Student ridership tracking with ZPass+ provides parents with a level of security and confidence we didn't know was possible. Calls to the transportation department are no longer necessary."

Pinpoint, Sum and Count Activity

Count, sum, and map activities. With I/Os, you'll be able to see where and when your driver opened the door, used a seat belt, turned on lights and more. Within our I/O reports, you'll see how many times a trash truck picked up a can. You can sum how many miles a snow plow drove with its plow down. You can make sure a school bus used the stop arm at the designated stop. You'll even be able to track these activities within a certain geo-fence of interest. You'll gain amazing metrics into your fleet's activities.

How it works. The I/O module is a 5-pin wire that collects data from inputs, detecting from off-on-off. We

can capture up to five auxiliary inputs with an active range of 8-30 volts.

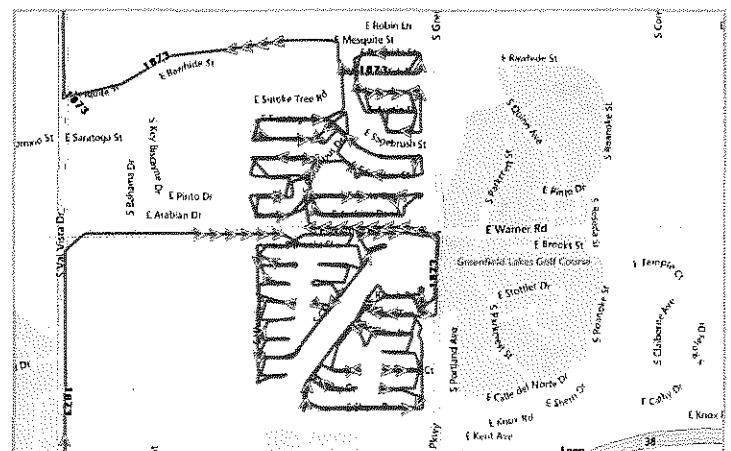
Amazing alerting. Our software offers you the ability to configure alerts based on I/O connections. For example, you can get an alert if the snow plow is engaged while the vehicle is traveling more than 30 mph. Or you could get an alert if a seat belt hasn't been put on after two minutes while the engine is on.

Many options to choose from. Some of the uses various companies have found for the I/Os include seat belt on/off; door open/closed; stop arm; and amber lights.

WHAT WILL I/Os DO FOR YOU?

- **Map** each instance of an I/O, pinpointing activities such as door opening and closing.
- **Track** the path of a continuous I/O, such as the use of a snow plow or sweeper.
- **Alert** to the use of an I/O or the lack of use, such as a seat belt.
- **Capture** PTO activity to differentiate between idling and PTO use.
- **Count** instances of activities, such as number of trash cans picked up.
- **Sum** miles of continuous activities, such as miles swept.
- **Filter** activities by geo-fence.

The I/O module shows the path an asset traveled while auxiliary inputs were engaged. The associated report also counts the number of instances and sums the miles traveled.



Your Entire Fleet at Your Fingertips

Highest ROI for your fleet. There are several software systems designed for the K-12 transportation industry that can take data from on-vehicle GPS devices and then display the position of school buses on a digital map. But when it comes to achieving a true return on investment from a GPS system—and knowing the difference between what a bus *is* doing and what it *should* be doing—integration of the GPS software with a routing and scheduling system is of paramount importance. For example, consider the following situations:

- A standalone GPS software system may tell us that a bus is at 103 Main Street at 7:55 a.m. Is this bus early, late, or on time? Should this bus even be at this location at all? Without having the ability to automatically compare real-time GPS data with the planned data contained in the routing and scheduling system, there is no way that any of these questions can be answered.
- This same standalone GPS system may tell us that another bus has not moved from 121 Elm Street for five minutes. Is the bus in trouble? Should it be somewhere else? Is it supposed to be stopped for this long? Again, only through integration of GPS with routing and scheduling data could you know if something out of the ordinary is occurring.
- Or you might notice that another bus is traveling down the Center Avenue and seems to be making stops every few blocks for a

minute or more. You think that the bus might be off route, but you can't tell for certain because you can't display the planned travel path on the digital map and compare it with what the bus is doing.

Planned vs Actual. Obviously, simply tracking and recording vehicle locations, travel paths, and times is not enough to obtain any meaningful analysis of actual vs. planned activities, nor does it provide for a way to make improvements and increase efficiency because there is no mechanism for comparing what should happen with what does happen.

EduTracker . EDULOG provides school transportation operations with a cost-effective and powerful method of tracking bus locations at all times. With this innovative technology, not only can you have the exact location of any bus displayed on the EDULOG system map, but the time and location of each pick-up and drop-off can be recorded for route analysis, emergency notification, and accident reporting. Because of the EDULOG system interface capabilities, uses of the GPS interface are almost endless. For example, if you have an automated calling system, it would be possible using the EDULOG GPS interface to determine when a bus is late and then call every parent along the route to inform them of the situation. Enhanced productivity, maximized fleet utilization, improved safety and security, and increased community service can all result from the EDULOG GPS interface.

WHAT WILL EDUTRACKER DO FOR YOU?

- **Display** GPS data for any group of vehicles, selected by the user as all buses serving one specific school, or buses serving a given geographic area or buses satisfying any user-defined criteria.
- **Allow** the user to select the types of events to be reported, such as bus stops, school stops, railroad crossings, garages, emergency events, excessive speed alerts, idle events, etc., each with a specific symbol selectable by the user, for color and shape.
- **Compare** the actual driving data to the planned data as available in the routing system.
- **Track** emergency events according to different levels of severity.
- **Display** vehicle performance (early, late, on time) in real time.
- **Allow** the user to easily compare the time at any bus stop to the time computed by the routing system. The user can then decide on any editing possible to realign the planned times to the actual GPS times, and the system should perform these time corrections with minimum user data entry.

REPORTING CAPABILITIES

From pre-made reports to dozens of options, from the whole fleet to one vehicle, from the last year to this morning, these reports will answer all your questions about how you can run a more efficient fleet.

ZONAR'S GPS REPORTING

V3™ HD-GPS Tracking Reports

The V3™ will track your vehicles, but it's the reports below that will provide the metrics to make real-time decisions.

GPS Track & Trace

Activity Audit GPS Timcard GPS Units Idle Time Location Mileage Mileage By State Odometer Overlap Path Path Schedule Speed Stop Time

The Location Report

- **Use to:** See the current location of your assets in relation to landmarks, geo-zones and roads.
- **Benefits:** Easy visual check of asset locations.
- **Options and features:** Auto-refresh every 30 seconds. Show paths of up to two hours for up to five vehicles.
- **Customizable by:** One asset, subgroup or all assets; user-specified time range; zone.
- **Data collected:** Asset number, time of GPS collection, speed, power on or off, zone, address.

Location

Jump to zone --

[?]

Address, city or ZIP

[?] search

Last Location Controls

Select to view the last recorded location of up to 5 assets, or leave the form blank to view all assets.

Asset No: (select up to 5)

➤ 192437 Ptblt378 Trk

➤ 192436 Ptblt378 Trk

➤ 345188 CAT D-10R

➤ 375309 CAT 14H wGPS

➤ 192434 Ptblt378 Trk

⬇

⬇

⬇

⬇

⬇

Zone Filter:

Select Zone ⬇

Options:

Select Options ⬇

Attribute Filters:

Select Filters ⬇

Select Attributes:

Select Attributes ⬇

Generate Report

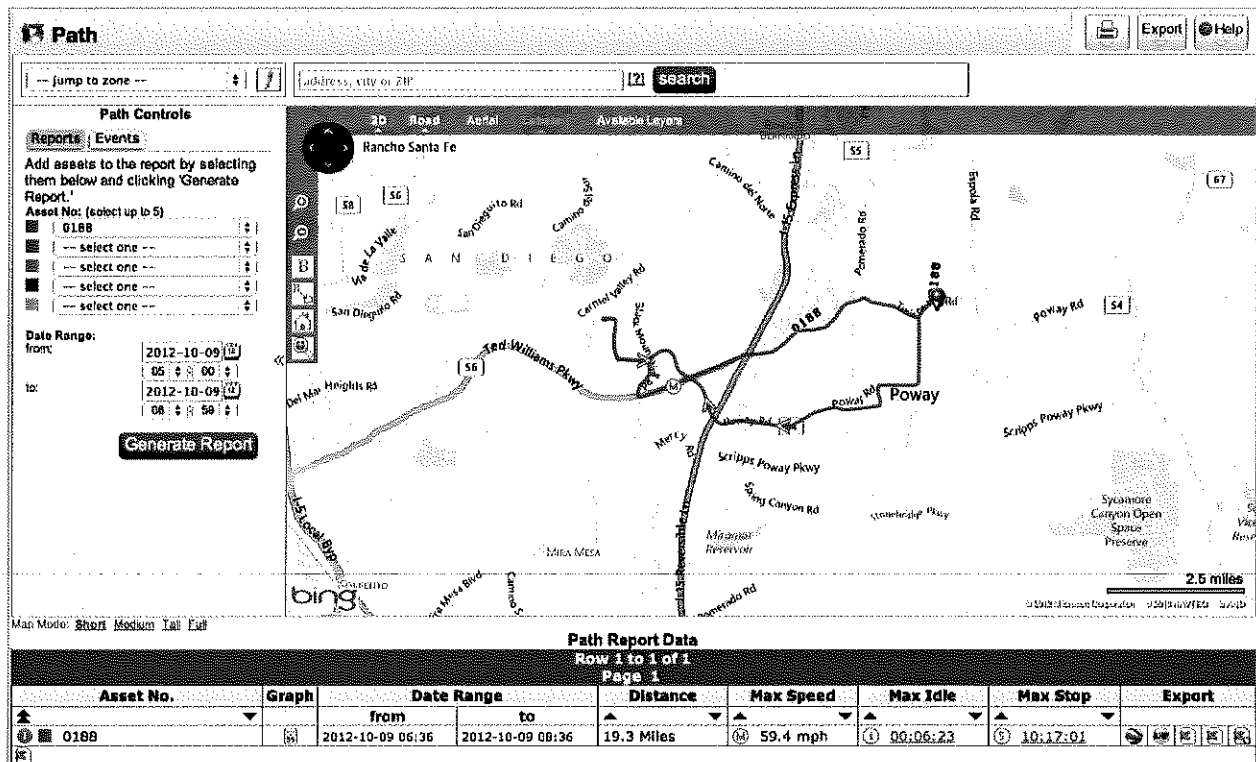
Map Mode: [Short](#) [Medium](#) [Full](#)

Location Results						
Row 1 to 5 of 5						
Page 1						
Asset No.	Last Entry	Speed	PWR	HDG	Zone	Address
➤ 192434 Ptblt378 Trk	2012-10-09 10:18	59.9 mph	On	NNE		Get Addresses
➤ 192436 Ptblt378 Trk	2012-10-09 10:17	39.9 mph	On	S		
➤ 192437 Ptblt378 Trk	2012-10-09 10:19	63.3 mph	On	SSW		
➤ 345188 CAT D-10R	2012-10-09 10:18	0.0 mph	On	NNW		
➤ 375309 CAT 14H wGPS	2012-10-09 10:19	0.0 mph	On	W		



The Path Report

- **Use to:** See a "bread-crumbs" trail of asset paths or track up to five vehicles' activity in real time.
- **Benefits:** Visual check of where your assets have been and real-time tracking of vehicle paths.
- **Options and features:** Click on the symbol to view the point of maximum speed on the map.
- **Customizable by:** Events shown, such as each turn of the key and even each stop and start in traffic.
- **Data collected:** Asset number, date range, distance, maximum speed, idle and stop of each path.



Activity Report

- **Use to:** Sum up all vehicle activity in one easy-to-export report.
- **Benefits:** Prevents unauthorized use of company vehicles during off hours, preventing waste of costly fuel.
- **Options and features:** Coordinates with an alert to notify management in real time of off-hours activity.
- **Customizable by:** Asset number, date range, attribute filters.
- **Data collected:** Date, asset number, time range, distance traveled, maximum speed, maximum idle.

Activity Report

Asset No:

-- all assets --

from:

2012

Oct

5

21:00

to:

2012

Oct

8

03:00

Attribute Filters:

Select Filters

Select Attributes:

Select Attributes

Generate Report

Row 1 to 13 of 13
Page 1

Day	Asset No.	Time Range		Distance Traveled	Max Speed	Max Idle
		from	to			
2012-10-06	0188	14:15:12	20:00:04	27.3 Miles	56.6 mph	00:11:45
2012-10-06	0187	14:14:06	19:57:44	27.6 Miles	59.9 mph	00:12:04
2012-10-06	0195	13:38:22	20:00:32	27.3 Miles	59.3 mph	00:11:31
2012-10-06	1005	13:25:22	19:59:59	27.5 Miles	61.4 mph	00:10:51
2012-10-05	0189	21:26:45	22:11:01	18.6 Miles	57.1 mph	00:00:00
2012-10-05	1004	21:24:36	22:35:18	12.4 Miles	66.6 mph	00:09:07
2012-10-05	0188	21:24:30	22:22:40	12.1 Miles	60.6 mph	00:10:40
2012-10-05	2024	21:21:06	22:29:30	22.0 Miles	76.0 mph	00:00:00
2012-10-05	0659	21:14:23	21:16:18	0.3 Miles	17.3 mph	00:00:00
2012-10-05	0195	21:12:08	22:10:35	18.7 Miles	58.8 mph	00:15:58
2012-10-05	1005	21:10:57	22:11:01	18.7 Miles	60.9 mph	00:17:14

Schedule Report

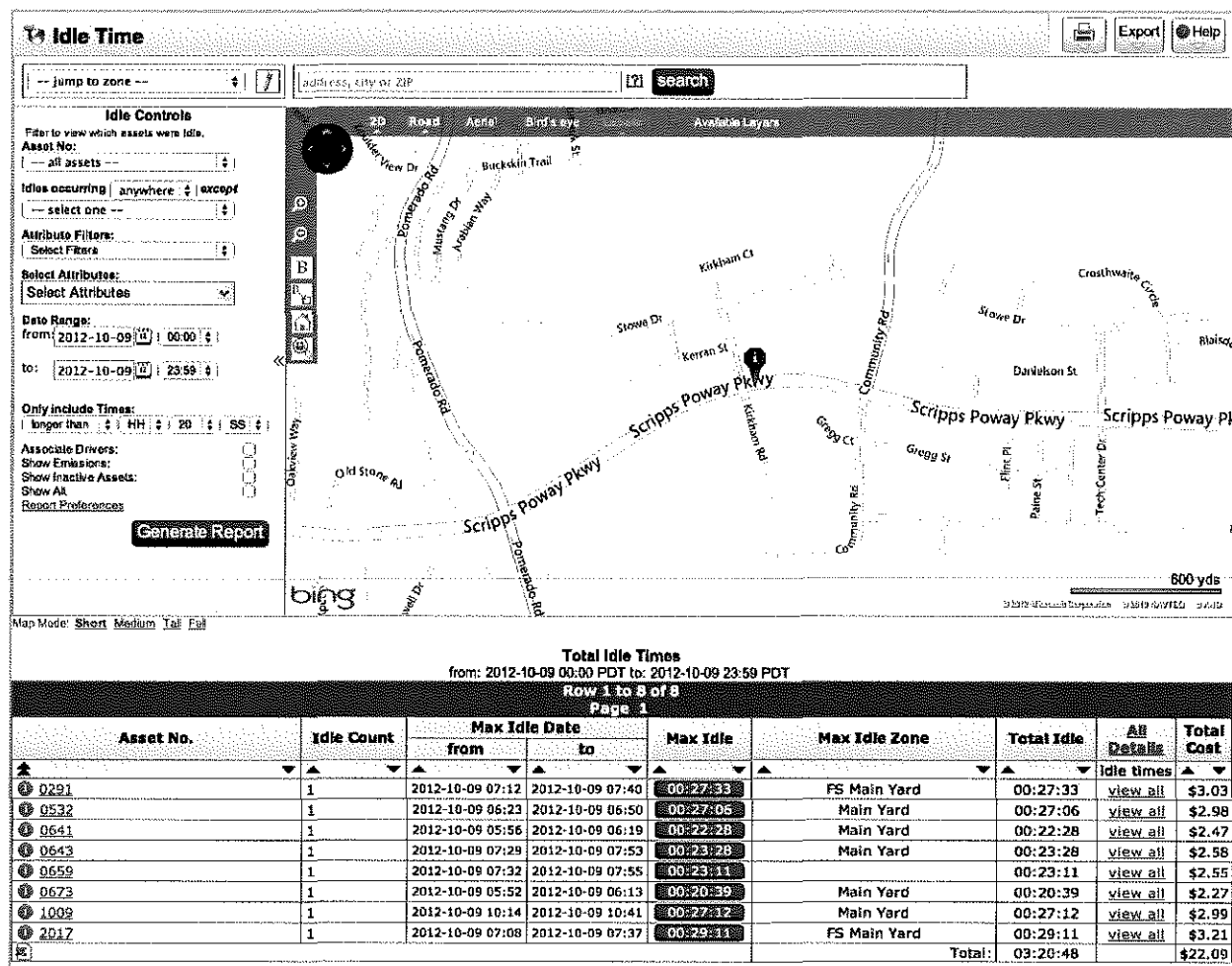
- **Use to:** Make sure your vehicles are coming and going to the right places, on time.
- **Benefits:** Uses easy-to-recognize geo-zone labels to show where your vehicles are.
- **Options and features:** Can show all assets in selected zones or all zones with selected vehicles.
- **Customizable by:** Attribute filters, date range, asset, zone.
- **Data collected:** Date, zone, time entering zone, time exiting zone, and total time, duration and distance within zone.

Schedule				Export	Help
☐ Hide form					
Asset No: 0188 -- select one -- -- select one -- -- select one -- -- select one --	Zone: Non-Public Schools -- select one -- REGULAR ED BUS STOPS A01 A02 A04 (hold Ctrl to select multiple zones)	Date Range: from: 2012 Nov 16 00:00 to: 2012 Nov 16 23:59	Report Type 1 Select up to 5 assets and any filter criteria to generate a Schedule Report below. This report will only show results for the zones and times you select.		
Attribute Filters: Select Filters		Select Attributes: Select Attributes			
Generate Report					
Asset No: All Assets -- select one -- -- select one -- -- select one -- -- select one --				Report Type 2 Search all assets and up to 5 zones to generate a Schedule Report below. This report will only show results for the zones and times you select.	
Attribute Filters: Select Filters		Select Attributes: Select Attributes			



Idle Time Report

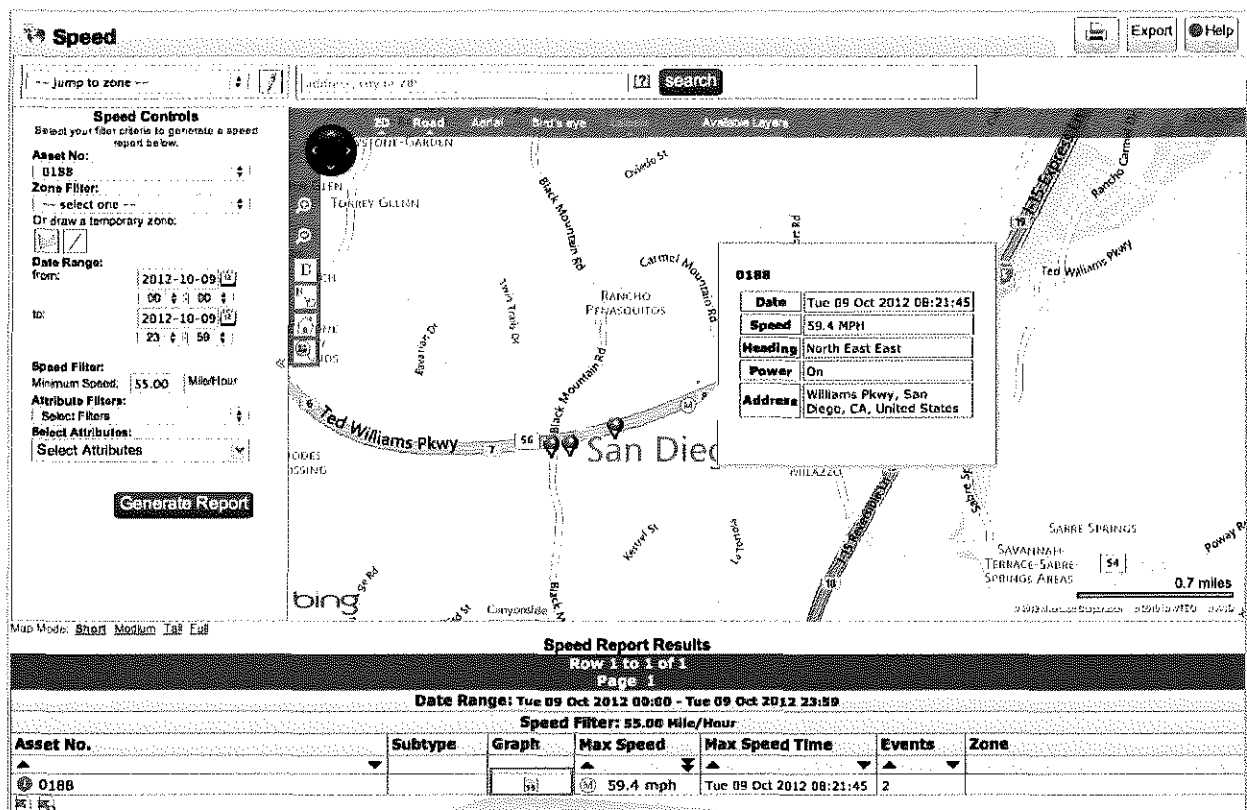
- **Use to:** Show where and when vehicles are idling excessively.
- **Benefits:** Provides quantifiable savings in fuel cost as well as greenhouse gases saved by lowering idling.
- **Options and features:** Associated ZAlert™ notifies management in real time of wasteful idling.
- **Customizable by:** Asset, attributes, idles within or outside of zone, date range, and acceptable maximum idle time.
- **Data collected:** Asset, dates, idle count, maximum idle time, idle time zone, total idle, total cost and emissions.



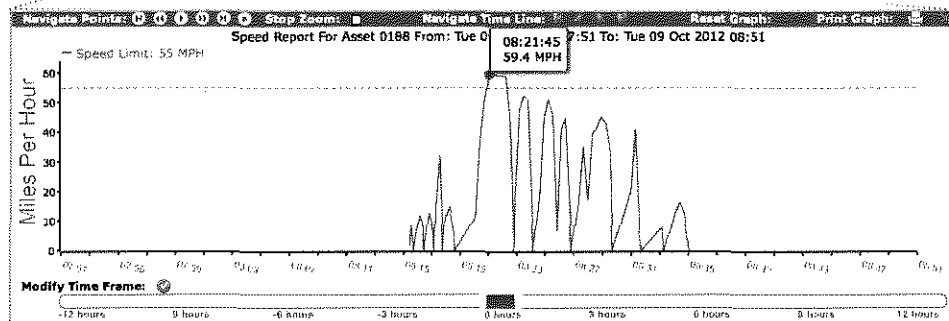
V3 HD-GPS Tracking Reports

Speed Report

- **Use to:** Prevent drivers from putting others in danger and your company at risk by speeding.
- **Benefits:** Resolves speeding complaints and provides evidence in accident cases using a year of historical data.
- **Options and features:** Associated ZAlert™ notifies management in real time of speeding out in the field.
- **Customizable by:** Asset number, date range, zone filter, attribute filters, maximum acceptable speed.
- **Data collected:** Asset number, maximum speed and time of occurrence, number of speeding events, and zone.



The Speed Graph illustrates whether speeding is a one-time occurrence or chronic violation. Hovering over a point shows the information and clicking it shows the point on the map.



GEO-FENCING CAPABILITIES

The Power to Protect Your Fleet

Zones see the world the way you do. Also called geo-fences, these areas let our system know where your vehicles should and shouldn't be, what your drivers should and shouldn't be doing, and what kind of activities you want to know about. Geo-fences make it easy to locate your assets by using the names you give them instead of addresses.

Simple to draw. A geo-fence is just a virtual area you draw right on the map to define a place of interest. You can outline as many zones as you need and change them at any time within our system. We provide three options to address a variety of situations:

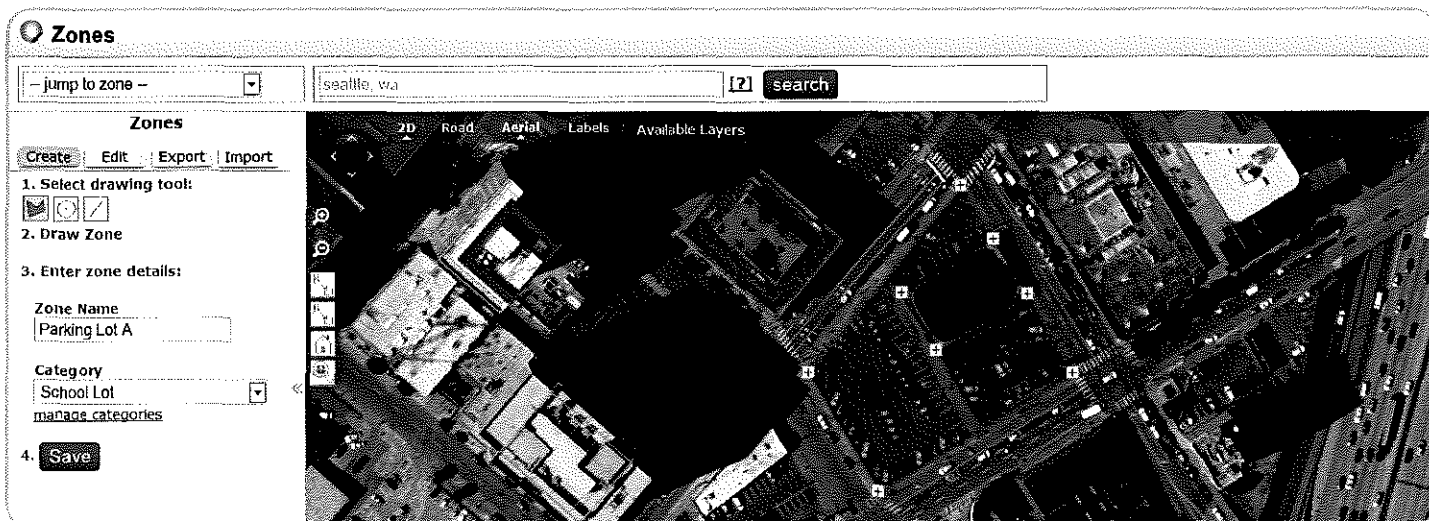
- Polygons: Fit areas of any shape, defining perimeters.
- Lines: Define a point of crossing or speeding.
- Circles: Outline an area within a certain distance.

Know who is where. Within each geo-fence, our system knows when an asset exits or enters and how many miles it's been driven within that area. With geo-fencing, managers keep track of drivers without having to watch the map, solving many personnel issues without confrontation.

Summarize data by zone. Geo-fencing will help make sure drivers arrive on time, provide data for billing if needed, and help you know how much time has been spent at each location. Reports within the system can be filtered by zone, so you can analyze the activity happening in each area.

Keep drivers on the path. Geo-fencing is great for keeping assets out of prohibited areas. You can opt to receive an alert via text message or email if a driver enters somewhere off-limits. If you find that drivers are going to an inappropriate location while on the clock, you can draw a geo-fence around the area and run a report to find out who has been there and how much time they've spent at that location for up to the last year.

Provides location-based intelligence. Geo-fencing provides managers the kind of control we could have never imagined just a decade ago. This amazing capability offers assurance that your vehicles are in safe hands, that money isn't being wasted on timecard padding, and that fuel isn't being used for personal errands.



WHAT WILL GEO-FENCES DO FOR YOU?

Address complaints using data.

If a citizen says one of your drivers was speeding, you can now simply draw a temporary linear geo-fence across the road in question, set the speed parameters, and query as to whether any of your drivers were speeding while passing that strip of road, any time over the last year. "He said, she said" conflict is resolved in an instant using hard data.

Alert you as vehicles approach.

With the circular geo-fence, you'll be able to set a perimeter around a location that will warn you when an asset is about to reach its destination. You'll get advance notice that vehicles are arriving so staff can be ready and eliminate delays. Save even more time by importing multiple stops and automatically applying a circular zone to each one.

Track your vehicles on your terms.

Geo-fences turn coordinates and addresses into labels that are easy to recognize, because you create them. Using the same terms you use in the yard, GTC will provide a full rundown of a vehicle's activities as they enter and exit zones, including duration and miles driven.

Prevent unauthorized vehicle use.

Using geo-fences, our system can create an alert to let you know if drivers exit an area that their vehicles are supposed to stay in, or if they enter a prohibited area.

Schedule Export Help

☒ Show form

Report Type 1
Asset: 4891

Date	Zone	IN	OUT	Time In Zone	Duration	Distance
2012-05-16	Las Vegas - North	06:47:17		--	00:00:00	0.0 Miles
2012-05-16	Las Vegas - North		07:44:26	00:57:09	00:57:09	0.4 Miles
2012-05-16	Las Vegas - North	15:04:20		--	07:19:54	76.3 Miles
2012-05-16	Las Vegas - North		16:12:38	01:08:18	01:08:18	76.8 Miles
2012-05-17	Las Vegas - North	06:48:05		--	14:35:27	113.0 Miles
2012-05-17	Las Vegas - North		07:45:33	00:57:28	00:57:28	113.3 Miles
2012-05-17	Las Vegas South	08:33:00		--	00:47:27	144.1 Miles
2012-05-17	Las Vegas South		09:24:37	00:51:37	00:51:37	144.4 Miles
2012-05-17	Las Vegas South	10:41:55		--	01:17:18	182.8 Miles
2012-05-17	Las Vegas South		11:03:32	00:21:37	00:21:37	183.0 Miles
2012-05-17	Las Vegas South	14:52:32		--	03:49:00	232.9 Miles
2012-05-18	Las Vegas South		08:19:11	17:26:39	17:26:39	233.4 Miles

GPS Zone Alert

* On Exit GPS Zone: - Zonar Yard - Las Vegas - North Las Vegas South Wickenburg South Lake Tahoe Yard

* On Enter GPS Zone: Kyrene Yard Mountain View Yard Casa Grande Yard Douglas Yard

Monitor Activity Starting: Monday 08 00

And Ending: Friday 23 59

Use Auto Resolve: ☐

ABOUT ZONAR

- More than 250,000 units in the field
- 24/7 support
- 99% customer retention rate

That's the Zonar story.

MEET THE ZONAR TEAM



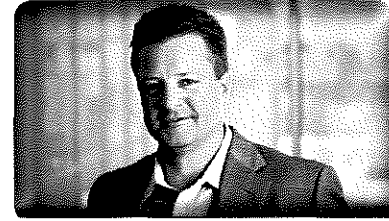
Brett Brinton
President and CEO

Brett established the company with four founders in 2001, developing and introducing the first Electronic Vehicle Inspection Report (EVIR) system in the transportation industry. Since the inaugural EVIR product, Zonar has diversified its solutions and expanded its markets under Brett Brinton's vision and leadership.

Brett's interest in business began while studying pre-medicine at the University of California-Irvine. He planned to use this degree to serve his Native American Potawatomi tribe, but instead moved to Seattle, WA in 1989 to begin a business with his father, William Brinton Sr. and brother, Bill Brinton.

The family founded **Wasser High Tech Coatings**, and the company soon became the leader in industrial coatings for bridges, airports and sports stadiums. As he's done with Zonar, Brett undertook the challenge of bringing a new product to an old, established, and conventional market place. This experience working alongside his father gave Brett a foundation for the business savvy and enterprising skills that led to success when launching Zonar in 2001.

In 1999, the Brinton's sold Wasser and Brett remained with the company for one year in a leadership role. After selling Wasser, Brett joined **Eurochemie B.V.** in the Netherlands, where he helped establish the new product line with over \$1 million in sales the first six months. He then started Zonar with four other co-founders and the EVIR inspection product, leading to an annual yearly growth of 65% for the next decade.



Mike McQuade
Chief Technology Officer

As Zonar's CTO and co-founder, Mike brings the customers' needs to the R&D team. Mike began using technology to increase safety while at **Zetec**, where he used robotics and networking systems to secure hazardous areas. Prior to Zetec, Mike tested avionics systems for commercial and military aircraft at **Sundstrand Data Control**. His experience in both writing software and designing hardware ensures that Zonar's products and services are fully integrated for a seamless user experience. His father drove trucks for a living, which inspired Mike's mission to provide valuable solutions that make the roads safer for everyone.



Chris Oliver
Chief Marketing Officer

Chris has spent more than 15 years developing and implementing marketing strategies that get things moving for companies in the business of making things move. With experience as both a corporate executive and consultant in the public and private sectors, Chris has a solid understanding of what it's like to operate a fleet in today's highly competitive and heavily regulated environment. He brings to Zonar creative foresight for tomorrow's market. Chris holds a B.B.A. in marketing, finance and international management from the **University of Toledo**.



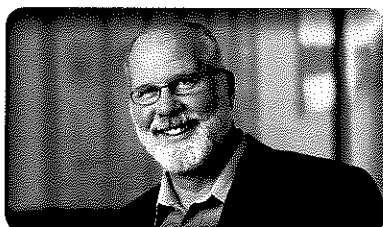
Kendall Stever
Chief Financial Officer

Kendall brings 25 years of financial experience to Zonar. Kendall was CFO of **Verathon Medical, Inc.**, a leading designer, developer and manufacturer of proprietary medical devices. Kendall was also Corporate Controller for **Immunex Corporation**, a premier developer of biopharmaceutical technology. He held various financial management positions during the company's growth from a 200-person research company to an integrated research, manufacturing and sales organization with more than 2,000 employees and annual sales exceeding \$1 billion. He is a CPA and holds a B.A. in business administration from the **University of Washington**.



Chris Hines
Executive Vice President

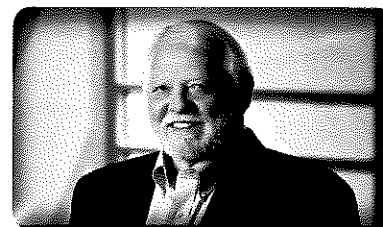
Chris joins Zonar as Executive Vice President bringing over 25 years of financial, operational and technological experience from the transportation industry. Prior to joining Zonar, Chris held several leadership positions in commercial transportation—most recently serving as President & COO of the **Celadon Group**. Chris also served as President and CEO of **Tripmaster**, President and CEO of **Atypical Holdings**, President of **Pegasus Transtech**, and Executive Vice President of **Terion Tracking Systems**. He also spent 16 years with **GE Capital** culminating in a role as the president of **TIP North America** – a \$550 million, 125-branch leasing business.



Eric Manegold
Business Development

Prior to co-founding Zonar, Eric spent 25 years in commercial sales representing **John Deere**, **Mercedes Benz** and **Freightliner Trucks**. Throughout his professional career Eric has specialized in introducing new products and technology to the transportation and construction industry.

Eric is now responsible for the introduction of Zonar's solutions to the nation's most innovative commercial vehicle operators, customers and manufacturers. Eric attended the **University of Montana**.



Don Carnahan
Business Development

Don brings more than 45 years of leadership in the education and pupil transportation industry, including school district administration and department of education administration. Don was inducted into the **National Association for Pupil Transportation (NAPT)** Hall of Fame in 2006. He is currently the President Elect and is on the NAPT Foundation Board of Directors. Don earned a B.A. from the **University of Washington**, where he played on two Rose Bowl football teams, and earned his master's degree at **Central Washington University**.

ABOUT ZONAR

250,000 UNITS IN THE FIELD,
80% OF SCHOOL BUSES THAT USE GPS,
99% CUSTOMER RETENTION RATE,
THAT'S THE ZONAR STORY.

Zonar's 12 years of experience working with pupil transportation has given us a strong background in the special requirements of these varied implementations. With our large customer base and implementation experience, we have the knowledge required to create a comprehensive plan for the Suwannee County School Board.

We have more than 75,000 units installed on school buses around the country, working with more than 260 school districts and some of the largest pupil transportation companies in the world. We also have a long-standing partnership with First Student, the largest school bus operator in the United States, to equip their 50,000 buses with Zonar products.



Recommended by the experts. Zonar's solutions are one of only six products honored as officially Recommended Products of the National Association of Pupil Transportation. The NAPT Board only recommends products when they believe "the type of product or service is essential to personal growth and development, staff development, human resources management, or operational safety and efficiency."



Honored for our innovations. Our ZPass™ student tracking technology recently won the internationally-known Edison Award in the Innovative Services for Health, Wellness, and Safety category. The Edison Awards symbolize the persistence and excellence personified by Thomas Edison, inspiring America's drive to remain in the forefront of innovation, creativity and ingenuity in the global economy.



Nationally recognized. Citing the fact that 5,000 students a year get lost while riding home on the bus, NBC's Today Show spotlighted the ZPass™ as a high-tech way to keep kids safe. Their story featured a school district where a boy had recently been lost for 45 minutes because he missed his stop. The district now uses ZPass.



ZONAR

OUR HISTORY

2001 Zonar established in October.

2003 EVIR™ patent awarded; First Student becomes customer.

2006 Filed for Ground Traffic Control™ patent.

2008 50 million verified visual inspections conducted in the U.S.

2010 Introduced ZPass™; Zonar featured on NBC's Today Show.

2012 V3 and 2020 Tablet released.

2002 Grows to 11 employees; EVIRCOM developed.

2004 Approximately 30 First Student sites installed.

2007 HQ moves to current building.

2009 100th employee hired.

2011 Partnership with Daimler.

THE ZONAR EXPERIENCE

PHASE 1 EASY INSTALLATION



MORE THAN 250,000 UNITS INSTALLED

With 10 years' experience installing telematics solutions in a wide variety of vehicles and assets, we've learned how to do installations right. We handle an average of 4,000 installations a month, so we know how to transition your fleet in quickly.

From the moment you're with Zonar, your account will be coordinated by your field service representative. Your FSR will make sure we meet your installation schedule on time.

IMPLEMENTATION ON YOUR TIME

Our ultimate goal is to provide you with the service you need as soon as you need it. We pride ourselves on working hard to meet whatever schedule will be most cost effective for our customers.

You just provide us a vehicle list, and we will coordinate the hardware delivery, troubleshoot any installation issues, and perform a quality control check of your units before the installer leaves your site.

Our trusted and experienced third-party installers will coordinate the schedule with your team. Throughout the entire process, your field service representative will be there to answer any questions you may have and to make sure your solution is installed according to your specifications.

PHASE 2 COMPREHENSIVE TRAINING



WORKING SMARTER WITH ZONAR

Life's about to get easier for your staff. The benefits of Zonar's solutions will help them do their jobs faster, better and more accurately, but only if they know how to work the system.

That's why we provide on-site training, where we'll teach your staff how to maximize the ROI in both time and dollars saved.

HANDS-ON EXPERIENCE

We make sure all your employees get to see real instances of our web-based Ground Traffic Control™ software. It's so user-friendly that anyone who has looked up directions on the Internet will recognize many of the features of the mapping software.

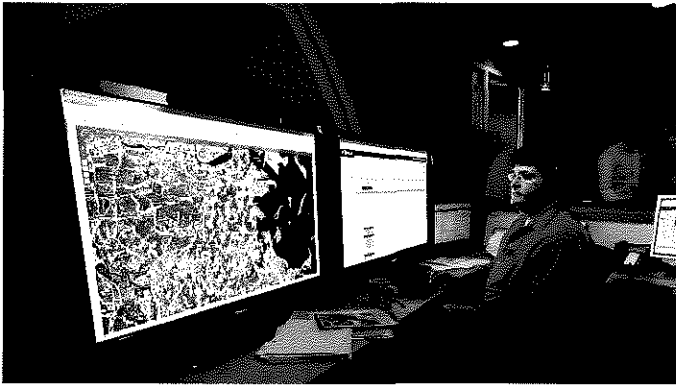
CLASSES DESIGNED FOR YOUR ORGANIZATION

We'll design our classes around your needs, including class options for drivers, maintenance and administrative staff.

Even after your on-site training is over, we'll always be there to offer an unlimited number of web-based GoTo Meetings to continue to answer staff questions, should any arise. We want you to know how to work the system, so the system can work for you.

PHASE 3

CONTINUED 24/7 SUPPORT



THE BEST SUPPORT, ANY TIME, ANY DAY

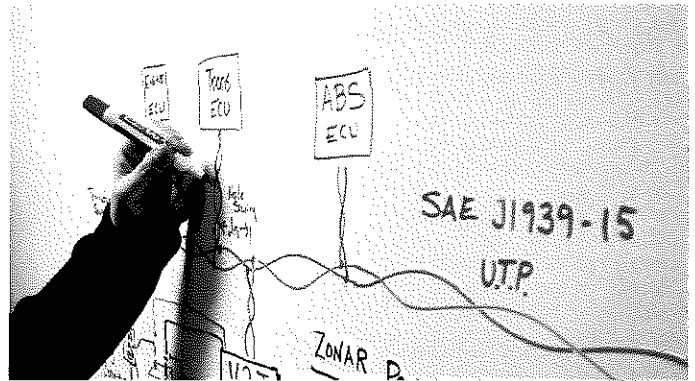
Zonar's commitment to continued service and support is paramount to the way we operate. Our customer care team is there to make sure you know how to get the most out of your GPS system. We will be happy to assist any staff member who has questions about using the Zonar solution to its maximum efficacy, to ensure the highest return on investment possible.

OUR FIRST-CLASS SUPPORT INCLUDES:

- Updates handled by Zonar staff, seamless for your users.
- GoTo Webinars and videos to educate you on updates to the system, if needed.
- Customer newsletters to keep you updated on any system improvements and maintenance times.
- Help Desk staff available to answer calls 24/7/365.
- Online Help Guides so that you can always have unlimited copies of the latest information, such as:
 - Hardware, installation and software operation guides and manuals in PDF format
 - Training videos
 - HTML help pages
 - OMI guide to exporting data

PHASE 4

IMPROVEMENT AND UPGRADES



CONSTANT IMPROVEMENT TO REACH GOALS

Your goals are our goals. We put our resources behind our customer service, so we can always be in touch with the challenges you face, and behind research and development, so our team of 50 can craft the solutions you'll need tomorrow.

At Zonar, our goals will always be to help you:

- Continually improve the satisfaction of those you serve.
- Provide safe service by promoting proper driver behavior and alerting dispatch to safety violations.
- Monitor the cost effectiveness and economic sustainability of operations via reports on fuel use and more accurate payroll records.
- Maximize efficiency by automating reporting processes and streamlining administrative procedures.

THE FUTURE OF ZONAR

The guiding principles that will shape the future of Zonar innovations include promises to:

- Make the roads safer for everyone.
- Make fleets more environmentally friendly.
- Help our customers reach their goals.

IMPLEMENTATION ROLES AND RESPONSIBILITIES

Based on a decade of implementation experiences, we have created the following plan for Suwannee County Schools. This plan of clearly defined roles, responsibilities and tasks provides for a streamlined and cost-effective process that will have your new GPS solution up and running in no time, so you can start to realize your ROI as soon as possible.

	Implementation			Training Implementation Support
	Pre Installation	Installation	Post Installation	
Suwannee County Schools	Provides vehicle information	Monitors installation progress	Establishes inventory and begins tracking	
Zonar	Coordinates hardware delivery	Troubleshoots any installation issues	Conducts quality check of installations	
Installer	Coordinates installation schedule	Performs and checks installations	Remains on location until QC is cleared	

PRE-INSTALLATION

Suwannee County Schools Team

- Review the current vehicle list for the location scheduled for GPS installation.
 - ☒ Export Suwannee County Schools data to Microsoft Excel.
- Review data with the Operations Manager and discuss anticipated vehicle transfers and retires.
 - ☒ Modify vehicle list as necessary.
- Call Contract Manager and provide a high-level overview of the planned GPS deployment.
 - ☒ Confirm time to schedule a Location GPS Installation Discussion conference call.
 - ☒ Request the Shop Manager review and confirm the vehicle numbers and asset numbers scheduled for GPS installations.
- Email list to Contract and Shop Manager for review and confirmation.
- Determine number of GPS devices needed.
 - ☒ Receive confirmed vehicle list targeted for installation from Contract Manager.
- Review the location GPS Installation details with Zonar.
 - ☒ Review number of vehicles targeted for installation.

- ☒ Target installation start and end dates.
- ☒ Target installation days and determine if weekend work is required to meet the time frame.
- ☒ Target hours for weekday and weekend installations.
- Conduct location GPS Installation Discussion with the Contract and Shop Managers.
 - ☒ Confirm number of installations to perform.
 - ☒ Review targeted installation time frame and start date.
 - ☒ Review hours for installations to be performed during weekdays and weekends.
 - ☒ Review state inspection dates and additional initiatives assuring that nothing else is taking place during proposed installation time frame.
 - ☒ Validate master keys are available for all vehicle types. If not, determine where all vehicle keys are kept.
 - ☒ Confirm location access for installation technicians during the installation hours.
 - ☒ Confirm secure location to store devices and staging supplies.
 - ☒ Confirm availability of vehicles and secure the necessary staff commitments.
 - This includes the technicians' training.
 - ☒ Confirm shop availability for use of work bays for installation technicians to perform the GPS installation during bad weather.
 - ☒ Discuss roles and responsibilities of the location team (managers, technicians and drivers).
 - Verify they understand how their participation factors into the success of the effort and are able to provide and secure the resources required.
 - ☒ Identify secondary contacts and escalation paths during the installation.
 - ☒ Contact Zonar team to discuss details of call.

Suwannee County Schools Location

- Location should understand and address the following details:
 - ☒ All installations will take place at the location and will be performed outside.
 - ☒ Arrangements will be made for installations to take place in the shop bays during bad weather.
 - ☒ Arrangements will be made to provide all park-out vehicles or "off-site" vehicles to be installed.
 - ☒ Location access and work areas will be provided to the installation team.
 - ☒ A secured location will be provided to store GPS devices and supplies within the location.
 - ☒ All vehicles for installations should be available according to the set schedule.
 - ☒ Vehicle keys will be made available.
 - ☒ The Installer will be on location every day during the installation.

Zonar Team

- Review the asset list.
 - ☒ Update orders on the "Orders and Shipment Tracking document."
- Verify accurate ship/receive date and address with the production department.
 - ☒ Update shipping and tracking numbers on the "Orders and Shipment Tracking document."
- Notify the location of Zonar equipment shipment using supplied email template.
 - ☒ Supply shipment tracking information.
 - ☒ Verify that the location will store the equipment in a secure location.
 - ☒ Remind the location about the install start date.
 - ☒ Begin discussions in regards to training and QC work.
- Create "Location Install Tracker document."

Installer

- Review location asset list and location schedule deadlines.
- Verify with Zonar that equipment will be on location for scheduled start date.
- Review the following with the location:
 - ☒ Asset list with CM and Shop manager.
 - ☒ Availability of vehicles and keys during install.
 - ☒ Access to location after hours and weekends.
 - ☒ Schedule to have any park-outs come in for installation.
- Email a list of all changes to Zonar team and Suwannee County Schools team for approval.
 - ☒ Review with Zonar and Suwannee County Schools team changes made to the asset list or schedule.

INSTALLATION

Suwannee County Schools Team

- During the installation the Suwannee County Schools team functions to:
 - ☒ Serve as an escalation point.
 - ☒ Review and approve changes to the install list.
 - ☒ Monitor installation progress.

Suwannee County Schools Location

- Participate in Installation Discussion with Suwannee County Schools leadership and Zonar teams.
- Coordinate installation schedule with Installers providing vehicles and keys.
- Sign off on all installations confirming approval.
 - ☒ Report all installation issues to Suwannee County Schools leadership.

Zonar Team

- Review all installations from the installer provided "Install Tracker all Locations."
- Update "Location Install Tracker."
 - ☒ Review and update corrected issues from previous installs.
 - ☒ Identify GPS units that fail to comply with all required transmissions.
 - ☒ Update "Master Install Tracker" with location's data.
- Notify installer of vehicles that are not functioning properly.
 - ☒ Reply to installer status update email with issues.
 - ☒ Note the location, install date, asset number and GPS ID.
- Send status updates to Suwannee County Schools team as needed.
 - ☒ Send "Master Install Tracker" on a weekly basis or as requested.
- Zonar team on location should QC the installations verifying the following:
 - ☒ All installations should be consistent with the "Installation QC doc," "Zonar Equipment Installation Manual" and "SOW."
 - ☒ Installations with issues should be noted, corrected and escalated as necessary.
 - ☒ An installation status call should occur once the installation is approximately 50% complete.
 - ☒ At a minimum invite:
 - › Contract Manager

- › Shop Manager
- › Zonar Key Account Support Manager
- › Suwannee County Schools QA Team
- › Installation Vendor
- ☒ Status call should be scheduled for 15 minutes to allow time to discuss installations and issues. Incorporate the following at a minimum:
 - › Open items.
 - › Installations completed vs. scheduled (Installed, Zonar and Suwannee County Schools QA'd, completed rework performed).
 - › Timing per installation.
 - › Completed installations experiencing issues.
- Communicate with Installer to coordinate when the technicians will be leaving the site.
 - ☒ Ensure availability of Zonar representative for clearance of install team.

Installer

- Introductions and review of assets with Contract Manager and Shop Manager.
 - ☒ Review with location, the install schedule, keys, equipment storage and availability of vehicles.
 - ☒ Any changes to "Site Install Tracker" need to be reviewed and approved by Suwannee County Schools team.
- Perform physical inventory of all Zonar equipment on location.
 - ☒ Verify packing slips with boxed equipment.
 - ☒ Any requests for equipment need to be submitted upon initial inventory to Suwannee County Schools and Zonar teams.
 - ☒ Verify all asset tags against "Site Install Tracker."
 - ☒ Perform installs in accordance with the "Zonar Equipment Installation Manual" and "SOW."
 - ☒ A form will be filled out for every vehicle installed verifying proper installation.
 - ☒ Perform system check, idle vehicle, download a Pre-Trip, activate I/O.
 - ☒ Leave each vehicle clean and in the same condition as entered.
 - ☒ Resolve daily outstanding installation issues as provided by Zonar team.
- Track all installs electronically.
 - ☒ A daily installation sheet will be kept in order to identify the true average completion time per vehicle.
 - ☒ Provide a copy of "Install Tracker all Locations" to Zonar team no later than noon Eastern time.
 - ☒ Communicate all installation issues to technicians as soon as possible.

POST INSTALLATION

Suwannee County Schools Team

- Serve as an escalation point for unresolved installation issues.
- Contact location to recover any unused Zonar equipment and have it returned.
- Provide Zonar a list of serial numbers of the units entering Suwannee County Schools inventory.

Suwannee County Schools Location

- Ensure that all installations have been reviewed and signed off.
- Confirm all vehicles that were not installed.
 - ☒ Provide list to Suwannee County Schools and Zonar team.
 - ☒ Return all remaining Zonar equipment.

Zonar Team

- Review all installations at the location to confirm proper status of all equipment.
 - ☒ Work with Installer to resolve outstanding issues.
 - ☒ Clear installer to leave location.
 - ☒ Report outstanding issues and final installation numbers to Suwannee County Schools team.
 - ☒ Remind Suwannee County Schools team to have location ship back remaining equipment.

Installer

- Final review of all installation will be performed by the Zonar team to ensure proper installation and functionality.
 - ☒ Remain on location until cleared by Zonar team.
 - ☒ All issues should be reviewed and resolved prior to leaving site.
 - ☒ Exceptions should be communicated to Zonar team and Shop Manager with an understanding of how to resolve.
- Final Inventory of all remaining Zonar equipment.
 - ☒ Consolidate remaining inventory into as few boxes as possible.
 - ☒ Make arrangements with the location to leave equipment in a secure location.
 - ☒ Communicate to Zonar team quantity of each item remaining including serial number for GPS units and its location.

TRAINING

Zonar Team

- Contact location to verify training dates and times.
- Follow all procedures as outlined in "Customer Training Agenda."
- Ensure that all forms are properly filled out by location.
- Ensure that all participants sign an attendance sheet.
- Review all troubleshooting guides and troubleshooting result documents with the location.
- Review installation and hardware placement with the location.

Suwannee County Schools Location

- Training will occur shortly after or during the installation.
 - ☒ Coordinate with Zonar Team to select a date for training.
 - ☒ The following people should attend training:
 - › Contract Manager
 - › Asst. Contract Manager
 - › Shop Manager
 - › All technicians
 - › Driver trainers
 - › Regional staff
- Upon completion of training the location should:
 - ☒ Begin using the system.
 - ☒ Begin to train all drivers and staff on system.
 - ☒ Be completely up and running within a reasonable time frame.

SUPPORT

Zonar Customer Support Team

Upon completion of the install, all Suwannee County Schools sites are monitored for errors.

Daily Support Tasks

- Resolve support requests as they arise.
 - ☒ Review daily generated support emails and reports to evaluate site status.
 - ☒ Notify location of potential defective equipment and work with them to troubleshoot or replace.
 - ☒ Create necessary RMAs and provide site with tracking information.
 - ☒ Call/email sites with outstanding equipment.
- Receive updates from deployed CSR(s) regarding location functionality and attitudes toward Zonar.
 - ☒ Work with location to train them on how to troubleshoot their equipment.
 - ☒ Troubleshoot problematic equipment on site using "GPS Units Report."

Weekly Support Tasks

- Produce weekly reports for Suwannee County Schools.
- Perform phone/web training.
- Follow-up on outstanding support issues.
 - ☒ Open RMAs and recent orders.
- Utilizing the "Smart Asset Report," update the "Customer Health Report."
 - ☒ Prioritize locations according to the "Health Report."
 - ☒ Assign transmitting orphaned GPS IDs to assets.
 - ☒ Identify locations that need to be contacted.
 - ☒ Deploy CSRs as needed to necessary locations.

Monthly Support Tasks

- Login to each account at least twice a month.
 - ☒ View the GPS units report, failed inspection log, open defects report.
 - ☒ Call/email sites to inform them of updates and enhancements.
- Schedule necessary site visits for training, installation and troubleshooting.
- Create KPI report for customer.

INSTALLATION ROLES AND RESPONSIBILITIES

During the installation process, Suwannee County Schools staff, the installer crew and the staff of Zonar will work together to implement the system in the most efficient way possible to get your fleet on the road. The following section outlines the responsibilities of each party during the Pre-installation, Installation and Post-Installation Processes.

Zonar Team

Roles	Installation Responsibilities
Project Manager	• Oversee total quality management of project. • Attend and facilitate status and team meetings. • Participate in device implementation planning sessions. • Lead the effort for organizational effectiveness. • Serve as the escalation point for issue resolution. • Manage device implementation team(s) to ensure scope, timeline and devices are delivered and installed in a quality and timely manner. • Review status of device installations and provide summary during status calls.
Installation Manager	• Facilitate device implementation planning sessions. • Facilitate status and team meetings. • Work with installers and Customer Care Management as needed for issue resolution. • Track and coordinate issue resolution provided by team members at time of notification. • Track status of device installations at location(s). • Serve as escalation point for issue resolution. • Follow the Device Deployment and QC document. • Instruct location training and orientation as needed.
Field Service Representatives	• Review and verify data transmission of installed GPS devices. • Provide status, issues and possible risks to the Zonar team. • Instruct location training and orientation. • Attend status and team meetings. • Participate in device implementation planning sessions. • Follow the Device Deployment and QC document.

Suwannee County Schools Team

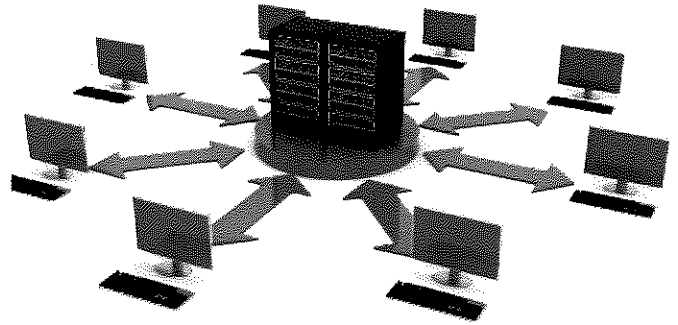
Roles	Installation Responsibilities
Suwannee County Schools Location Manager	• Attend status and team meetings. • Participate in device implementation planning sessions. • Provide access to the location when necessary. • Ensure vehicles and keys are available for all scheduled installations. • Report any issues and possible risks as they arise to the Zonar Team. • Oversee training and orientation to assure all necessary persons are trained.
Shop Manager	• Validate location vehicle list. • Attend status and team meetings. • Participate in device implementation planning sessions. • Ensure mechanical issues discovered during installations are resolved in a timely manner. • Provide work bays in shop for installations during undesirable weather. • Oversee device installations. • Attend post-installation mechanic training. • Report any issues and possible risks as they arise to the Zonar representative.
Maintenance	• Resolve mechanical issues discovered during installations in a timely manner. • Attend post-installation mechanic training.

Installer Team

Roles	Installation Responsibilities
Installation Team Project Manager	• Oversee total quality management of installation(s). • Attend and facilitate status and team meetings. • Participate in device implementation planning sessions. • Serve as the escalation point for issue resolution. • Provide status including issues and possible risks on a daily basis to the Suwannee County Schools and Zonar team. • Ensure that all installations are complete and verified before releasing technicians.
Installation Technician(s)	• Contact Zonar Team upon completion of all installations at the location. • Complete pre- and post-installation check list paperwork for each vehicle. • Manage all on-location inventories. • Provide installer Project Manager status including issues and possible risks on a nightly basis.

ZONAR'S OPEN API

At Zonar, we maximize the ROI of our products by providing an open API that allows our customers to leverage the data captured by their telematics solutions for an unlimited number of secondary uses. This API would allow Suwannee Schools to export data to Versatrans and Dossier.



What is an API?

API stands for Application Programming Interface. It's the interface implemented by our application which allows other applications to communicate with it.

Why is an open API beneficial?

The key word is communication. APIs make it possible for applications to understand one another and use the same data for different functions.

How will we interact with it?

APIs are usually invisible to the end user, much like the HTML code on a web page works behind the scenes. API is code that our programmers created so that other programs can extract your fleet data, such as location, speed, and any other information gathered by your Zonar solution. We export this data in CSV for use in Excel documents, Shape files for ESRI maps, and KML for integration with programs such as Google Earth. Our API is crafted to expose only the data that's needed for each function, while keeping all other data secure.

How will we use the API?

That will depend on your needs. Here are some ways other customers have used the API:

- To power a public portal showing fleet locations.
- To track driver time and attendance for payroll.
- To partner with a routing provider.
- To automate work orders.

Who uses the API?

We will provide access for any third-party service. Inquiries as to specific functions that can be achieved through these integrations are best directed to the integrating company. There is no charge on the part of Zonar for integration; however other companies may charge a fee to extract the data needed for their services. Here are some of our many partners who have successfully leveraged our data to provide other services:



Optimizes bus routes and payroll information



Manages its defects using EVIR™ data



TransLoc®
Transit Visualization Systems

Provides a public-facing location portal



Uses EVIR™ information for driver time and attendance



Exports data for its own fleet management software

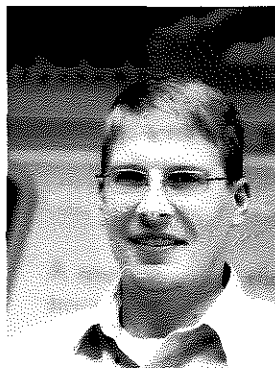


Provides automated fueling and fleet management system



Powers its proprietary software using Zonar data

YOUR PROJECT MANAGER



Mitchell Collings

600 Vine Street

Cincinnati, OH 45202

513.502.5666

Mitchell.Collings@zonarsystems.com

EMPLOYMENT

FIELD SERVICE SUPERVISOR, ZONAR

2010-Present

- Provides leadership and support by answering questions and partnering with cross functional departments to resolve difficult and complex situations
- Supervises employee performance and identifies areas of improvement
- Organize labor for extended hours and after hour projects
- Assist in improving and streamlining processes, procedures, and work instructions
- Provide quality Customer interactions by overseeing on-boarding of new customers and on-site support of existing customers
- Coordinate and implement changes to help documents, work instructions, and process flows
- Assist in the on-boarding and verification/QC of 3rd party installers
- Help new customers install and implement Zonar hardware and software
- Perform ground level troubleshooting on Zonar hardware/software

EDUCATION

- University of Louisville 2002-2003
- Northern Kentucky University 2003-2003

COMPUTER SKILLS

- Microsoft Office applications including: Access, Excel, PowerPoint, and Word
- Training in programming software including: Visual Basic, Java, C++, and HTML

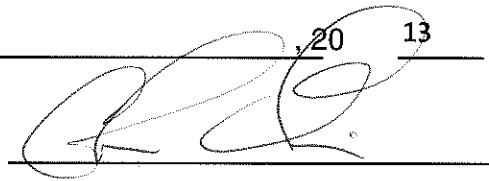
5 ADDENDUM FORM

Receipts of the following Addenda are hereby acknowledged (list all Addenda as follows):

ADDENDUM NO	Dated
ADDENDUM NO	Dated
ADDENDUM NO	Dated

Dated this Day 3 of July, 20 13

Signature of Owner or Authorized Officer:



Typed Name of Above: Chris Oliver, CMO

6 DRUG-FREE WORKPLACE CERTIFICATION

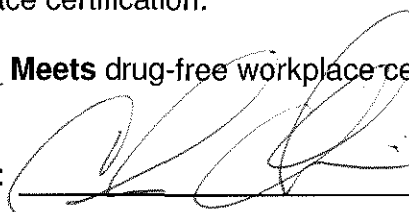
Whenever two or more bids that are equal with respect to price, quality, and service are received by the state or by any political subdivision for the Transportation of commodities or contractual services, a bid received from a business that certifies it has implemented a drug-free workplace program in accordance with section 287.087, Florida Statutes shall be given preference in the award process.

Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program.

Unless indicated below, the prospective bidder certifies, by submission and signature of this bid, that the bidder complies fully with the above drug-free workplace certification.

Please check mark in the space provided if your company **meets** the drug-free workplace certification.

☒ **Meets** drug-free workplace certification.

Signed:  _____

Title: Chris Oliver, CMO

Date: July 3, 2013

8 RESPONSE FORM

8.1 **Delivery:** Please answer the following delivery questions:

8.1.1 What is your company's delivery time after receipt of order?

We deliver 17 days after a purchase order is received.

8.1.2 Vendor is able to comply with the delivery requirements as stipulated in Section 3.9

☒ Yes

☐ No

8.2 **Minimum Order:** Vendor does not require a minimum order.

☒ Yes

☐ No

8.2.1 If no, what is the amount of minimum order? (*Note: a minimum order requirement may cause this response to be rejected*). _____

ADDITIONAL INFORMATION

Financial Statement: Zonar is a profitable, privately held corporation which has earned a compound annual growth rate of more than 65% since it was founded in October 2001. Due to the highly competitive nature of the industry in which Zonar operates, the company's financial information is held in the strictest confidence and is not shared outside the executive level of the management team. However, if selected as a finalist, we would be willing to provide recent historical financial information under a non-disclosure agreement.

References:

1. Collier County Schools

5700 Cougar Lane, Naples FL 34109

2. Duval County Schools – First Student

5703 Commonwealth Ave, Jacksonville FL 32216

Warranty:

Zonar warrants that the Hardware provided under this agreement is free from all material defects in workmanship under normal use and service. Zonar's warranty period for its Hardware is as follows:

V3™ Product Line – 5 Years

EVIR™ – 3 Years

All Other Hardware – 1 Year

The above warranty periods run from the date of shipment. Provided that the Hardware is used and handled as intended, Zonar will replace any failed or functionally impaired Hardware with equivalent Hardware in terms of performance and functionality.

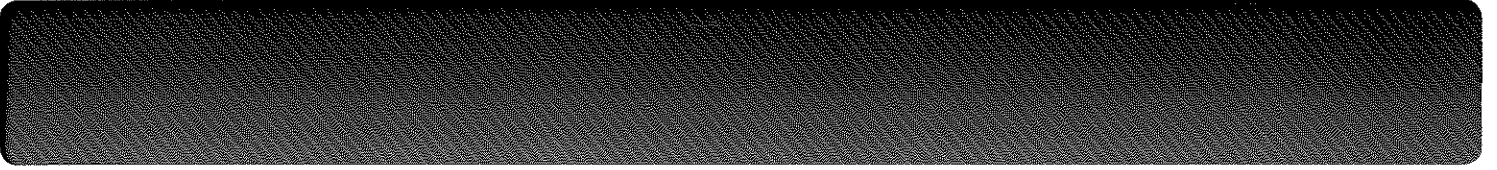
This warranty does not apply to any Hardware that has been misused, altered, willfully abused or that has been damaged due to improper installation by the customer. Hardware installations must follow Zonar's equipment specific installation guidelines. If product returned is determined to be damaged due to any of the aforementioned circumstances, the Customer will be charged the price of a refurbished unit plus shipping and handling.

Return of any Hardware requires a Return Material Authorization (RMA) number. All RMA's must be pre-authorized by Zonar Customer Care at:

E-mail: Customercare@zonarsystems.com

Phone: 1 877 THE EVIR

THIS LIMITED WARRANTY IS MADE TO SUBSCRIBER ONLY AND IS IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED. Zonar EXPRESSLY DISCLAIMS ANY IMPLIED WARRANTY OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, AND ANY WHICH MAY ARISE FROM COURSE OF PERFORMANCE, COURSE OF DEALING OR USAGE OF TRADE.



Recall Policy:

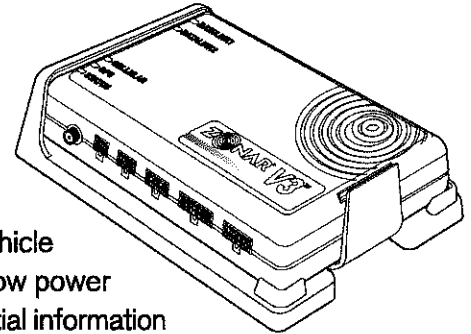
Zonar does not have a documented Recall Policy. However, we would like to point out that except for our Ztrak product, we design our own hardware (V3™ GPS, EVIR™, ZPass™ readers) and have such hardware built to our specifications. We control the manufacturing process, and are uniquely positioned to become aware of any hardware or software issues early in the product life cycle. Zonar very much has a vested interest in providing quality products, so we pay close attention to the hardware, firmware and software we provide to our client base.

During the warranty period, we aggressively pursue quality and performance issues, and when necessary firmware or hardware is replaced at Zonar's expense.

To emphasize our commitment to quality, we would like to note that our hardware has been selected as an OEM product for DTNA (http://www.zonarsystems.com/news-events/news/zonar_provides_dtna/). In order to qualify for an OEM device, our design and manufacturing standards had to meet much higher standards than normal for conventional consumer products. When you make a purchase from Zonar, you are benefiting from the quality commitments we had to make to earn OEM business from DTNA.

V3™: Fleet GPS Tracking and Vehicle Diagnostics System

The V3 is a telematics platform that collects data directly from the vehicle's ECM and integrates that information with satellite GPS readings for high precision reporting. The V3 features superior GPS tracking capability, remote vehicle diagnostics, 3G high speed data connection, built-in accelerometer, and ultralow power sleep mode. All of these features combine to provide fleet managers with essential information to make important operational decisions, improve data and tracking accuracy, and increase overall safety.



Features:

- Highly sensitive GPS receiver with low power consumption
- Auto switching internal/external GPS antenna circuitry
- Ultralow power sleep
- 3G Modem for high data bandwidth capability and fast data transfer rates
- 3-axis accelerometer for hard braking, hard acceleration, hard cornering applications
- Additional communication ports to enable added peripheral connectivity options
- Active high or low GPIO inputs
- Internal J3 ECU Interface

System Specifications:

Electrical

DC Input Range: 8 VDC to 30 VDC
Operating Current: 100 mA @12V (typical without peripherals)
300 mA @12V (maximum without peripherals)
Key-Off Current: <1mA

Environmental

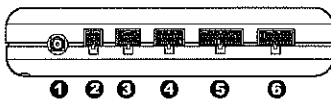
Operating Temp.: -40C to 85C
Storage Temp.: -40C to 85C
Humidity: 95% R.H., non-condensing
Shock/Vibration: SAE J1455, MIL-STD-202G
GPS Receiver Hybrid GPS/SBAS engine (WAAS, EGNOS, MSAS)
Very high sensitivity receiver
Rapid acquisition of satellites
GPS signal acquisition, tracking and navigation
On board GPS data storage

GSM/GPRS

Transceiver: GSM (2G) 850/900/1800/1900 MHz
WCDMA (3G) 850/1900 MHz

Approved External

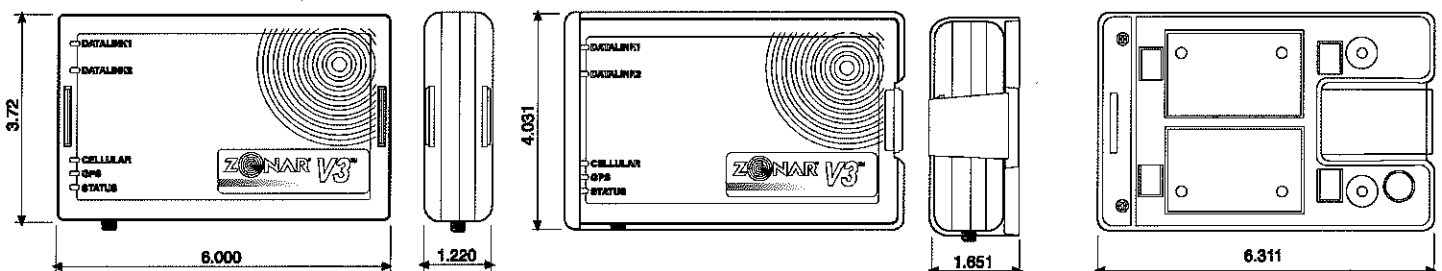
GPS Antennas: San Jose SM-19 - GPS



1. External GPS antenna (Optional)
2. 4 Pin Power Input
3. 6 Pin Accessory
4. 8 Pin 2010 Vehicle Mount (Optional)
5. 12 Pin Discrete Input/Output (Optional)
6. 10 Pin ECM input (JBus 1708/1939)

V3™

V3 MOUNT



DIMENSIONS IN INCHES

CERTIFICATE OF INSURANCE



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
01/15/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Parker, Smith & Feek, Inc. 2233 112th Avenue NE Bellevue, WA 98004		CONTACT NAME: PHONE (A/C, No, Ext): 425-709-3600 FAX (A/C, No): 425-709-7460 E-MAIL: ADDRESS:	
		INSURER(S) AFFORDING COVERAGE	
		INSURER A: Massachusetts Bay Insurance Co.	
		INSURER B: Allmerica Financial Benefit Insurance	
		INSURER C:	
		INSURER D:	
		INSURER E:	
		INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADD'L SUBR INSR	WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY ☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☒ PROJECT ☐ LOC			ZH2924879401	8/15/2012	8/15/2013	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
B	AUTOMOBILE LIABILITY ☐ ANY AUTO ☐ ALL OWNED AUTOS ☐ SCHEDULED AUTOS ☒ HIRED AUTOS ☒ NON-OWNED AUTOS			AW2957448201	8/15/2012	8/15/2013	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	☐ UMBRELLA LIAB ☒ OCCUR ☒ EXCESS LIAB ☐ CLAIMS-MADE DED ☒ RETENTION \$ 0			UH2924940001	8/15/2012	8/15/2013	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		Y/N N/A	ZH2924879401 ** WA Stop Gap	8/15/2012	8/15/2013	☒ WC STATUTORY LIMITS ☒ OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
B	Hired Auto Physical Damage			AW2957448201	8/15/2012	8/15/2013	\$500 Comprehensive \$500 Collision

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
 INSR: Hanover Insurance Co. | INS TYPE: Professional Liability | POLICY NUMBER: LH2924881002; Professional Liability | 8/15/2012 - 8/15/2013 | LIMITS: 2,000,000 Per Occurrence \$25,000 Deductible

Exhibit of Insurance

CERTIFICATE HOLDER

CANCELLATION

Exhibit of Insurance	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE

© 1988-2010 ACORD CORPORATION. All rights reserved.

ACORD 25 (2010/05)

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INSTALLATION ASSUMPTIONS

Assumes install of 74 Zonar V3 systems with ZPass.

Assumes Zonar base system is mounted on dash of vehicles.

Assumes minimum site access 6-days per week, 12 hours per day.

Assumes installs are completed at a single geographic location.

Assumes unrestricted access to sites, vehicles and Zonar hardware to complete the project during the timeframe described.

Delay Provision-Once tech is deployed, any delay outside of Velociti control that results in additional hours of activity will be billed at \$100 per hour.

Inclement weather is out of Velociti control and can result in additional days required to complete installs if covered area is not available.

Overnight stays will be charged at \$125 per tech, per night

Ground travel will be charged at \$1.00 per mile round trip

Air travel will be charged at cost

Cancellation Provision - The following fees will apply.

- a. If the project is cancelled greater than 7 days in advance of the project start date, no charges will apply.
- b. If project is cancelled 72 hrs or less of the project start date, then \$250 charge per assigned technician will apply.
- c. If the project is cancelled after the installation begins, then the lesser of the two applies: \$600 per day for all technicians assigned to the project on the two days following the cancellation date or per unit charges as quoted for 90% of the units on the asset list provided for the work order.

Per Unit Pricing to apply so long as the assets actually serviced for a specific project are not less than 90% of the expected assets. If customer has greater than a 10% reduction in assets for install, Velociti will bill for 90% of the quoted installations. If the variation in the assets is an increase, Velociti will bill the actual number of installations at the agreed upon Per Unit Pricing.

Any shipping charges are the responsibility of Zonar.

Installation includes 365-day warranty on workmanship.

Purchase Order commitment required 2 weeks in advance of project start date.

Payment Terms: Due upon receipt unless other terms are agreed upon.



Certificate of Registration

DR-11
R. 10/11

Issued Pursuant to Chapter 212, Florida Statutes

78-8014794781-6	04/15/08	04/01/08	MONTHLY
Certificate Number	Registration Effective Date	Opening Date	Filing Frequency

This certifies that

ZONAR
ZONAR SYSTEMS INC
18200 CASCADE AVE S STE 200
SEATTLE WA 98188-4728

has met the sales and use tax registration requirements for the business location stated above and is authorized to collect and remit tax as required by Florida law. This certificate is non-transferable.

POST THIS CERTIFICATE IN A CONSPICUOUS PLACE

THIS IS YOUR SALES & USE TAX CERTIFICATE OF REGISTRATION
(DETACH AND POST IN A CONSPICUOUS PLACE)



**REFER TO THE BACK OF THIS SECTION FOR
SPECIFIC INFORMATION REGARDING YOUR
COUNTY'S TAX RATES.**

THIS IS YOUR ANNUAL RESALE CERTIFICATE FOR SALES TAX

Note: New dealers who register after mid-October are issued annual resale certificates that expire on December 31 of the following year.

These certificates are valid immediately.



DR-11R, R. 10/11



2012 Florida Annual Resale Certificate for Sales Tax

DR-13
R. 10/11

THIS CERTIFICATE EXPIRES ON DECEMBER 31, 2012

Business Name and Location AddressRegistration Effective DateCertificate Number

ZONAR
ZONAR SYSTEMS INC
18200 CASCADE AVE S STE 200
SEATTLE WA 98188-4728

04/15/08

78-8014794781-6

This is to certify that all tangible personal property purchased or rented, real property rented, or services purchased on or after the above Registration Effective Date by the above business are being purchased or rented for one of the following purposes:

- Resale as tangible personal property.
- Re-rental as real property.
- Incorporation into and sale as part of the repair of tangible personal property by a repair dealer.
- Resale of services.
- Re-rental as transient rental property.
- Incorporation as a material, ingredient, or component part of tangible personal property that is being produced for sale by manufacturing, compounding, or processing.

This certificate cannot be reassigned or transferred. This certificate can only be used by the active registered dealer or its authorized employees. Misuse of this Annual Resale Certificate will subject the user to penalties as provided by law. **Use signed photocopy for resale purposes.**

Presented to: _____
(insert name of seller on photocopy) (date)

Presented by: _____
Authorized Signature (Purchaser) (date)

