

AssetWorks Inc.
NYS Price List Effective: 7/27/12

| SIN | Product Description | NY Price for orders up to \$100,000 | NY Price for orders over \$100,000 and up to \$200,00 | NY Price for orders over \$200,000 |
|--------|---|-------------------------------------|---|------------------------------------|
| | Base System Charge, Non-transit vehicle assets: | | | |
| 132-33 | FleetFocus Size (1-199 Units)- per vehicle unit (non bus/ non transit) | \$39.80 | \$34.76 | \$29.72 |
| 132-33 | FleetFocus Size (200-749 Units)- per vehicle unit (non bus/ non transit) | \$38.20 | \$33.37 | \$28.53 |
| 132-33 | FleetFocus Size (750 - 999 Units)- per vehicle unit(non bus/ non transit) | \$35.82 | \$31.28 | \$26.75 |
| 132-33 | FleetFocus Size (1000 - 2499 Units)-per vehicle unit (non bus/ non transit) | \$33.43 | \$29.20 | \$24.97 |
| 132-33 | FleetFocus Size (2500-4999 Units)- per vehicle unit (non bus/ non transit) | \$31.84 | \$27.81 | \$23.78 |
| 132-33 | FleetFocus Size (5000 - 7499 Units)-per vehicle unit (non bus/ non transit) | \$30.25 | \$26.42 | \$22.59 |
| 132-33 | FleetFocus Size (7500- 9999 Units)- per vehicle unit (non bus/ non transit) | \$27.86 | \$24.33 | \$20.80 |
| 132-33 | FleetFocus Size (10000- 12499 Units)- per vehicle unit (non bus/ non transit) | \$23.88 | \$20.86 | \$17.83 |
| 132-33 | FleetFocus Size (12500-14999 Units)- per vehicle unit (non bus/ non transit) | \$22.29 | \$19.46 | \$16.64 |
| 132-33 | FleetFocus Size (15000-19999 Units)- per vehicle unit (non bus/ non transit) | \$19.90 | \$17.38 | \$14.86 |
| 132-33 | FleetFocus Size (20000- 29999 Units)- per vehicle unit (non bus/ non transit) | \$15.92 | \$13.90 | \$11.89 |
| 132-33 | FleetFocus Size (30000- 49999 Units)- per vehicle unit (non bus/ non transit) | \$11.94 | \$10.43 | \$8.92 |
| 132-33 | FleetFocus Size (50000-99999- Units)- per vehicle unit (non bus/ non transit) | \$7.96 | \$6.95 | \$5.94 |
| 132-33 | FleetFocus Size (100000-299999- Units)- per vehicle unit (non bus/ non transit) | \$5.97 | \$5.21 | \$4.46 |
| 132-33 | FleetFocus Size (300000+Units)- per vehicle unit (non bus/ non transit) | \$3.98 | \$3.48 | \$2.97 |
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| | Base System Charge, transit vehicle assets: | | | |
| 132-33 | FleetFocus Size (0 - 49 Units)- per vehicle unit (bus/ transit vehicle unit) | \$378.06 | \$330.21 | \$282.35 |
| 132-33 | FleetFocus Size (50 - 99 Units)- per vehicle unit (bus/ transit vehicle unit) | \$358.17 | \$312.83 | \$267.49 |
| 132-33 | FleetFocus Size (100 - 199 Units)- per vehicle unit (bus/ transit vehicle unit) | \$338.27 | \$295.45 | \$252.63 |
| 132-33 | FleetFocus Size (200 - 299 Units)-per vehicle unit (bus/ transit vehicle unit) | \$318.37 | \$278.07 | \$237.77 |
| 132-33 | FleetFocus Size (300-399 Units)- per vehicle unit (bus/ transit vehicle unit) | \$298.47 | \$260.69 | \$222.91 |
| 132-33 | FleetFocus Size (400 - 499 Units)-per vehicle unit (bus/ transit vehicle unit) | \$278.57 | \$243.31 | \$208.05 |
| 132-33 | FleetFocus Size (500-759 Units)- per vehicle unit (bus/ transit vehicle unit) | \$258.68 | \$225.93 | \$193.19 |
| 132-33 | FleetFocus Size (750- 999 Units)- per vehicle unit (bus/ transit vehicle unit) | \$238.78 | \$208.55 | \$178.33 |
| 132-33 | FleetFocus Size (1000-1999 Units)- per vehicle unit (bus/ transit vehicle unit) | \$218.88 | \$191.17 | \$163.47 |
| 132-33 | FleetFocus Size (2000+ Units)- per vehicle unit (bus/ transit vehicle unit) | \$198.98 | \$173.79 | \$148.61 |
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| | Base System Charge, Rail vehicle assets: | | | |

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|--------|--|------------|------------|------------|
| 132-33 | RailFocus Size (0 - 49 Units)- per vehicle unit (rail vehicle unit) | \$795.93 | \$695.18 | \$594.43 |
| 132-33 | RailFocus Size (50 - 99 Units)- per vehicle unit (rail vehicle unit) | \$756.13 | \$660.42 | \$564.70 |
| 132-33 | RailFocus Size (100- 249 Units)-per vehicle unit (rail vehicle unit) | \$716.33 | \$625.66 | \$534.98 |
| 132-33 | RailFocus Size (250-499 Units)- per vehicle unit (rail vehicle unit) | \$676.54 | \$590.90 | \$505.26 |
| 132-33 | RailFocus Size (500 - 749 Units)-per vehicle unit (rail vehicle unit) | \$636.74 | \$556.14 | \$475.54 |
| 132-33 | RailFocus Size (750-999 Units)- per vehicle unit (rail vehicle unit) | \$596.94 | \$521.38 | \$445.82 |
| 132-33 | RailFocus Size (1000+ Units)- per vehicle unit (rail vehicle unit) | \$557.15 | \$486.62 | \$416.10 |
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| | Base System Charge, Linear Assets: | | | |
| 132-33 | LinearFocus Size (1 - 24 Units)- per track (route) mile | \$1,591.85 | \$1,390.35 | \$1,188.85 |
| 132-33 | LinearFocus Size (25 - 49 Units)- per track (route) mile | \$1,392.87 | \$1,216.56 | \$1,040.24 |
| 132-33 | LinearFocus Size (50 - 249 Units)- per track (route) mile | \$1,193.89 | \$1,042.76 | \$891.64 |
| 132-33 | LinearFocus Size (250- 499 Units)- per track (route) mile | \$994.91 | \$868.97 | \$743.03 |
| 132-33 | LinearFocus Size (500 - 749 Units)- per track (route) mile | \$795.93 | \$695.18 | \$594.43 |
| 132-33 | LinearFocus Size (750 - 999 Units)- per track (route) mile | \$716.33 | \$625.66 | \$534.98 |
| 132-33 | LinearFocus Size (1000+ plus Units)- per track (route) mile | \$676.54 | \$590.90 | \$505.26 |
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| | EquipmentFocus for Comm. Equipment: | | | |
| 132-33 | EquipmentFocus for Comm. Equipment, per asset (1-4999) | \$7.96 | \$6.95 | \$5.94 |
| 132-33 | EquipmentFocus for Comm. Equipment, per asset (5000-9999) | \$6.37 | \$5.56 | \$4.76 |
| 132-33 | EquipmentFocus for Comm. Equipment, per asset (10,000-14999) | \$4.78 | \$4.17 | \$3.57 |
| 132-33 | EquipmentFocus for Comm. Equipment, per asset (15000-19999) | \$3.98 | \$3.48 | \$2.97 |
| 132-33 | EquipmentFocus for Comm. Equipment, per asset (20000+) | \$3.58 | \$3.13 | \$2.67 |
| | | | | |
| | Component Assets 3 to 1 ratio included in base license | | | |
| | Additional component licenses: | | | |
| 132-33 | Component asset licenses, per asset (1-4999) | \$3.98 | \$3.48 | \$2.97 |
| 132-33 | Component asset licenses, per asset (5000-9999) | \$3.18 | \$2.78 | \$2.38 |
| 132-33 | Component asset licenses, per asset (10,000-14999) | \$2.39 | \$2.09 | \$1.78 |
| 132-33 | Component asset licenses, per asset (15000-19999) | \$1.59 | \$1.39 | \$1.19 |
| 132-33 | Componenet asset licenses, per asset (20000+) | \$0.80 | \$0.70 | \$0.59 |
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| | Base system Charge, FleetFocus, for asset management only, (outsourced maintenance) non-shop environments | | | |
| 132-33 | FleetFocus Size (1-199 Units)- per vehicle unit (non bus/ non transit) | \$15.92 | \$13.90 | \$11.89 |
| 132-33 | FleetFocus Size (200-749 Units)- per vehicle unit (non bus/ non transit) | \$15.28 | \$13.35 | \$11.41 |
| 132-33 | FleetFocus Size (750 - 999 Units)- per vehicle unit(non bus/ non transit) | \$14.33 | \$12.51 | \$10.70 |
| 132-33 | FleetFocus Size (1000 - 2499 Units)-per vehicle unit (non bus/ non transit) | \$13.37 | \$11.68 | \$9.99 |
| 132-33 | FleetFocus Size (2500-4999 Units)- per vehicle unit (non bus/ non transit) | \$12.73 | \$11.12 | \$9.51 |

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|--------|--|---|-------------------|-------------------|
| 132-33 | FleetFocus Size (5000 - 7499 Units)-per vehicle unit (non bus/ non transit) | \$12.10 | \$10.57 | \$9.04 |
| 132-33 | FleetFocus Size (7500- 9999 Units)- per vehicle unit (non bus/ non transit) | \$11.14 | \$9.73 | \$8.32 |
| 132-33 | FleetFocus Size (10000- 12499 Units)- per vehicle unit (non bus/ non transit) | \$9.55 | \$8.34 | \$7.13 |
| 132-33 | FleetFocus Size (12500-14999 Units)- per vehicle unit (non bus/ non transit) | \$8.91 | \$7.79 | \$6.66 |
| 132-33 | FleetFocus Size (15000-19999 Units)- per vehicle unit (non bus/ non transit) | \$7.96 | \$6.95 | \$5.94 |
| 132-33 | FleetFocus Size (20000- 29999 Units)- per vehicle unit (non bus/ non transit) | \$6.37 | \$5.56 | \$4.76 |
| 132-33 | FleetFocus Size (30000- 49999 Units)- per vehicle unit (non bus/ non transit) | \$4.78 | \$4.17 | \$3.57 |
| 132-33 | FleetFocus Size (50000-99999- Units)- per vehicle unit (non bus/ non transit) | \$3.18 | \$2.78 | \$2.38 |
| 132-33 | FleetFocus Size (100000-299999- Units)- per vehicle unit (non bus/ non transit) | \$2.39 | \$2.09 | \$1.78 |
| 132-33 | FleetFocus Size (300000+Units)- per vehicle unit (non bus/ non transit) | \$1.59 | \$1.39 | \$1.19 |
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| | FA Included Modules: | We are not breaking modules out by product | | |
| | Bar Code, Labor Capture, Ad Hoc Query, Shop Scheduling, Service Level Agreement (SLA), | These are no longer sold individually, part of base system for FA product | | |
| | Production Planning (Re-build), Equipment Planning (includes IC Eplanning Customer Portal), | | | |
| | Replacement/ Performance Modeling | | | |
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| | FA Add-on Modules | | | |
| 132-33 | Motor Pool Module | 10% of List Price | 10% of List Price | 10% of List Price |
| 132-33 | Equipment Focus for Facilities Module | 20% of List Price | 20% of List Price | 20% of List Price |
| 132-33 | Reporting Module | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Motor Pool Reservations Portal | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Shop Activity, (Tech,Supervisor, Storekeeper, Warranty portal) Module (includes Service Request and Notifications Module) | 10% of List Price | 10% of List Price | 10% of List Price |
| 132-33 | Customer Access Module (includes Service Request and Notifications module AND customer calendar appt. view) | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | KPI/Dashboards Module | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Enterprise Portal Module (include for free for all NEW clients) | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Notifications Module (included for all clients who own either Shop Activity or Customer Access) | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | FA Notification Builder (MAXQueue) Module, percentage of base system | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | PMM/ Performance Measures and Monitors | 10% of List Price | 10% of List Price | 10% of List Price |
| 132-33 | ACTIONMap! | 10% of List Price | 10% of List Price | 10% of List Price |
| 132-33 | Yard Management (for Transit) 15% or 10K per bus yard, 20K per rail yard | 15% of List Price | 15% of List Price | 15% of List Price |
| 132-33 | Incident Management Module (for transit only) | 15% of List Price | 15% of List Price | 15% of List Price |
| 132-33 | Rail Operations Modules (bundle in to all rail deals) | 20% of List Price | 20% of List Price | 20% of List Price |
| 132-33 | Trapeze Ops/ PASS Interface Module | 10% of List Price | 10% of List Price | 10% of List Price |
| 132-33 | Trapezse ITS Interface Module (required Telematics Module) | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | State of Good Repair / Capital Planning | 15% of List Price | 15% of List Price | 15% of List Price |
| 132-33 | MAXQueue Integration Module, percentage of base system | 5% of List Price | 5% of List Price | 5% of List Price |
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| | FA Integration Modules | | | |
| 132-33 | Telematics Module (need adapters as per below) | 10% of List Price | 10% of List Price | 10% of List Price |

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|--------|--|-------------------|-------------------|-------------------|
| | (above is bundled in to the monthly fee when selling NetworkFleet Telematics adaptor) | | | |
| 132-33 | Telematics Networkfleet Adaptor, license (when not bundled into monthly fee) | 10% of List Price | 10% of List Price | 10% of List Price |
| 132-33 | Telematics Zonar Evir (Inspection) Adaptor | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Telematics Zonar GPS Adaptor (Odometers) | 5% of List Price | 5% of List Price | 5% of List Price |
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| 132-33 | FA Novalog IPC Parts Catalog Integration (does not include Novalog software) | 10% of List Price | 10% of List Price | 10% of List Price |
| 132-33 | FA AssetWorks IPC Parts Catalog Integration (does not include Documoto/Digabit software) | 10% of List Price | 10% of List Price | 10% of List Price |
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| | M5 Modules | | | |
| | Accident Module is bundled with base | | | |
| 132-33 | Replacement | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Motor Pool | 10% of List Price | 10% of List Price | 10% of List Price |
| 132-33 | Reporting Module | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Motor Pool Reservations | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Screen Designer | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | KPI/ Dashboard | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | PMM/ Performance Measures and Monitors | 15% of List Price | 15% of List Price | 15% of List Price |
| 132-33 | minimum for the module above is \$7500.00 | | | |
| 132-33 | Shop Portal | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Customer Portal/ Customer View | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | AdHoc Query Module | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Telematics Module (need adapters as per below) | 10% of List Price | 10% of List Price | 10% of List Price |
| | (above is bundled in to the monthly fee when selling NetworkFleet Telematics adaptor) | | | |
| 132-33 | Telematics Networkfleet Adaptor, license (when not bundled into monthly fee) | 10% of List Price | 10% of List Price | 10% of List Price |
| 132-33 | Telematics Zonar Evir (Inspection) Adaptor | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Telematics Zonar GPS Adaptor (Odometers) | 5% of List Price | 5% of List Price | 5% of List Price |
| | | | | |
| 132-33 | MAXQueue/ Integration Module, percentage of base system | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Crystal/ BOE Adapter with customer provided BOE | 10% of List Price | 10% of List Price | 10% of List Price |
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| | KeyValet | | | |
| 132-33 | KeyValet Module (1st site) | \$5,969.44 | \$5,213.81 | \$4,458.19 |
| 132-33 | KeyValet Module (2nd and 3rd sites (each)) | \$1,989.81 | \$1,737.94 | \$1,486.06 |
| 132-33 | KeyValet Module (each site # 4-10) | \$1,193.89 | \$1,042.76 | \$891.64 |
| 132-33 | KeyValet Module (each site after the 10th) | \$795.93 | \$695.18 | \$594.43 |
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| | FleetFocus software, for KeyValet stand alone, i.e. not current software customers. Purchasing KeyValet 'stand alone' | | | |
| 132-33 | Base Software Charge with FleetFocus Base, Motor Pool, MP Reserve, Notifications and Ad Hoc Reports | \$3,979.63 | \$3,475.88 | \$2,972.13 |
| 132-33 | FleetFocus Size (1-199 Units)- per vehicle unit (non bus/non transit) | \$15.92 | \$13.90 | \$11.89 |
| 132-33 | FleetFocus Size (200+ Units)- per vehicle unit (non bus/non transit) | \$15.28 | \$13.35 | \$11.41 |
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| | Other Integration Modules: | | | |
| 132-33 | NAPA TAMS Interface Module | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | Utilimarc Adaptor | \$7,561.29 | \$6,604.16 | \$5,647.04 |
| 132-33 | Lincoln Industrial Fluid Interface Adapter | 5% of List Price | 5% of List Price | 5% of List Price |
| 132-33 | MobileFocus for Windows OS, per pda, not incl. | \$764.09 | \$667.37 | \$570.65 |
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| | FuelFocus | | | |
| 132-33 | FleetFocus Integration License (up to 9 licenses) price per license | \$2,325.18 | \$2,325.18 | \$2,325.18 |

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|--------|---|-------------|-------------|-------------|
| 132-33 | FleetFocus Integration License (10 to 99 licenses) price per license | \$2,262.34 | \$2,262.34 | \$2,262.34 |
| 132-33 | FleetFocus Integration License (100 or more licenses) price per license | \$2,136.66 | \$2,136.66 | \$2,136.66 |
| 132-33 | Veeder Root Integration (per site if 1 site) | \$2,325.18 | \$2,325.18 | \$2,325.18 |
| 132-33 | Veeder Root Integration (per site if multiple sites, up to 8 add'l sites) | \$1,206.86 | \$1,206.86 | \$1,206.86 |
| 132-33 | Veeder Root Integration (per site if multiple sites, 9 to 98 add'l sites) | \$1,109.01 | \$1,109.01 | \$1,109.01 |
| 132-33 | Veeder Root Integration (per site if multiple sites, 99 or more add'l sites) | \$1,043.77 | \$1,043.77 | \$1,043.77 |
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| 132-33 | Fuel Insight Windows Stand alone Software (per site), For non-FleetFocus clients only (1 seat) | \$7,450.84 | \$7,450.84 | \$7,450.84 |
| 132-33 | Fuel Insight Software Additional Seats | \$927.28 | \$927.28 | \$927.28 |
| | | | | |
| | FleetFocus software, for FuelFocus stand alone, i.e. not current software customers. Purchasing FuelFocus 'stand alone' | | | |
| | FuelTickets and Fuel inventory only: Contractually not allowed to use FleetFocus for work orders, replacement, parts inventory, etc | | | |
| 132-33 | FleetFocus Size (1-999 Units)- per vehicle unit | \$11.94 | \$10.43 | \$8.92 |
| 132-33 | FleetFocus Size (1000 + Units)- per vehicle unit | \$3.98 | \$3.48 | \$2.97 |
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| | 3rd Party | | | |
| | FA: | | | |
| 132-33 | Crystal Reports Server 2008 OEM Embedded Edition (for FA), - includes one report writer | \$2,892.53 | \$2,892.53 | \$2,892.53 |
| 132-33 | Crystal Reports Server 2008 OEM Embedded Edition (for FA), Full CPU license- includes one report writer | \$14,961.38 | \$14,961.38 | \$14,961.38 |
| 132-33 | Crystal Reports 2008 Professional Edition (1 x report writer, 0 report users) | \$493.73 | \$493.73 | \$493.73 |
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| | M5: | | | |
| 132-33 | Crystal XI Developer (1 x report writer, 0 report users) | \$423.91 | \$423.91 | \$423.91 |
| 132-33 | Business Objects Enterprise XI for M5, Concurrent Access Licenses | \$4,189.19 | \$4,189.19 | \$4,189.19 |
| 132-33 | Business Objects Enterprise XI for M5, Named Users | \$693.21 | \$693.21 | \$693.21 |
| 132-33 | Business Objects Enterprise XI for M5, CPU license | \$69,819.75 | \$69,819.75 | \$69,819.75 |
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| 132-33 | 5 Concurrent Access License (CAL) Pack - Crystal Reports Server 2008 for M5 | \$4,887.38 | \$4,887.38 | \$4,887.38 |
| 132-33 | 10 Concurrent Access License (CAL) Pack - Crystal Reports Server 2008 for M5 | \$9,575.28 | \$9,575.28 | \$9,575.28 |
| 132-33 | 15 Concurrent Access License (CAL) Pack - Crystal Reports Server 2008 for M5 | \$14,063.69 | \$14,063.69 | \$14,063.69 |
| 132-33 | 20 Concurrent Access License (CAL) Pack - Crystal Reports Server 2008 for M5 | \$17,953.65 | \$17,953.65 | \$17,953.65 |
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| | Noalog for FA* | | | |
| 132-33 | CatBase authoring software, licenses (for FA), per named user | \$3,740.34 | \$3,740.34 | \$3,740.34 |
| 132-33 | CatBase Viewers (Network, Internet TCP/IP or HTML Client)- (For FA- per concurrent user) | \$2,742.92 | \$2,742.92 | \$2,742.92 |
| | *Noalog FA/IC Integration Module needs to also be purchased (see module list above) | | | |
| | | | | |
| | Hosting, per Non-Transit vehicle per month (customer purchases software) | | | |
| 132-32 | Server Set-Up (one time) | \$4,911.56 | \$4,911.56 | \$4,911.56 |
| 132-32 | Minimum Price Per Month | \$982.31 | \$982.31 | \$982.31 |
| 132-32 | Vehicles 500-749 | \$1.72 | \$1.72 | \$1.72 |
| 132-32 | Vehicles 750-1999 | \$1.47 | \$1.47 | \$1.47 |

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|--------|--|------------|------------|------------|
| 132-32 | Vehicles 2000-4999 | \$1.23 | \$1.23 | \$1.23 |
| 132-32 | Vehicles 5000-9999 | \$0.98 | \$0.98 | \$0.98 |
| 132-32 | Vehicles 10000-14999 | \$0.74 | \$0.74 | \$0.74 |
| 132-32 | Vehicles 15000+ | Negotiated | Negotiated | Negotiated |
| 132-32 | Reports Server Set-Up (one-time) | \$2,437.76 | \$2,437.76 | \$2,437.76 |
| 132-32 | Reports Server Per Month | \$491.16 | \$491.16 | \$491.16 |
| 132-32 | MobileFocus Per PDA, Per Month | \$9.82 | \$9.82 | \$9.82 |
| 132-32 | FuelFocus (Per ICU) | \$49.12 | \$49.12 | \$49.12 |
| | | | | |
| | Hosting, per Transit vehicle per month (customer purchases software) | | | |
| 132-32 | Server Set-Up (one time) | \$4,911.56 | \$4,911.56 | \$4,911.56 |
| 132-32 | Minimum Price per month | \$2,455.78 | \$2,455.78 | \$2,455.78 |
| 132-32 | Vehicles 1-99 | \$29.47 | \$29.47 | \$29.47 |
| 132-32 | Vehicles 100-199 | \$24.56 | \$24.56 | \$24.56 |
| 132-32 | Vehicles 200-299 | \$19.65 | \$19.65 | \$19.65 |
| 132-32 | Vehicles 300-399 | \$14.73 | \$14.73 | \$14.73 |
| 132-32 | Vehicles 400-499 | \$11.79 | \$11.79 | \$11.79 |
| 132-32 | Vehicles 500-749 | \$9.82 | \$9.82 | \$9.82 |
| 132-32 | Vehicles 750-1999 | \$7.86 | \$7.86 | \$7.86 |
| 132-32 | Vehicles 2000+ | Negotiated | Negotiated | Negotiated |
| 132-32 | Reports Server Set-Up (one-time) | \$2,455.78 | \$2,455.78 | \$2,455.78 |
| 132-32 | Reports Server Per Month | \$491.16 | \$491.16 | \$491.16 |
| 132-32 | MobileFocus Per PDA, Per Month | \$9.82 | \$9.82 | \$9.82 |
| 132-32 | FuelFocus (Per ICU) | \$49.12 | \$49.12 | \$49.12 |
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| | ASP/Software As a Service, and Hosting- Non-Transit | | | |
| | FleetFocus ASP- SAAS (Rental-Per vehicle/Per Month); Includes Maintenance | | | |
| 132-32 | Server Set-Up (one-time) | \$4,911.56 | \$4,911.56 | \$4,911.56 |
| 132-32 | Minimum Price per month | \$1,964.63 | \$1,964.63 | \$1,964.63 |
| | Price for base, modules added as per % | | | |
| 132-32 | Vehicles 500-749 | \$3.44 | \$3.44 | \$3.44 |
| 132-32 | Vehicles 750-1999 | \$3.19 | \$3.19 | \$3.19 |
| 132-32 | Vehicles 2000-4999 | \$2.95 | \$2.95 | \$2.95 |
| 132-32 | Vehicles 5000-9999 | \$2.46 | \$2.46 | \$2.46 |
| 132-32 | Vehicles 10000-14999 | \$2.21 | \$2.21 | \$2.21 |
| 132-32 | Vehicles 15000+ | Negotiated | Negotiated | Negotiated |
| 132-32 | Reports Server Set-Up (one time) | \$2,455.78 | \$2,455.78 | \$2,455.78 |
| 132-32 | Reports Server Per Month | \$491.16 | \$491.16 | \$491.16 |
| 132-32 | MobileFocus Per PDA, Per Month | \$24.56 | \$24.56 | \$24.56 |
| 132-32 | FuelFocus (Per ICU) | \$73.67 | \$73.67 | \$73.67 |
| | | | | |
| | ASP/Software As A Service, and Hosting- Transit | | | |
| | FleetFocus ASP- SAAS (Rental-Per vehicle/Per Month); Includes Maintenance | | | |
| 132-32 | Server Set-Up (one-time) | \$9,823.13 | \$9,823.13 | \$9,823.13 |
| | Price for base, modules added as per % | | | |
| 132-32 | Minimum Price per month | \$4,911.56 | \$4,911.56 | \$4,911.56 |
| 132-32 | Vehicles 1-99 | \$147.35 | \$147.35 | \$147.35 |
| 132-32 | Vehicles 100-199 | \$122.79 | \$122.79 | \$122.79 |
| 132-32 | Vehicles 200-299 | \$98.23 | \$98.23 | \$98.23 |
| 132-32 | Vehicles 300-399 | \$73.67 | \$73.67 | \$73.67 |
| 132-32 | Vehicles 400-499 | \$58.94 | \$58.94 | \$58.94 |
| 132-32 | Vehicles 500-749 | \$49.12 | \$49.12 | \$49.12 |
| 132-32 | Vehicles 750-1999 | \$39.29 | \$39.29 | \$39.29 |
| 132-32 | Vehicles 2000+ | Negotiated | Negotiated | Negotiated |
| 132-32 | Reports Server Set-Up (one-time) | \$4,911.56 | \$4,911.56 | \$4,911.56 |
| 132-32 | Reports Server Per Month | \$982.31 | \$982.31 | \$982.31 |
| 132-32 | MobileFocus Per PDA, Per Month | \$24.56 | \$24.56 | \$24.56 |
| 132-32 | FuelFocus (Per ICU) | \$122.79 | \$122.79 | \$122.79 |

| FuelFocus | | | | |
|------------------|--|---------------------------|-----------------------------|-----------------------------|
| SIN | Product Description | (up to 49 units) | (50 to 99 units) | (100 units or more) |
| 132-8 | FuelFocus RF Controller - 2 Hose | \$9,488.64 | \$8,719.29 | \$8,206.39 |
| 132-8 | FuelFocus RF Controller - 4 Hose | \$12,535.96 | \$11,519.53 | \$10,841.91 |
| 132-8 | FuelFocus RF Controller - 8 Hose | \$13,068.04 | \$12,008.47 | \$11,302.09 |
| 132-8 | FuelFocus RF Controller - 12 Hose | \$14,486.90 | \$13,312.28 | \$12,529.21 |
| 132-8 | FuelFocus RF Controller - 16 Hose | \$14,841.61 | \$13,638.34 | \$12,835.91 |
| 132-8 | FuelFocus Controller - 2 Hose | \$4,724.16 | \$4,341.12 | \$4,085.76 |
| 132-8 | FuelFocus Controller - 4 Hose | \$7,215.23 | \$6,630.21 | \$6,240.20 |
| 132-8 | FuelFocus Controller - 8 Hose | \$7,747.31 | \$7,119.15 | \$6,700.37 |
| 132-8 | FuelFocus Controller - 12 Hose | \$9,166.17 | \$8,422.96 | \$7,927.50 |
| 132-8 | FuelFocus Controller - 16 Hose | \$9,520.88 | \$8,748.92 | \$8,234.28 |
| 132-8 | FuelFocus RF Controller - 4 Hose with Printer | \$14,061.24 | \$12,921.14 | \$12,161.07 |
| 132-8 | FuelFocus RF Controller - 8 Hose with Printer | \$14,593.31 | \$13,410.07 | \$12,621.24 |
| 132-8 | FuelFocus RF Controller - 12 Hose with Printer | \$16,012.17 | \$14,713.89 | \$13,848.37 |
| 132-8 | FuelFocus RF Controller - 16 Hose with Printer | \$16,366.89 | \$15,039.84 | \$14,155.15 |
| 132-8 | FuelFocus Controller - 4 Hose with Printer | \$8,740.51 | \$8,031.82 | \$7,559.36 |
| 132-8 | FuelFocus Controller - 8 Hose with Printer | \$9,272.58 | \$8,520.75 | \$8,019.53 |
| 132-8 | FuelFocus Controller - 12 Hose with Printer | \$10,691.44 | \$9,824.57 | \$9,246.65 |
| 132-8 | FuelFocus Controller - 16 Hose with Printer | \$11,046.16 | \$10,150.52 | \$9,553.43 |
| 132-8 | FuelFocus Controller Upgrade Kit 4-8 Hose | \$870.66 | \$800.07 | \$753.01 |
| 132-8 | FuelFocus Controller Upgrade Kit 12-16 Hose | \$951.28 | \$874.15 | \$822.73 |
| 132-8 | FuelFocus WAF Upgrade Kit | \$6,384.88 | \$5,867.18 | \$5,522.06 |
| 132-8 | FuelFocus RF Controller - 4 Electronic, 4 Mechanical | \$12,660.11 | \$11,633.62 | \$10,949.29 |
| 132-8 | FuelFocus RF Controller - 4 Electronic Dispensers MPD | \$11,773.33 | \$10,818.73 | \$10,182.34 |
| 132-8 | FuelFocus RF Controller - 4 Electronic Dispensers | \$10,834.94 | \$9,956.43 | \$9,370.60 |
| 132-8 | DDA Lite - with power supply (Non MPD) | \$686.86 | \$631.17 | \$594.04 |
| 132-8 | DDA - with power supply (MPD) | \$975.47 | \$896.38 | \$843.65 |
| 132-8 | Mechanical Pump Adapter | \$443.39 | \$407.44 | \$383.48 |
| 132-8 | Oil Reel Conversion Kit | \$1,950.93 | \$1,792.75 | \$1,687.29 |
| 132-8 | RF Mobile Tanker FuelFocus Controller | \$13,422.75 | \$12,334.42 | \$11,608.87 |
| 132-8 | Mobile Tanker FuelFocus Controller | \$8,174.58 | \$7,511.77 | \$7,069.90 |
| 132-8 | FuelFocus Controller GPS Unit | \$806.17 | \$740.81 | \$697.23 |
| 132-8 | FuelFocus Vehicle Data Collector | \$2,548.06 | \$2,341.46 | \$2,203.73 |
| | <i>includes High Power RF Antenna, RFU w/ power supply, VDC software</i> | | | |
| 132-8 | FuelFocus VDC Controller | \$1,612.34 | \$1,481.61 | \$1,394.46 |
| | <i>Includes: Controller, Chassis, Network switch, Windows License, UPS</i> | | | |
| 132-8 | High Power RF Controller Antenna w/mast | \$615.11 | \$565.24 | \$531.99 |
| 132-8 | Mag Card Option | \$230.56 | \$211.87 | \$199.41 |
| 132-8 | HID Option | \$354.72 | \$325.95 | \$306.78 |
| 132-8 | AWID Option | \$354.72 | \$325.95 | \$306.78 |
| 132-8 | Dallas Key Reader | \$103.19 | \$94.82 | \$89.25 |
| 132-8 | Printer Upgrade Kit with door (after sale) | \$1,684.90 | \$1,548.28 | \$1,457.21 |
| 132-12 | Electrical Installation Kit - LG | \$605.79 | \$556.68 | \$523.93 |
| 132-12 | Electrical Installation Kit - SM | \$326.20 | \$299.75 | \$282.12 |
| 132-8 | UPS Power Conditioners | \$111.25 | \$102.23 | \$96.22 |
| 132-8 | FF OPW Pulser Kit | \$136.91 | \$125.81 | \$118.41 |
| 132-8 | FF GAS Pulser Interface Board | \$269.35 | \$247.51 | \$232.95 |
| 132-8 | FF VR Totalizer Pulser | \$267.76 | \$246.05 | \$231.58 |
| SIN | Product Description | (up to 1499 units) | (1500 to 3999 units) | (4000 units or more) |
| | ASSETWORKS Generic Canbus VIB(RM915) - SKR2 | \$183.51 | \$178.80 | \$164.69 |
| | ASSETWORKS J1708 VIB(RM915) - SKR2 | \$183.51 | \$178.80 | \$164.69 |
| | ASSETWORKS PULSE VIB(RM915) | \$183.51 | \$178.80 | \$164.69 |
| 132-8 | VIB Lite - ID Only | \$55.01 | \$53.60 | \$49.37 |

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|------------|---|-------------------------|-------------------------|----------------------------|
| 132-8 | ID Clips for ID Box | \$5.39 | \$5.25 | \$4.84 |
| 132-8 | RVB Cover (Rubber) | \$15.72 | \$15.31 | \$14.11 |
| 132-8 | Galtronic Antenna for RVB (RM915) | \$15.32 | \$14.93 | \$13.75 |
| 132-8 | AVIV Antenna for RVB (RM915) | \$15.32 | \$14.93 | \$13.75 |
| 132-8 | Mars Antenna for RVB (RM915) | \$24.17 | \$23.55 | \$21.69 |
| 132-8 | OBDII Canbus Easy Connect Cable - 100 piece min | \$31.44 | \$30.63 | \$28.21 |
| 132-8 | Vehicle Fuel Inlet Antenna | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | N-Ring L type (2-7/8") | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | T-Ring 2-1/8 (R-57UL) | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | Vehicle Coil R-65UL | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | T-Ring 3.0 (R-80UL) | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | T-Ring 3-13/16 (R-100UL) | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | T-Ring 4-13/16 (R-125UL) | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | Slim Coils | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | T-Ring 2-1/8 (R-57UL) | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | T-Ring 2.5" 2-5/15 (X-2.5UL) | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | T-Ring 3.0 (R-80UL) | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | T-Ring 2-5/8 (R-70UL) | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | T-Ring 4-3/16 (R-110UL) | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | Vehicle Coil with PVC Cover S-75 | \$17.73 | \$17.28 | \$15.91 |
| 132-8 | Dashboard Coil | \$17.73 | \$17.28 | \$15.91 |
| SIN | Product Description | (up to 19 units) | (20 to 99 units) | (100 units or more) |
| 132-8 | RF Vehicle ID Box Programmer | \$1,314.02 | \$1,280.32 | \$1,179.24 |
| 132-8 | RF Vehicle ID Box Programmer - Battery | \$78.59 | \$76.57 | \$70.53 |
| 132-8 | RF Vehicle Starter Kit - Key/Valet | \$392.95 | \$382.87 | \$352.64 |
| 132-8 | RF Vehicle Starter Kit - Light & Heavy Duty | \$1,548.70 | \$1,508.99 | \$1,389.86 |
| 132-8 | New Style RF Vehicle ID Box Flash Tool | \$223.69 | \$217.95 | \$200.74 |
| 132-8 | Light Duty Canbus Tester | \$138.15 | \$134.60 | \$123.98 |
| 132-8 | Heavy Duty J1708/1939 Tester | \$552.58 | \$538.41 | \$495.51 |
| | Fuel Inlet Antenna Sample Kit | \$186.92 | \$182.12 | \$167.75 |
| SIN | Product Description | (up to 9 units) | (10 to 24 units) | (25 units or more) |
| 132-8 | Motorola Canopy Network PTP Hardware | \$5,025.19 | \$4,760.71 | \$4,628.46 |
| 132-8 | FF Communication Cable | \$319.79 | \$302.96 | N/A |
| 132-8 | Spare Parts Kit | \$5,208.30 | \$4,918.95 | N/A |
| 132-8 | Spare Parts Kit HID | \$5,553.43 | \$5,244.91 | N/A |
| 132-8 | Spare Parts Kit MAG | \$5,432.64 | \$5,130.82 | N/A |
| 132-8 | Spare Parts Kit HID/MAG | \$5,777.76 | \$5,456.78 | N/A |
| 132-8 | Spare Parts Kit Mobile - MAG | \$5,427.93 | \$5,126.38 | N/A |
| 132-8 | Spare Parts Kit Mobile - HID | \$5,647.56 | \$5,333.80 | N/A |
| 132-8 | Panel Board | \$1,156.18 | \$1,091.95 | N/A |
| 132-8 | CPU Board (without frameware) | \$992.24 | \$937.12 | N/A |
| 132-8 | New CPU Board (1G Flash & Memory Stick included) | \$992.24 | \$937.12 | N/A |
| 132-8 | Memory Stick 256MB Ram | \$78.44 | \$74.08 | N/A |
| 132-8 | 1G Flash Disk (Programmed) | \$138.05 | \$130.38 | N/A |
| 132-8 | Pump Board | \$1,466.80 | \$1,385.31 | N/A |
| 132-8 | 4 Channel Junction Board | \$215.71 | \$203.72 | N/A |
| 132-8 | 8 Channel Junction Board | \$414.15 | \$391.15 | N/A |
| 132-8 | 4 Channels Electric Board | \$379.64 | \$358.55 | N/A |
| 132-8 | Dispenser Bypass Card | \$48.32 | \$45.63 | N/A |
| 132-8 | Power Supply | \$229.51 | \$216.76 | N/A |
| 132-8 | Power Box (fuse, surge protection, switch and filter) | \$98.36 | \$92.90 | N/A |
| 132-8 | Cooling Fan | \$29.34 | \$27.71 | N/A |
| 132-8 | Keypad | \$258.85 | \$244.47 | N/A |
| 132-8 | RFU Adaptor | \$88.01 | \$83.12 | N/A |
| 132-8 | LCD Display | \$20.71 | \$19.56 | N/A |
| 132-8 | Magnetic Card Reader | \$224.33 | \$211.87 | N/A |
| 132-8 | HID Reader | \$345.13 | \$325.95 | N/A |

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|------------|----------------------------------|--------------------------|----------------------------|-----|
| 132-8 | Head Lock | \$34.51 | \$32.60 | N/A |
| 132-8 | Flash Disk (Programmed) 512K | \$138.05 | \$130.38 | N/A |
| 132-8 | Flash Disk (Programmed) 1G | \$138.05 | \$130.38 | N/A |
| 132-8 | Flash Disk (Programmed) 4G | \$255.71 | \$241.50 | N/A |
| 132-8 | Flash Disk (Programmed) 4G .NET2 | \$255.71 | \$241.50 | N/A |
| 132-8 | HID Keys (100 minimum) | \$5.57 | \$5.26 | N/A |
| 132-8 | HID ProxCard II (100 minimum) | \$1.90 | \$1.80 | N/A |
| 132-8 | Scissor Lift - Weekly | \$2,588.46 | \$2,444.66 | N/A |
| 132-8 | Mobilization- Demobilization | \$235.31 | \$222.24 | N/A |
| 132-8 | 8 Hose Pedestal Only | \$1,200.11 | \$1,133.43 | N/A |
| 132-8 | Banner Overhead Sensors | \$384.35 | \$362.99 | N/A |
| 132-8 | Omron DPST-NO Relays w/Base | \$50.20 | \$47.41 | N/A |
| SIN | Product Description | (up to 199 Units) | (200 Units or More) | |
| 132-33 | Universal Nozzle Tag | \$217.67 | \$205.90 | |
| 132-33 | Emco Wheaton PosiLock Tag | \$217.67 | \$205.90 | |
| 132-33 | Sherex CNG Nozzle Tag | \$217.67 | \$205.90 | |

Hardware

| SIN | Product Description | NY Price |
|------------|---|-----------------|
| 132-8 | Symbol MC9590K Ruggedized Device, Color Display, 53 Key | \$1,999.12 |
| | Accessories | |
| 132-8 | MC9590 Cradle | \$293.58 |
| 132-8 | MC9590 Battery | \$83.88 |
| 132-8 | MC9590 Holster and strap | \$55.92 |
| 132-8 | Belt for Holster | \$29.82 |
| | Kiosk | |
| 132-8 | Multi-Touch II, 17" Kiosk | \$6,116.98 |
| 132-8 | DT120MX 15" Kiosk | \$4,690.18 |
| 132-8 | DT120MX 17" Kiosk | \$5,183.88 |
| 132-8 | DT120MX 19" Kiosk | \$5,628.21 |
| | GPS Telematics | |
| | NetworkFleet Hardware | |
| | (1 - 349 units) | |
| 132-8 | L3500 light vehicle units (3500 PNL) | \$419.65 |
| 132-8 | L3500 heavy vehicle units (3500 PNH) | \$419.65 |
| 132-8 | L3500 Universal | \$291.28 |
| 132-8 | L4200 | \$192.54 |
| | (350 - 699 Units) | |
| 132-8 | L3500 light vehicle units (3500 PNL) | \$380.15 |
| 132-8 | L3500 heavy vehicle units (3500 PNH) | \$380.15 |
| 132-8 | L3500 Universal | \$291.28 |
| 132-8 | L4200 | \$192.54 |
| | (700+ Units) | |
| 132-8 | L3500 light vehicle units (3500 PNL) | \$303.63 |
| 132-8 | L3500 heavy vehicle units (3500 PNH) | \$303.63 |
| 132-8 | L3500 Universal | \$291.28 |
| 132-8 | L4200 | \$192.54 |
| 132-8 | Sensors | \$51.35 |
| 132-26 | NetworkFleet Monthly Service | |
| 132-12 | Year One (billed annually in advance) 3500SM12S (0 - 349 units) | \$27.51 |

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|--------|---|-------------|
| 132-12 | Year One (billed annually in advance) 3500SM12S (350 - 699 units) | \$26.52 |
| 132-12 | Year One (billed annually in advance) 3500SM12S (700-1000 units) | \$24.56 |
| 132-12 | Year One (billed annually in advance) 3500SM12S (1001+ units) | \$23.58 |
| | KeyBox Hardware | |
| 132-8 | KeyBox - 8 Keys | \$5,051.39 |
| 132-8 | KeyBox - 16 Keys | \$6,598.49 |
| 132-8 | KeyBox - 32 Keys | \$8,788.66 |
| 132-8 | KeyBox - 64 Keys | \$11,882.87 |
| 132-8 | KeyBox - 96 Keys | \$14,334.01 |
| | KeyBox Enclosures | |
| 132-8 | KeyBox Enclosure - 8 Keys | \$615.11 |
| 132-8 | KeyBox Enclosure - 16 Keys | \$615.11 |
| 132-8 | KeyBox Enclosure - 32 Keys | \$698.99 |
| 132-8 | KeyBox Enclosure - 64 Keys | \$596.47 |
| 132-8 | KeyBox Enclosure - 96 Keys | \$885.39 |
| | KeyBox Options | |
| 132-8 | Proximity Reader (HID) | \$456.68 |
| 132-8 | Wall Mounted Controller | \$1,863.98 |
| 132-8 | HID Proximity Keys | \$6.52 |
| 132-8 | KeyBox Antenna Kit | \$2,609.57 |

| Facility Software | | | |
|--------------------------|--|--|---------------------------------|
| SIN | Product Description | NY State Price - New Customers (buying more than one add-on module) | MINIMUM PRICE for Module |
| 132-33 | AiMServer License | \$36,272.04 | |
| | AiM Named User License | | |
| 132-33 | 1-50 Users, price per user | \$1,511.34 | |
| 132-33 | 51-100 Users, price per user | \$1,360.20 | |
| 132-33 | 101-200 Users, price per user | \$1,209.07 | |
| 132-33 | 201-500 Users, price per user | \$1,057.93 | |
| 132-33 | 501 or more Users, price per user | \$906.80 | |
| | | | |
| 132-33 | AiM Capital Planning and Project Managemenet (CPPM) Server License | \$36,272.04 | |
| | AiM CPPM Named User License | | |
| 132-33 | 1-50 Users, price per user | \$1,511.34 | |
| 132-33 | 51-100 Users, price per user | \$1,360.20 | |
| 132-33 | 101-200 Users, price per user | \$1,209.07 | |
| 132-33 | 201-500 Users, price per user | \$1,057.93 | |
| 132-33 | 501 or more Users, price per user | \$906.80 | |
| | | | |
| | Add-on Modules (percentage of total of server and named user licenses) | | |
| 132-33 | Key And Access Control, percentage of base pricing | 5% of NY Price | \$10,000.00 |
| 132-33 | Facility Condition Assesment, percentage of base pricing | 10% of NY Price | \$15,000.00 |
| 132-33 | Space Management, percentage of base pricing or \$20,000, whichever is greater | 25% of NY Price | \$20,000.00 |
| 132-33 | Estimating, percentage of base pricing | 5% of NY Price | \$10,000.00 |
| 132-33 | Utility Management, percentage of base pricing | 10% of NY Price | \$10,000.00 |
| 132-33 | Lease Management, percentage of base pricing | 10% of NY Price | \$10,000.00 |

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|--------|--|--------------------------|-------------|
| 132-33 | Environmental Health and Safety, percentage of base pricing | 15% of NY Price | \$15,000.00 |
| 132-33 | Key Performance Indicators, percentage of base pricing | 15% of NY Price | \$10,000.00 |
| 132-33 | Motor Pool, percentage of base pricing | 10% of NY Price | \$10,000.00 |
| 132-33 | GIS, percentage of base pricing or \$20,000, whichever is greater | 5% of NY Price | \$20,000.00 |
| 132-33 | Mobile Work Desk, percentage of base pricing | 20% of NY Price | \$10,000.00 |
| 132-33 | Customer Service, percentage of base pricing | 10% of NY Price | \$5,000.00 |
| 132-33 | Fixed Asset Accounting | 10% of NY Price | \$15,000.00 |
| | | | |
| | BIM-COBIE Exchange | 10% of NY Price | \$7,500.00 |
| | Green and Sustainability Module | 10% of NY Price | \$7,500.00 |
| | AiMCAD Core | 6% of NY Price | \$3,500.00 |
| | AiMCAD Planning (requires AiMCAD core) | 3.25% of NY Price | \$2,000.00 |
| | AiMCAD Revit Toolset (requires AiMCAD core) | 35% of AiMCAD core price | \$2,000.00 |
| | | 10% of NY Price | |
| | AiM Mobile Offline | | |
| | Server License | \$9,068.01 | |
| | Client License | | |
| 132-33 | 1-50 Clients, price per client | \$1,209.07 | |
| 132-33 | 51-100 Client, price per client | \$1,057.93 | |
| 132-33 | 101-200 Clients, price per client | \$906.80 | |
| 132-33 | 201-500 Clients, price per client | \$755.67 | |
| 132-33 | 501 or more Clients, price per client | \$604.53 | |
| | | | |
| | AssetMobile On-Site Inventory Software | | |
| | Client License | | |
| 132-33 | 1-50 Clients, price per client | \$1,209.07 | |
| 132-33 | 51-100 Client, price per client | \$1,057.93 | |
| 132-33 | 101-200 Clients, price per client | \$906.80 | |
| 132-33 | 201-500 Clients, price per client | \$755.67 | |
| 132-33 | 501 or more Clients, price per client | \$604.53 | |
| | | | |
| | AiM Mobile Work Desk Clients | | |
| | Rental Per Client Per Month - 12 month commitment required | | |
| | Minimum monthly fee or per client amount, whichever is greater | \$352.64 | |
| 132-32 | 1-50 Clients, price per client per month | \$35.26 | |
| 132-32 | 51-100 Clients, price per client per month | \$33.85 | |
| 132-32 | 101 or more Clients, price per client per month | \$31.74 | |
| | | | |
| | AiM Mobile Work Desk Clients | | |
| | Client License | | |
| | | | |
| 132-32 | 1-50 Clients, price per client | \$906.80 | |
| 132-32 | 51-100 Clients, price per client | \$755.67 | |
| 132-32 | 101 or more Clients, price per client | \$604.53 | |
| | | | |
| | ASP/Software As a Service and Hosting | | |
| | AiM ASP (Rental-Per Concurrent User/Per Month); Includes Maintenance - 60 month commitment required | | |
| 132-33 | Server Set-Up (one-time) | \$8,202.77 | |
| | Minimum monthly fee or concurrent user amount, whichever is higher | \$1,964.74 | |
| 132-32 | 1-25 Concurrent users, price per user per month | \$275.06 | |
| 132-32 | 26-50 Concurrent Users, price per user per month | \$265.24 | |
| 132-32 | 51-100 Concurrent Users, price per user per month | \$245.59 | |
| 132-32 | 101-200 Concurrent Users, price per user per month | \$235.77 | |
| 132-32 | 201+ Concurrent Users, price per user per month | \$225.94 | |

| | | | |
|--------|---|--|--|
| 132-32 | Each AiM Add-On Module Per Concurrent User Per Month | \$10.81 | |
| | Hosting, per Concurrent User per month (customer purchases software); 60 month commitment required | | |
| 132-33 | Server Set-Up (one-time) | \$8,202.77 | |
| | Minimum monthly fee or concurrent user amount, whichever is higher | \$1,964.74 | |
| 132-32 | 1-25 Concurrent Users, price per user per month | \$147.36 | |
| 132-32 | 26-50 Concurrent Users, price per user per month | \$137.53 | |
| 132-32 | 51-100 Concurrent Users, price per user month | \$127.11 | |
| 132-32 | 101-200 Concurrent Users, price per user per month | \$117.88 | |
| 132-32 | 201+ Concurrent Users, price per user per month | \$112.97 | |
| | | | |
| | | Module Price (buying Modules one by one, not bundled) | |
| | Add-on Modules (percentage of total of server and named user licenses) | | |
| 132-33 | Key And Access Control, percentage of base pricing | 10% of NY Price | |
| 132-33 | Facility Condition Assessment, percentage of base pricing | 15% of NY Price | |
| 132-33 | Space Management, percentage of base pricing or \$20,000, whichever is greater | 30% of NY price | |
| 132-33 | Estimating, percentage of base pricing | 10% of NY Price | |
| 132-33 | Utility Management, percentage of base pricing | 15% of NY Price | |
| 132-33 | Lease Management, percentage of base pricing | 15% of NY Price | |
| 132-33 | Environmental Health and Safety, percentatge of base pricing | 20% of NY Price | |
| 132-33 | Key Performance Indicators, percentage of base pricing | 20% of NY Price | |
| 132-33 | Motor Pool, percentage of base pricing | 15% of NY Price | |
| 132-33 | GIS, percentage of base pricing or \$20,000, whichever is greater | 10% of NY Price | |
| 132-33 | Mobile Work Desk, percentage of base pricing | 25% of NY Price | |
| 132-33 | Customer Service, percentage of base pricing | 15% of NY Price | |
| 132-33 | Fixed Asset Accounting | 15% of NY Price | |
| | | | |
| | AiM Mobile Offline | | |
| | Server License | | |
| | Client License | | |
| 132-33 | 1-50 Clients, price per client | \$9,068.01 | |

AssetWorks Inc.
NYS Price List Effective: 7/27/12

| Consulting Categories | Description of Services Provided | Education Level | Years Experience in Specific Discipline | NY Price |
|--|--|---|--|-----------------|
| Fleet/Facilities Software Program Manager | Manages the implementation effort for many customers. This includes planning and coordinating both AssetWorks and customer activities to ensure that the goals and objectives of the implementation are accomplished within the defined time and funding parameters. Is fiscally responsible for achieving budgetary goals of the project. Consults with customers on the integration of Facility/FleetFocus products and the customer's standard operating procedures. Defines system interfaces, data conversion requirements, and software modifications required to support the customer's implementation requirements. Performs and/or supervises personnel in complex variance verifications, release testing and customer specific beta software support. | BA in a Business/Technical area or software design. Master's degree may be substituted for 2 years experience. | Ten years experience with complex facility/fleet maintenance management system implementations. Experience at the executive/mgmt level in program management and software product design work including: specification of program modifications, data interface programs, and data conversion coding; defining program modifications as being baseline product or customer specific custom modifications. Experience in software implementation across multiple platforms/environments; specifying program modifications, data interface programs, and data conversion coding; defining program modifications as being baseline product or customer specific custom modifications; analyzing customer work flow and standard operating procedure requirements relative to the software and capability of developing a detailed plan to accommodate these requirements through the use of the software. | \$219.89 |
| Fleet/Facilities Software Sr Project Manager | Serves as the primary contact with customer and works closely with other staff on a variety of tasks to ensure successful implementation of the project plan including: analysis of customer work flow and standard operating procedures; program modifications, data interface programs; data conversion coding requirements; and variance verification. Coordinates with Customer to deliver training activities associated with the implementation. Prepares project plans, implementation schedules, customer status reports, trip reports, expense reports and travel schedules. Troubleshoots all aspects of the project plan and communicates regularly with the Customer Project Manager on status of the implementation. | BA in a Business/Technical area or software design. Significant technical training and technical project management experience in areas pertinent to the implementation may be substituted for the degree requirement. | Seven (7) years experience in software project management including implementations of large complex projects. High level of knowledge of ASSETWORKS software products and services and skills to implement ASSETWORKS solutions in multiple environments including servers using a mixture of operating systems. | \$198.79 |
| Fleet/Facilities Software Project Manager | Serves as the primary contact with customer and works closely with other staff on a variety of tasks to ensure successful implementation of the project plan including: analysis of customer work flow and standard operating procedures; program modifications, data interface programs; data conversion coding requirements; and variance verification. Coordinates with Customer to deliver training activities associated with the implementation. Prepares project plans, implementation schedules, customer status reports, trip reports, expense reports and travel schedules. Troubleshoots all aspects of the project plan and communicates regularly with the Customer Project Manager on status of the implementation. | BA in a Business/Technical area or software design. Significant technical training and technical project management experience in areas pertinent to the implementation may be substituted for the degree requirement. | Two (2) years experience in software project management including implementations of large complex projects. High level of knowledge of ASSETWORKS software products and services and skills to implement ASSETWORKS solutions in multiple environments including servers using a mixture of operating systems. | \$183.88 |
| Fleet/Facilities Software Sr Developer | Maintenance of the ASSETWORKS software product codes and extension of the product. Serves as a technical resource to the ASSETWORKS Customer Support Staff, Project Manager and Program Manager in the resolution of customer issues with data conversion and product functionality. Reviews functional and technical specifications for custom interfaces as well as requirement analysis documentation for custom software. Executes the production and maintenance of software specifications and technical documentation of developed code. Performs other duties as may be assigned by management. | Bachelor's Computer science/MIS/Technical area or software design, or equivalent technical training in areas pertinent to the responsibilities. | Seven (7) years experience designing and developing software for the fleet or facilities management industry. Data integration experience across several computer environments and platforms. Experience in the production of technical specifications and systems documentation. Familiar with standard software development procedures and the software development cycle. Additional experience in financial accounting environment desirable. | \$183.88 |
| Fleet/Facilities Software Developer | Maintenance of the ASSETWORKS software product codes and extension of the product. Serves as a technical resource to the ASSETWORKS Customer Support Staff, Project Manager and Program Manager in the resolution of customer issues with data conversion and product functionality. Reviews functional and technical specifications for custom interfaces as well as requirement analysis documentation for custom software. Executes the production and maintenance of software specifications and technical documentation of developed code. Performs other duties as may be assigned by management. | Bachelor's Computer science/MIS/Technical area or software design, or equivalent technical training in areas pertinent to the responsibilities. | Two (2) years experience designing and developing software for the fleet or facilities management industry. Data integration experience across several computer environments and platforms. Experience in the production of technical specifications and systems documentation. Familiar with standard software development procedures and the software development cycle. Additional experience in financial accounting environment desirable. | \$164.00 |

| <u>Consulting Categories</u> | <u>Description of Services Provided</u> | <u>Education Level</u> | <u>Years Experience in Specific Discipline</u> | <u>NY Price</u> |
|--|--|---|---|-----------------|
| Fleet/Facilities Software Sr Implementation Specialist | Working with customers on-site and remotely to provide software training to personnel involved with the software - directors, supervisors, administrative personnel, craftsmen, and shop workers. Prepares and customizes documentation for classroom presentation. Develops class curriculum, workshops and new class offerings. Leads customers in implementing best practices and new workflows. Provides technical assistance to customers as needed. | Bachelors Degree or equivalent technical training/experience. | Seven (7) years experience delivering functional and technical training classes, particularly fleet or facilities management software application training to varied clients. High degree of professionalism. Demonstrable industry knowledge; organized and prepared; knowledgeable and in command of the materials being taught. Can communicate clearly, responding effectively to questions in a classroom environment. | \$219.89 |
| Fleet/Facilities Software Implementation Specialist | Working with customers on-site and remotely to provide software training to personnel involved with the software - directors, supervisors, administrative personnel, craftsmen, and shop workers. Prepares and customizes documentation for classroom presentation. Develops class curriculum, workshops and new class offerings. Leads customers in implementing best practices and new workflows. Provides technical assistance to customers as needed. | Bachelors Degree or equivalent technical training/experience. | Three (3) years experience delivering functional and technical training classes, particularly fleet or facilities management software application training to varied clients. High degree of professionalism. Demonstrable industry knowledge; organized and prepared; knowledgeable and in command of the materials being taught. Can communicate clearly, responding effectively to questions in a classroom environment. | \$183.88 |
| Fleet/Facilities Software Installation Engineer | Supports the Project Manager in working with the customer during the installation of the ASSETWORKS software. Works closely with other ASSETWORKS and customer staff on a variety of tasks to ensure successful implementation. Assists in the troubleshooting of all installation tasks and related issues. | Bachelor's in Computer Science/MIS/technical area or software design, or equivalent technical training in areas pertinent to the responsibilities. | Three (3) technical experience installing and supporting the ASSETWORKS applications. Experience in the execution of technical specifications and systems documentation. Familiar with standard software operating and support procedures. | \$183.88 |
| Fleet/Facilities Software Documentation Specialist | Prepare technical and complex documentation in support of the product or engagement under the direction of the Project Manager. | Bachelor's degree in related discipline, or equivalent experience in areas pertinent to the responsibilities. | Three (3) years experience writing technical and functional documentation related to ASSETWORKS software and business practices. Highly proficient PC skills. | \$124.24 |
| Fuel Program Manager | Serves as primary contact with customer and manages other staff on a variety of tasks to ensure successful implementation of the project plan including: analysis of customer work flow and standard operating procedures. Coordinates with Customer Project Manager to deliver training activities associated with the implementation. Prepares project plans, implementation schedules, customer status reports, trip reports, expense reports and travel schedules. Troubleshoots all aspects of the project plan and communicates regularly with the Customer Project Manager on status of the implementation. | BA in a Business/Technical area or software design. Significant technical training and technical project management experience in areas pertinent to the implementation may be substituted for the degree requirement. | Two (2) years experience in software project management including implementations of moderately complex projects with a high level of knowledge of ASSETWORKS products and services and has the skills to implement ASSETWORKS solutions in a variety of computing environments. | \$196.46 |
| Fuel Software Installer/Trainer | Supports the Project Manager in working with the customer during the installation of the ASSETWORKS software. Works closely with other ASSETWORKS and customer staff on a variety of tasks to ensure successful implementation. Assists in the troubleshooting of all installation tasks and related issues. Provides classroom or field based training to customers. | Bachelor's degree in Computer Science/MIS/Technical area or software design; or equivalent technical training or work experience in areas pertinent to the responsibilities. | One (1) year experience performing installation, configuration, setup and upgrades of software applications. High level of proficiency with Microsoft operating systems. Highly proficient PC and technical skills. Demonstrates effective communication, interpersonal, organizational and planning skills. Ability to communicate software training materials to customers in a classroom environment or in the field. | \$196.46 |
| Fuel Master Technician | Supports the Project Manager in performing the physical installation of the FuelFocus System hardware. Acts as liaison between Project Manager and outside contractors for site readiness. Works closely with other ASSETWORKS and customer staff on a variety of tasks to ensure successful implementation. Assists in the troubleshooting of all installation tasks and related issues. | Certified installer or approved service representative for Gasboy, PetroVend, Dresser Wayne, Veeder Root, Bennett and similar manufacturers in petroleum industry or equivalent technical training in areas pertinent to the responsibilities. | Five (5) years technical experience installing and supporting the ASSETWORKS FuelFocus system or similar systems. Experience in the execution of technical specifications and systems documentation. Familiarity and ability to read electrical schematics from various pump manufacturers. Highly proficient electrical skills. Possesses all applicable certifications as well as deep knowledge of all OSHA and safety standards relevant to site installation and location. | \$181.73 |
| Fuel Technician Helper | Performs various tasks using appropriate equipment to assist Master Technician in technical and non-technical functions related to system installation. Supports the Project Manager and Master Technician in performing the physical installation of the FuelFocus System hardware in vehicles. Works closely with other ASSETWORKS and customer staff on a variety of tasks to ensure successful implementation. Assists in the troubleshooting of all installation tasks and related issues. | High school graduate with a vocational diploma or other diploma that includes a minimum of six (6) units of study (2-3 years) in a major vocational field. The acceptable vocational fields are: automotive, metals and electrical/electronics. | One (1) year of acceptable mechanical experience or appropriate technical training. Must be able to read and write English and be able to comprehend and apply information contained in technical manuals. | \$147.35 |