

THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA

817 Bill Beck Boulevard • Kissimmee • Florida 34744-4492
Phone: 407-870-4600 • Fax: 407-870-4010 • www.osceolaschools.net

SCHOOL BOARD MEMBERS

- District 1 – Teresa “Terry” Castillo
407-577-5022
- District 2 – Bethzaida Garcia
689-318-7667
- District 3 – Jolene Sheive
689-318-7690
- District 4 – Heather Kahoun - Chair
689-241-7822
- District 5 – Paula Bronson - Vice Chair
689-318-7674



Superintendent of Schools

Dr. Mark Shanoff

Director of Procurement

Kristine Rodriguez, CPSM, CPCM, NIGP-CPP, CPPO, CPPB

Supervisor of Procurement

Cheryl Hood, CPPB

June 8, 2026

Joe Allen
Seon Design (USA) Corp.
1313 East Maple Street, Suite 231
Bellingham, WA 98225

RE: Request to Utilize Solicitation
Bid #SDOC 27-003-PB-LV, School Bus and Transportation Surveillance

Dear Joe Allen:

State Board of Education Rule 6A-1.012(6) allows school districts to make purchases at or below the specified prices from contracts awarded by other city or county governmental agencies, other district school boards, community colleges, federal agencies, the public or governmental agencies of any state, or from state university system cooperative bid agreements, when the proposer awarded a contract by another entity will permit purchases by a district school board at the same terms, conditions, and prices (or below such prices) awarded in such contract, and such purchases are to the economic advantage of the district school board.

With your permission, we would like to utilize the following solicitation that was awarded to your firm by TIPS. The solicitation title is School Bus and Transportation Surveillance and TIPS bid number is RFP 240801. The terms, conditions, and prices awarded in such contract shall remain the same except as adjusted in **Attachment “A”**. The term of this agreement shall be from the date of approval through October 24, 2027. The total expenditures shall not exceed \$99,999.

If you agree to the request to utilize the solicitation that was awarded to your company, please sign below electronically, and send to the email listed below.

Please contact Loni VanBenthuyzen, Senior Buyer, at 407-870-4626 or by email at loni.vanbenthuyzen@osceolaschools.net if you should have any questions. Thank you for your attention to this matter, and we look forward to working with you in the future.

Sincerely,

Cheryl Hood, CPPB
Supervisor of Procurement

Seon Design (USA) Corp., agrees to allow the School District of Osceola County, Florida to utilize the bid/solicitation/contract that was awarded to your firm by TIPS. The solicitation title is School Bus and Transportation Surveillance and the bid number is RFP 240801.


Signature _____ Joe Allen, Director of Sales _____ Date 6/15/2026

Approved:
The School Board of Osceola County, Florida

Kristine Rodriguez, Director of Procurement Services

**ATTACHMENT “A”
PIGGYBACK AGREEMENT BETWEEN
THE SCHOOL BOARD OF OSCEOLA COUNTY, FLORIDA
AND
SEON SYSTEM SALES INC. DBA SAFE FLEET**

THIS AGREEMENT is made by and between The School Board of Osceola County, Florida (“School Board”), a political subdivision of the State of Florida, located at 817 Bill Beck Boulevard, Kissimmee, Florida 34744-4492, and Seon Design (USA) Corp. (hereinafter “CONTRACTOR”), located at 1313 East Maple Street, Suite 231, Bellingham, WA 98225.

WITNESSETH:

WHEREAS, TIPS issued a Request For Proposal, RFP 240801, School Bus and Transportation Surveillance (hereinafter “RFP”) requesting proposals to provide School Bus and Transportation Surveillance;

WHEREAS, CONTRACTOR submitted a proposal in response to the competitive solicitation which resulted in an agreement between TIPS and CONTRACTOR for said School Bus and Transportation Surveillance, incorporating the proposal submitted in response to the Request For Proposal;

WHEREAS, SCHOOL BOARD has determined that it is in its best interest to make a piggy-back purchase, utilizing said agreement between TIPS and CONTRACTOR, effective October 24, 2024, through October 24, 2027, attached hereto as **Exhibit “A”** and made a binding part hereof by this reference, hereinafter referred to as “PIGGYBACK CONTRACT;” and,

WHEREAS, CONTRACTOR has exhibited by its response to the solicitation that it is capable of providing the required services;

NOW, THEREFORE, in consideration of the mutual covenants, terms, and provisions contained herein, the parties hereto agree as follows:

1. **Term.**

The term of this Agreement shall be from date last signed through October 24, 2027, and may, upon mutual written agreement of SCHOOL BOARD and CONTRACTOR, be extended for any renewal period as detailed in the original solicitation. SCHOOL BOARD, through its Procurement Department, will issue a renewal request letter prior to the end of the current contract period.

2. **Products, Pricing, And Payment.**

CONTRACTOR will provide products and pricing as specified in **Exhibit “A”** attached hereto and made a binding part hereof. In accordance with Florida’s Local Government Prompt Payment Act, payments shall be made within forty-five (45) days after SCHOOL BOARD’s receipt of invoice. SCHOOL BOARD shall pay these fees to CONTRACTOR for services rendered as outlined in Exhibit “B” which includes all direct charges, indirect charges, and reimbursable expenses, if any. SCHOOL BOARD shall incur no obligation for payment until issuance of a purchase order to CONTRACTOR.

3. **Contract Provisions.**

The parties hereto agree to be bound by all of the terms and conditions of the PIGGYBACK CONTRACT unless otherwise modified or specified herein.

4. **Notice.**

The parties hereto agree and understand that written notice, mailed or delivered to the last known mailing address, shall constitute sufficient notice to SCHOOL BOARD and CONTRACTOR. All notices required and/or made pursuant to this Agreement to be given to SCHOOL BOARD and CONTRACTOR shall be in writing and given by way of the United States Postal Service, first class mail, postage prepaid, addressed to the following addresses

of record:

SCHOOL BOARD: The School Board of Osceola County, Florida
Attention : Procurement
817 Bill Beck Boulevard, Kissimmee, Florida 34744-4492

CONTRACTOR: Seon Design (USA) Corp.
1313 East Maple Street, Suite 231
Bellingham, WA 98225

5. **Applicable Law, Venue, Jury Trial.**

Notwithstanding the provisions of the PIGGYBACK CONTRACT, the laws of the State of Florida shall govern all aspects of this Agreement. In the event it is necessary for either party to initiate legal action regarding this Agreement, venue shall lie in Osceola County, Florida. The parties hereby waive their right to trial by jury in any action, proceeding or claim, arising out of this Agreement, which may be brought by either of the parties hereto.

6. **Modification.**

The covenants, terms, and provisions of this Agreement may be modified by way of a written instrument, mutually accepted by the parties hereto. In the event of a conflict between the covenants, terms, and/or provisions of this Agreement and any written Amendment(s) hereto, the provisions of the latest executed instrument shall take precedence.

7. **Fund Availability.**

Services to be performed in accordance with this Agreement are subject to the annual appropriation of funds by the State of Florida and SCHOOL BOARD.

8. **Background Check.**

Pursuant to Section 1012.465, and except as provided in Sections 1012.467 and 1012.468, *Florida Statutes*, if services provided under this agreement require **Contractor** and/or Contractor's personnel or subcontractors to be on campus while students are present, or to have direct contact with students, said Contractor, personnel or subcontractors shall submit to a background check and must meet level 2 screening requirements as described in Section 1012.32, *Florida Statutes*. **Contractor** shall bear the cost of acquiring the background screening as well as any fee imposed by the Florida Department of Law Enforcement to maintain the fingerprints provided by the **Contractor** and its personnel or subcontractors. **Contractor** agrees to notify the **School Board** immediately upon becoming aware that one of its employees or subcontractors, who was previously certified as completing the background check and meeting the statutory requirements, is subsequently arrested or convicted of any disqualifying offense. The parties agree that the failure of **Contractor** to perform any of the duties described in this section shall constitute a material breach of this agreement entitling the **School Board** to terminate immediately with no further responsibilities or duties to perform under this agreement. **Contractor** agrees to indemnify and hold harmless the **School Board**, its officers and employees from any liability in the form of physical or mental injury, death or property damage resulting from **Contractor's** failure to comply with the requirements of this section.

9. **Public Records.**

IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS, 817 BILL BECK BOULEVARD, KISSIMMEE, FL 34744, PHONE: (407) 870-4600, EMAIL: DANA.SCHAFFER@OSCEOLASCHOOLS.NET.

This Agreement is subject to and governed by the laws of the State of Florida, including without limitation Chapter 119, F.S., which generally makes public all records or other writings made by or received by the Parties.

Contractor acknowledges its legal obligation to comply with Section 119.0701, F.S. CONTRACTOR shall keep and maintain public records, as that phrase is defined in the Florida Public Records Act, which would be required to be kept and maintained by SCHOOL BOARD in order to perform the scope of services. CONTRACTOR shall comply with all requirements for retaining public records and shall transfer, at no cost to SCHOOL BOARD, all public records in the possession of CONTRACTOR upon a request for such public records. See Section 119.0701(2)(b)4, F.S., for additional record keeping requirements.

10. **FERPA.**

To the extent Services provided hereunder pertain to the access to student information, CONTRACTOR shall adhere to all standards included in Sections 1002.22 and 1002.221, F.S. (the Protection of Pupil Privacy Acts), 20 U.S.C. §1232g - the Family Educational Rights and Privacy Act (FERPA), the federal regulations issued pursuant thereto (34 CFR Part 99), and/or any other applicable state or federal law or regulation regarding the confidentiality of student information and records. Further, CONTRACTOR, and its officers, employees, agents, and representatives, shall fully indemnify and hold SCHOOL BOARD harmless for any violation of this provision including, but not limited to, defending SCHOOL BOARD and its officers, employees, agents, and representatives against any complaint, administrative or judicial proceeding, payment of any penalty imposed upon SCHOOL BOARD, or payment of any and all costs, damages, judgments, or losses incurred by or imposed upon SCHOOL BOARD arising out of the breach of this provision by CONTRACTOR, its officers, employees, agents, or representatives, to the extent that the CONTRACTOR, or its officers, employees, agents, or representatives, shall either intentionally or negligently violate this provision, Sections 1002.22 and 1002.221, F.S., or other applicable state, local, or federal laws, rules, or regulations. This provision shall survive the termination of or completion of all performance obligations under this Agreement, and shall remain fully binding upon CONTRACTOR. A separate Non-Disclosure Agreement may be required.

11. **Joint Authorship.**

This Agreement shall be construed as resulting from joint negotiation and authorship. No part of this Agreement shall be construed as the product of any one of the parties hereto.

12. **Illegal Alien Labor. State of Florida, Executive Order 11-116.**

Every Contractor must register with and use the U.S. Department of Homeland Security's E-Verify system to verify the work authorization status of all employee's hired during the term of this Agreement and must, upon request, provide evidence of compliance with this provision. Subcontractors shall provide Contractor with an affidavit stating the Subcontractor does not employ, contract with, or subcontract with an unauthorized alien. See Section 448.095, Florida Statutes, for all requirements.

13. **Required Instruction.**

In an effort to assure compliance with Florida Law, the Vendor hereby agrees that the services provided under this Agreement will not include the teaching and/or training of content either in writing, verbally, or electronically that violates Florida Statute 1003.42(2) and Florida State Department of Education Rule 6A 1.094124. The teaching of and/or training of said content to teachers and/or students is prohibited, and any violation of the Statute or Rule shall be grounds for immediate termination of the Agreement between the Parties.

14. **Vendors Statutory Compliance.**

Governmental entities of the State of Florida are prohibited from entering, amending, extending, and renewing certain contracts and agreements with entities of foreign countries of concern, pursuant to Section 287.138, Florida Statutes, and with business entities that engage in forced labor and human trafficking practices, pursuant to Section 786.06, Florida Statutes. Pursuant to the Vendor's executed Affidavit attached hereto, the Contractor attests that it is not affiliated with, and it is not, an entity of foreign countries of concern, pursuant to Section 287.138, Florida Statutes, and that the Contractor does not engage in forced labor and human trafficking practices as defined in Section 786.06, Florida Statutes.

STATUTORY COMPLIANCE AFFIDAVIT

Vendor Name: <u>Seon Design (USA) Corp dba Safe Fleet</u>			
Vendor FEIN: <u>46-0522515</u>			
Address: <u>1313 East Maple St Suite 231</u>			
City: <u>Bellingham</u>	State: <u>WA</u>	Zip: <u>98225</u>	
Phone Number: <u>877-630-7366</u>			
Email Address: <u>joe.allen@safefleet.net</u>			


I hereby acknowledge on behalf of the business entity identified above that I am aware that governmental entities of the State of Florida are prohibited from entering, amending, extending, and renewing certain contracts and agreements with entities of foreign countries of concern, pursuant to Section 287.138, Florida Statutes, and with business entities that engage in forced labor and human trafficking practices, pursuant to Section 786.06, Florida Statutes.

As the person authorized to sign on behalf of Respondent, I certify that the company identified does not:

- This company is not owned by a foreign country of concern, as defined by Section 287.138(1)(a), Florida Statutes.
- No foreign country of concern has a controlling interest in this company, as defined by Section 287.138(2)(b), Florida Statutes.
- This company is not organized under the laws of or has its principal place of business in a foreign country of concern as defined by Section 287.138(2)(c), Florida Statutes.
- This company does not engage in human trafficking, as defined by Section 787.06, Florida Statutes.

I am aware that, in addition to criminal penalties for perjury for providing false information in this Affidavit, the business' failure to comply with the requirements of Sections 287.138 and Chapter 787, Florida Statutes, may result in civil and criminal penalties, prohibitions against doing business with any governmental entity of the State of Florida the suspension or revocation of all business or professional licenses and certifications issued by the State of Florida. By signing this Affidavit, I agree that I will notify SDOC's Director of Purchasing and Warehouse within ten (10) calendar days of any change in my business entity status that would make any statement made in this Affidavit untrue and within thirty (30) calendar days of gaining direct knowledge that any subcontractor or vendor is in violation of any of the requirements of Section 787, Florida Statutes. I further acknowledge that the failure to make the appropriate notification will result in the immediate termination of any contract with my business.

Under penalties of perjury, I declare that I have read the foregoing document and the facts stated in it are true.

By: 

Authorized Signature

Print Name and Title: Joe Allen

Date: 6/15/2026



Date: 2025-09-09
 Proposal #: Q-80552
 Expiry Date: 2025-11-08
 End User:

PREPARED FOR:

Dianeth Gonzalez
 Secretary
SOLD TO DETAILS
 Osceola District School Board
 401 Simpson Rd.
 Kissimmee, Florida 34744
 United States

407-343-8707
 dianeth.gonzalez@osceolaschools.net

BILLING DETAILS

Osceola District School Board
 401 Simpson Rd. Kissimmee, FL
 34744 US

SHIPPING DETAILS

Osceola District School Board
 401 Simpson Rd. Kissimmee, FL
 34744 US

PREPARED BY:

Michael Falola
 Corporate Office: 1.877.630.7366
 Unit 111, 3B Burbidge Street
 Coquitlam, BC V3K 7B2
 michael.falola@safefleet.net

QTY	PRODUCT	DESCRIPTION	UNIT PRICE	TOTAL PRICE
15	HD3Q03A	HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, no harness - Compatible with all TH, DH, & NH16 Series Recorders, except TH4C & TH4.	USD 277.00	USD 4,155.00
15	HD3U01AN	HD Camera, Ultra Wide, 1.72mm, internal, audio, IR, TDN, no harness — Compatible with all TH, DH, & NH16 series recorders, except TH4C & TH4.	USD 320.00	USD 4,800.00
1	TARIFF-LY-L	FEE, Tariff Levy, L	USD 179.10	USD 179.10
1	FRGT-PARTS-GROUND	Ground Freight - Parts Only	USD 50.00	USD 50.00
1	PARTS-G-HANDLING	Handling Fee, Parts Order - GROUND Fulfillment	USD 75.00	USD 75.00
			Total:	USD 9,259.10



All purchases must be confirmed with an authorized signature from the purchaser; company issued purchase orders should be provided for all purchases exceeding \$10,000.00 (in addition to authorized proposal). Any purchases that are exempt from sales taxes must be accompanied by a tax exemption and/or resellers certificate.

By signing this proposal (the "Proposal") (or, if this Proposal is attached to, referenced in, or otherwise accompanies any other agreement, statement of work, purchase order, or other similar document, by or between the parties and/or their applicable affiliates (any of the foregoing, collectively, the "Accompanying Agreement"), then by signing such Accompanying Agreement), the Customer agrees to all terms and conditions set forth herein, including without limitation those set out in this Comments and Terms section, and to the Safe Fleet Video & Telematics Products and Services Standard Customer Terms & Conditions, currently available at safefleet.net/v-and-t-general-terms (as may be updated or amended by Safe Fleet from time to time in its discretion, the "Ts&Cs"), which are incorporated herein and will govern all products, services, and other matters set forth herein. Capitalized terms used but not defined herein shall have the meaning ascribed to them in the Ts&Cs.

Customer and Safe Fleet expressly agree that, notwithstanding anything to the contrary in the Accompanying Agreement, including any provision thereof relating to order of precedence, conflicts, or "battle of the forms," in the event of any conflict, ambiguity, or inconsistency (any of the foregoing, a "Conflict") between any term, provision, requirement, request, specification, or other provision (any of the foregoing, a "Provision") of the Accompanying Agreement and any Provision of this Proposal (including, for clarity, the Ts&Cs), this Proposal shall prevail and control; Customer and Safe Fleet intend this Proposal to be, and this Proposal shall be deemed to be, an amendment to any Conflicting Provision of the Accompanying Agreement.

The warranties applicable to the products, services, and other matters set forth herein are available at <https://www.safefleet.net/product-and-service-warranties> (the "Warranty Documentation"). Notwithstanding any other provision in this Agreement, the Warranty Documentation sets forth the sole warranties with respect to the products, services, and other matters set forth herein, and Safe Fleet hereby expressly disclaims all other representations and warranties, express or implied.

PO# _____ Date: _____

Name: _____ Dianeth Gonzalez _____ Title: _____

Signature: _____

Comments: _____



Seon Additional Comments & Terms:

Temporary Tariff: Due to the increasing magnitude and volatility of the tariff situation, we are not able to absorb this event alone. Given these factors, Safe Fleet(Video)/Seon will be implementing a market condition-dependent Tariff surcharge of 2%, effective on all new purchase orders placed on

March 17, 2025

and thereafter.

This quote is valid for up to 60 days. All sales are final. A restocking fee of 20% will apply for any product returns and/or exchanges requested after initial shipment of the product. Note that product returns and/or exchanges will only be accepted for new, unused product that is within the original, unopened packaging.

Thank you for the opportunity to provide a Proposal for your mobile surveillance and fleet management needs. We trust this customized solution will help you meet your goals for passenger and driver safety and security.

Please feel free to contact me directly at 1.877.630.7366 if you have any questions or concerns. We look forward to partnering with you.

Best regards,

Michael Falola

1.877.630.7366 | michael.falola@safefleet.net

TIPS SOLICITATION DOCUMENT



THE INTERLOCAL PURCHASING SYSTEM (“TIPS”)

A department of TIPS Lead Agency:



TEXAS REGION 8 EDUCATION SERVICE CENTER (“Region 8 ESC”)

TIPS RFP 240801 School Bus and Transportation Surveillance

I. NOTICE TO PROPOSERS.

Contact Information:

TIPS/Region 8 ESC
4845 US Hwy. 271 North
Pittsburg, Texas 75686
Toll Free: (866) 839-8477
Email: bids@tips-usa.com
Website: www.tips-usa.com

TIPS Solicitation:

TIPS RFP 240801 School Bus and Transportation Surveillance

This solicitation document is a Request for Proposal as permitted in Texas Education Code § 44.031. Regardless of potential informal or erroneous references to other solicitation terms such as: “solicitation”, “bid”, “request for competitive sealed proposal”, “RCSP”, etc., this solicitation is the method of procurement identified at this location.

Proposal Deadline:

All proposals shall be received electronically, or otherwise sealed, by: September 20, 2024 AT 3:00 P.M. LOCAL TIME

Access to Solicitation Documents:

Solicitation documents are located online at <http://tips.ionwave.net>. If you encounter a problem while accessing the solicitation, please contact TIPS at the contact information provided for assistance.

Piggybacking Notice:

This IDIQ Solicitation is intended for the use of public entities and qualifying non-profit entities who join TIPS, now and in the future, (“TIPS Members”) to piggyback upon and utilize as their own solicitation for legal procurement purposes. TIPS Contracts are established through free, full and open competition as described by the laws of TIPS jurisdiction and are available for piggy-back by other government entities anywhere in the United States, subject to each entities’ jurisdictional law and regulation.

TIPS Administration Fee:

TIPS collection of fees is required pursuant to Texas Government Code Section 791.011 et. seq. The TIPS Administration Fee for this contract shall be 2% of the amount paid by the TIPS Member for each TIPS Sale, less shipping cost, bond cost, and taxes, if identifiable.

Incorporation of Solicitation:

If Vendor proposes and is awarded, the specifications, terms, and conditions of this solicitation shall be incorporated by reference into the final, awarded TIPS Contract.

TIPS Contract Jurisdictional Limitations:

Depending on different entities’ and jurisdictions’ laws and regulations, TIPS Member Customers may be prohibited from utilizing TIPS as a procurement method for any specific procurement or procurement-type. TIPS makes no representations about when a TIPS procurement will be appropriate for any particular expenditure. It is always up to the TIPS Member customer to determine whether a TIPS procurement is appropriate under their applicable laws and policies.

Vendor Questions & Pre-Bid Meeting Requests:

Substantive questions will be received until September 6, 2024, at 12:00 p.m. local time. Questions about the specific solicitation shall be submitted to bids@tips-usa.com with the subject line “TIPS 240801 Surveillance – Vendor Question”. Vendor-specific questions about the process will often be answered directly. However, substantive questions that are not properly addressed in the solicitation information will be properly published to all vendors as an addendum or “Question & Answer” document.

Pre-Bid Meetings are not mandatory and, if requested, TIPS reserves the right to determine whether a Pre-Bid meeting shall be held. Pre-Bid Meetings may be requested by any proposer on or before August 15, 2024, by emailing bids@tips-usa.com with the subject line “TIPS 240801 Surveillance – Pre-Bid Meeting Request”.

Anticipated Schedule of Solicitation Events:

These anticipated dates are subject to change at TIPS’ discretion. TIPS reserves the right to extend the proposal deadline for any reason.

Posting Date	AUGUST 1 2024	8:00 A.M. Local Time
Proposal Deadline	SEPTEMBER 20, 2024	3:00 P.M. Local Time
Proposal Opening	SEPTEMBER 20, 2024	3:00 P.M. Local Time
Proposal Review Begins	SEPTEMBER 20, 2024	3:01 P.M. Local Time
Proposals Award	OCTOBER 24, 2024	8:30 A.M. Local Time
Award Notifications	OCTOBER 24, 2024	12:00 P.M. Local Time

Estimated Contract Value:

The estimated value for the life of the contract for all awarded vendors combined is \$11,033,576.00. This is an estimate and is not a guarantee of the minimum or maximum value of the contract because TIPS cannot speculate on TIPS Members’ future needs or budget allocations as they relate to this solicitation.

II. TIPS

The Interlocal Purchasing System (“TIPS”) is a department of Texas Region 8 Education Service Center, a government entity. TIPS, a governmental entity and a national purchasing cooperative operating under the Interlocal Cooperation Act¹, seeks to provide a valuable and necessary solution to public entities and qualifying non-profits by performing the legal public procurement solicitation process and awarding compliant contracts to qualified vendors. When permitted by TIPS Members’ law and policy, instead of public entities and qualifying non-profits expending time, money, and resources on the extensive legal competitive procurement process, the use of TIPS,

¹ See Texas Government Code, Chapter 791.

allows public entities to quickly select and purchase their preferred products or services from qualified, evaluated Vendors on an as-needed basis. TIPS evaluates and scores all responsive, properly submitted proposals. Recommendations for award will be made to the Region 8 Education Service Center Board of Directors. Awards are ratified or rejected at the monthly meeting of Region 8 ESC Board of Directors, or as delegated by the Board of Directors. TIPS utilizes a value approach and bases its award recommendations on several factors mandated by the Texas Education Code section §44.031. The factors are allotted points as described herein. TIPS reserves the right to assign or deduct any number of points in any given category if warranted due to insufficient response or Vendor stipulated exceptions and limitations.

III. PROPOSAL GUIDANCE

1. TIPS strongly encourages all interested vendors to respond using the TIPS IonWave Electronic eBid System for proposal submission. The online submission has many safeguards built into the system that will notify proposers of mistakes or missing information. These safeguards will significantly minimize the potential for Vendor disqualification. If you encounter trouble with the TIPS IonWave eBid System, please contact TIPS.
2. If it is determined that Vendor cannot utilize the TIPS IonWave eBid System, Vendor must email bids@tips-usa.com seeking a manual submission packet which TIPS will send to you via US Mail or FedEx within two business days of receiving your request. All manual responses must be sealed in an envelope and must be physically received by TIPS at the TIPS Contact information provided herein and by the deadline provided herein.
3. If you are viewing this document, you have likely already logged into the TIPS IonWave eBid System. If not, you need to register/login to the TIPS IonWave eBid System online at <https://tips.ionwave.net/> and follow these instructions.
4. Once logged in, confirm that your Supplier Profile properly lists your accurate entity-name, EIN, d/b/a's, and contact information, matching your current W9. If it does not, either correct it, or disable the inaccurate profile and create a correct profile before proceeding.
5. Next, confirm that all emails issued by the following domains can be received by your entity's email servers to ensure that you do not miss vital messages: "@tips-usa.com", @tipsconstruction.com", and "ionwave.net"
6. Once that review/update is complete, Vendor shall carefully read through all bid Event Details, Bid Notes, Attachments, Addenda, Instructions, and Attribute Questions before submitting questions to TIPS.
7. TIPS recommends starting Vendor's proposal response by answering the required "Attribute" questions within the IonWave eBid System. These responses are required and it is beneficial to start with the Attribute questions as some of the bid Attachments are only required depending on your responses to those questions.
8. Once Vendor has completed the Attribute Questions, Vendor must download, properly complete, and upload into the correct "Response Attachments" location all required Attachments.
9. Once Vendor has completed the Attribute Questions and uploaded all required Attachments, Vendor must submit the proposal before the legal Proposal Deadline. The system will notify you of errors and allow you to correct those errors where you would otherwise risk unintentional disqualification through paper submission.
10. Proposals may be retracted, amended, and resubmitted by the proposer on the electronic eBid System at any time prior to the legal deadline.
11. If an addendum is posted, you will receive an email notification and you are required to login to the IonWave eBid System to address the Addendum.
12. TIPS reserves the right to reject any or all proposals, to accept any proposals, and to waive any informality in the proposal process provided waiver is equally applied to all proposers and another proposer is not prejudiced by the waiver.
13. If Vendor has proposed deviations to TIPS' standard terms, there is an Attribute Question where Vendor can assert that it has proposed negotiations. If Vendor responds to that attribute question asserting deviations, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document Vendor Agreement and instruct Vendor to include all requested negotiations as redline edits for TIPS consideration. This is the only proper way to submit proposed deviations for TIPS consideration. TIPS reserves the right to accept, decline, or modify Vendor's requested negotiated terms. For this reason, asserting deviations or negotiations may ultimately delay or prevent award.
14. Withdrawal of proposals will not be allowed for a period of 90 days following the opening unless approved by TIPS in writing.
15. If a Vendor desires to protest a process or decision by TIPS, the Vendor must follow the following process: http://www.tips-usa.com/assets/documents/docs/letters/Protest_Procedures_for_Vendor.pdf

Proposal Format

All responses should be direct, concise, complete, and unambiguous.

1. Attribute Questions.

Vendor must respond carefully and accurately to all "Attributes" within the IonWave eBid System.

2. Completion of Attachments.

Pricing Form 1

Pricing Form 1 must be downloaded from the “Attachments” section of the IonWave eBid System, reviewed, properly completed as instructed on the form and herein, uploaded to the “Response Attachments” section requesting Pricing Form 1.

Pricing Form 2

Pricing Form 2 must be downloaded from the “Attachments” section of the IonWave eBid System, reviewed, properly completed as instructed on the form and herein, and uploaded to the “Response Attachments” section requesting Pricing Form 2.

Alternate or Supplemental Pricing Documents

Optional. If when completing Pricing Form 1 & Pricing Form 2 you direct TIPS to view additional, alternate, or supplemental pricing documentation, you may upload that documentation.

Vendor Agreement

The Vendor Agreement must be downloaded from the “Attachments” section of the IonWave eBid System, reviewed, properly completed, and uploaded to the “Response Attachments” section requesting the Vendor Agreement. If Vendor has proposed deviations to the Vendor Agreement, Vendor may assert so in the Attribute Questions and those shall be addressed during evaluation.

Vendor Agreement Signature Form

The Vendor Agreement Signature Form must be downloaded from the “Attachments” section of the IonWave eBid System, reviewed, properly completed, and uploaded to the “Response Attachments” section requesting the Vendor Agreement Signature Form. If Vendor has proposed deviations to the Vendor Agreement, Vendor may leave the signature line of this page blank and assert so in the Attribute Questions and those shall be addressed during evaluation.

Reference Letters

Vendor is required to upload three Reference Letters from three separate customers as described herein. Vendor will be scored on the aggregate Reference Letters received from customers as described in the solicitation. Vendor must provide three current letters (issued within the 12-months preceding the date on which the solicitation was posted) from its customers verifying Vendor’s customer service and reputation as described herein. (Ex. if the solicitation/bid posted on February 4, 2024, the letters must be dated on or after February 1, 2023). The letters must be issued from customers who have received goods or services from the Vendor or its current corporate officials, on entity/company letterhead, must specify its customer experience with Vendor, and must be signed by an authorized representative of the customer.

Required Confidentiality Claim Form

The Required Confidentiality Claim Form must be downloaded from the “Attachments” section of the IonWave eBid System, reviewed, properly completed, and uploaded to the “Response Attachments” section requesting the Required Confidentiality Claim Form. This is the only way for Vendor to assert confidentiality of any information submitted.

Conflict of Interest Questionnaire – Form CIQ

Do not upload this form unless you have a reportable conflict with TIPS. There is an Attribute entitled “Conflict of Interest Questionnaire Requirement” immediately followed by an Attribute entitled “Conflict of Interest Questionnaire Requirement – Form CIQ – Continued.” Properly respond to those Attributes and only upload this form if applicable/instructed. If upload is required based on your response to those Attributes, the Conflict of Interest Questionnaire – Form CIQ must be downloaded from the “Attachments” section of the IonWave eBid System, reviewed, properly completed, and uploaded to the “Response Attachments” section requesting the Conflict of Interest Questionnaire – Form CIQ.

Disclosure of Lobbying Activities – Standard Form - LLL

Do not upload this form unless Vendor has reportable lobbying activities. There are Attributes entitled, “2 CFR Part 200 or Federal Provision - Byrd Anti-Lobbying Amendment – Continued.” Properly respond to those Attributes and only upload this form if applicable/instructed. If upload is required based on your response to those Attributes, the Disclosure of Lobbying Activities – Standard Form - LLL must be downloaded from the “Attachments” section of the IonWave eBid System, reviewed, properly completed, and uploaded to the “Response Attachments” section requesting the Disclosure of Lobbying Activities – Standard Form – LLL.

Current Form W-9

Vendor must upload their current IRS Tax Form W-9. The legal name, EIN, and d/b/a's listed should match the information provided herein exactly. This form will be utilized by TIPS to properly identify your entity.

Certificates & Licenses (Supplemental Vendor Information Only)

Optional. If Vendor would like to display any applicable certificates or licenses (including HUB certificates) for TIPS and TIPS Member Customer consideration, Vendor may upload those at the “Response Attachments” section requesting “Certificates & Licenses (Supplemental Vendor Information Only).” These supplemental documents shall not be considered part of the TIPS Contract. Rather, they are Vendor Supplemental Information for marketing and informational purposes only.

Vendor’s Warranties, Terms, and Conditions (Supplemental Vendor Information Only)

Optional. If Vendor would like to display any standard warranties, terms, or conditions which are often applicable to their offerings for TIPS and TIPS Member Customer consideration, Vendor may upload those at the “Response Attachments” section requesting “Vendor’s Warranties, Terms, and Conditions (Supplemental Vendor Information Only).” These supplemental documents shall not be considered part of the TIPS Contract. Rather, they are Vendor Supplemental Information for marketing and informational purposes only.

Supplemental Vendor Information (Supplemental Vendor Information Only)

Optional. If Vendor would like to display or include any brochures, promotional documents, marketing materials, or other Vendor Information for TIPS and TIPS Member Customer consideration, Vendor may upload those at the “Response Attachments” section requesting “Supplemental Vendor Information (Supplemental Vendor Information Only).” These supplemental documents shall not be considered part of the TIPS Contract. Rather, they are Vendor Supplemental Information for marketing and informational purposes only.

Vendor Logo (Supplemental Vendor Information Only)

Optional. If Vendor desires that their logo be displayed on their public TIPS profile for TIPS and TIPS Member viewing, Vendor may upload that logo at the “Response Attachments” section requesting “Vendor Logo (Supplemental Vendor Information Only).” These supplemental documents shall not be considered part of the TIPS Contract. Rather, they are Vendor Supplemental Information for marketing and informational purposes only.

IV. SPECIFICATIONS

Category: School Bus and Transportation Surveillance

Nothing herein is seeking services that are considered a public work/construction. This is a solicitation for goods and non-“public work” services only.

Specifications.

It is the intention of TIPS, as a Department of Region 8 ESC, to contract with quality vendors to supply goods and services to facilitate the surveillance of school buses and similar transportation to public entity and qualifying non-profit TIPS Members in the United States. Proposals shall include, but not be limited to: cameras, technology, attendants, recording devices, security systems, applications, software, hardware, surveillance equipment, and surveillance services specifically for transportation modes such as school buses, public transit, and passenger vehicles.

Proposals should include all listings of goods and services to facilitate the surveillance of school buses and similar transportation that Vendor seeks to offer under the contract. Do not propose offerings that are not considered school bus and similar transportation surveillance goods and services. Accessories and parts to support school bus and similar transportation surveillance should be submitted. Servicing of school bus and similar transportation surveillance items or any service related to transportation surveillance that vendor seeks to offer under this contract should be submitted.

V. VENDOR PRICING SUBMISSION

Pricing.

Please carefully read all of the following before submitting any pricing questions. All goods and service pricing shall be firm and calculable at the time of any TIPS Sale and must conform and comply with the Vendor’s original pricing model as proposed in response to this solicitation. “To-Be-Determined” pricing is prohibited.

Submission of Goods/Items Pricing

TIPS permits Vendors to utilize either or both of the two goods/items pricing proposal options (and sub-options) identified below with the “Discount-Off Catalog” option being much more optimal, usable, and preferred to the “Cost-Plus Markup Option.” With either or both options, Vendor is able to update their pricing and add/remove items during the life of the contract. It is Vendor’s responsibility to ensure that all items listed, whether by description, product number, SKU, UPC or other, fall within the scope of this solicitation category. Please carefully read the description of both goods/items pricing options directly below:

- **Discount-Off Catalog Method**

This goods/items pricing proposal method is highly preferred over the “Cost-Plus Markup Method” because it is versatile and allows Vendor to efficiently add and update its goods/items pricing and does not automatically prohibit federal fund purchases. Vendor is asked in the attribute questions within the eBid System to propose a minimum discount off of their catalog pricing. Please note that Vendor’s “Minimum Percentage Discount Offered” proposed in the attribute questions shall apply to goods proposed with the exception of limited goods/services specifically identified and excluded from this discount in Vendor’s original proposal such as a specific item-type with a limited profit margin. Any discount from 0% to 100% is an appropriate response. A 0% discount is permitted. Then, under this pricing proposal method, Vendor is permitted to provide its “Catalog Pricing” to TIPS in a number of ways, described below. Please carefully read the following definition of “Catalog Pricing” which is broad and flexible to the usability benefit of the Vendor.

“Catalog Pricing” is defined as, “The then available list of goods or services, in the most current listing regardless of date, that takes the form of a catalog, price list, price schedule, shelf-price or other viewable format that:

- A. is regularly maintained by the manufacturer or Vendor of an item; and
- B. is either published or otherwise available for review by TIPS or a customer during the purchase process;
- C. to which the Minimum Percentage Discount proposed by the proposing Vendor may be applied.

Under the “Discount-Off Catalog Method, Vendor may supply TIPS its “Catalog Pricing” through any of the following methods. Please open the solicitation attachment entitled “Pricing Form 1” at this time and scroll through Sections A and B as you read this explanation.

Options for Providing Goods/Items “Catalog Pricing” to TIPS:

1. **Section “A” of Pricing Form 1 – Providing “Catalog Pricing” through Line-Item Pricing:** If Vendor desires to list the goods/items that you sell by line-item, you are welcome to do so in Section “A” of Pricing Form 1. You are welcome to modify the columns and column titles as long as TIPS can identify the item’s name and “catalog price.” Please note that if you are awarded with this type of pricing submission, you will be able to update the pricing and add/remove items as long as you honor any applicable discounts originally proposed.
2. **Section “B” of Pricing Form 1 – (1) Catalog Pricing is Included in Proposal:** If Vendor already has “Catalog Pricing” documents or files compiled, Vendor may check this box and include a note directing TIPS to please view those documents/files. (Ex. X – Please see “Catalog Pricing” in uploaded document entitled “2022-2023 Vendor Catalog.”) Please note that if you are awarded with this type of pricing submission, you will be able to update the pricing and add/remove items as long as you honor any applicable discounts originally proposed.
3. **Section “B” of Pricing Form 1 – (2) Link to Catalog Pricing:** If Vendor already has “Catalog Pricing” published at an online location, Vendor may check this box and include the link to their online “Catalog Pricing.” If a login is required to access the “Catalog Pricing” located at that link, please provide that login information in the cell to the right. (Ex. X – Please see “Catalog Pricing” at www.tips-usa.com, login information is Username: TIPS Password: 123456.) Please note that if you are awarded with this type of pricing submission, you will be able to update the online pricing and add/remove items as long as you honor any applicable discounts originally proposed.
4. **Section “B” of Pricing Form 1 – (3) Vendor Shall Provide “Catalog Pricing” Upon Request:** If Vendor does not have comprehensive “Catalog Pricing” documents or links readily available, Vendor may check this box ensuring that such required “Catalog Pricing” will be provided upon request. Per the following example, this option is viable but may slow down the TIPS Sale process as follows. (Ex. Vendor is awarded and is making its first TIPS Sale to Sunny ISD, Sunny ISD sends its TIPS PO to TIPS for pricing compliance review. TIPS will then request that Vendor provide documentation of “Catalog Pricing” for the line items included in the PO before TIPS can process the PO and send to Vendor for fulfillment.) Please note that if you are awarded with this type of pricing submission, you will always be

able to provide the most current pricing for each item but you will still be required to honor any applicable discounts originally proposed.

- **Cost-Plus Markup Method**

This goods/items pricing proposal method is not recommended because many TIPS Members are prohibited from utilizing Vendors with a Cost-Plus Markup Pricing submission, especially when using federal funds. If Vendor utilizes the Cost-Plus Markup method anywhere in its proposal, Vendor cannot and will not be listed as federally compliant for TIPS purposes unless Vendor also certifies "Yes" in response to the Attribute entitled, "2 CFR Part 200 - Prohibition of Cost- Plus." If Vendor has read through the entirety of the "Discount-Off Catalog Method" description above and has determined that none of those options are a possibility, then Vendor may use this method which will require Vendor to propose a maximum mark-up percentage in this proposal and then provide TIPS with proof of cost for each item at the time of each TIPS Sale.

Options for Selecting Cost-Plus Markup Method:

1. **Section "C" of Pricing Form 1:** If Vendor desires to utilize this method, Vendor may enter its maximum markup percentage the cell provided in Section "C" of Pricing Form 1. Please note that this is a maximum percentage and you may always have a lesser markup on a TIPS Sale. You will be required to provide proof of cost to TIPS for every item sold under the TIPS Contract. (Ex. Vendor is awarded and is making its first TIPS Sale to Sunny ISD, Sunny ISD sends its TIPS PO to TIPS for pricing compliance review. TIPS will then request that Vendor provide documentation of Vendor's cost for the line items included in the PO before TIPS can process the PO and send to Vendor for fulfillment.) Please note that if you are awarded with this type of pricing submission, you will always be able to provide the most current cost for each item but you will not be permitted to sell it to TIPS Members for a greater markup than what Vendor provides herein.

Submission of Service Pricing

Please note that Vendor's "Minimum Percentage Discount Offered" proposed in the attribute questions shall apply to services proposed with the exception of limited goods/services specifically identified and excluded from this discount in Vendor's original proposal such as vendor travel passed through at actual cost or GSA allowable rates. If Vendor does not seek to offer services under this contract, Vendor may type "N/A" on Pricing Form 2 and submit. If Vendor desires to offer services under this TIPS Contract, if awarded, the "Catalog Pricing" for those services must be included, or properly added, to Vendor's TIPS "catalog pricing" proposed herein. All services must be provided in some unit cost (Ex. Per Hour, Per Person, Per Day, etc.). TIPS now restates the definition of "Catalog Pricing" below for convenience:

"**Catalog Pricing**" is defined as, "The then available list of goods or services, in the most current listing regardless of date, that takes the form of a catalog, price list, price schedule, shelf-price or other viewable format that:

- D. is regularly maintained by the manufacturer or Vendor of an item; and
- E. is either published or otherwise available for review by TIPS or a customer during the purchase process;
- F. to which the Minimum Percentage Discount proposed by the proposing Vendor may be applied.

Under the "Discount-Off Catalog Method, Vendor may supply TIPS its "Catalog Pricing" through any of the following methods. Please open the solicitation attachment entitled "Pricing Form 1" at this time and scroll through Sections A and B as you read this explanation.

Options for Providing Services "Catalog Pricing" to TIPS:

1. **Pricing Form 2 – Providing Service "Catalog Pricing" through Line-Item Pricing:** If Vendor desires to list the services that Vendor sells by line-item, Vendor is welcome to do so in Pricing Form 2. You are welcome to modify the columns and column titles as long as TIPS can identify the service being offered by name, unit-type, and the "catalog price" of the service. Please note that if you are awarded with this type of pricing submission, you will be able to update the pricing and add/remove services within the category as long as you honor any applicable discounts originally proposed.

2. **Service Catalog Pricing is Included in Proposal:** If Vendor already has service “Catalog Pricing” documents, links, or files compiled, Vendor may include a note on Pricing Form 2 directing TIPS to please view those documents/links/files. (Ex. X – Please see “Service “Catalog Pricing” in uploaded document entitled “2022-2023 Vendor Service Pricing.”) Please note that if you are awarded with this type of pricing submission, you will be able to update the pricing and add/remove services within this category as long as you honor any applicable discounts originally proposed.

Additional Pricing Terms

1. **Maintaining and Updating TIPS Pricing During Contract.** Vendor agrees and understands that for each TIPS Contract that it is awarded, Vendor submitted, agreed to, and received TIPS’ approval for specific pricing, discounts, and other pricing terms and incentives which make up Vendor’s TIPS Pricing for that TIPS Contract (“TIPS Pricing”). Vendor may update their pricing during the life of the contract by highlighting the pricing changes and emailing pricing updates to bids@tips-usa.com for TIPS consideration/approval. Through this process, Vendor may: (1) add or remove items; (2) add or remove manufacturer/brands, and; (3) increase or decrease item pricing, as long as “catalog pricing” (or “cost” in very limited circumstances as described herein) is provided to TIPS upon request and Vendor honors all applicable discounts originally proposed. Vendor hereby certifies that Vendor shall only offer goods and services through this TIPS Contract if those goods and services are included in or added to Vendor’s TIPS Pricing and approved by TIPS. TIPS reserves the right to review Vendor’s pricing update requests as specifically as line-item by line-item to determine compliance. However, Vendor contractually agrees that all submitted pricing updates shall be within the original terms of the Vendor’s TIPS Pricing (scope, proposed discounts, price increase limitations, and other pricing terms and incentives originally proposed by Vendor) such that TIPS may accept Vendors price increase requests as submitted without additional vetting at TIPS discretion.
2. **Brands.** If a name brand is included in this solicitation, proposals on any reputable manufacturers regularly produced equipment of such items of a similar nature or similar use which are substantively equivalent will be considered.
3. **TIPS Fee Considered.** Vendor confirms that all TIPS Pricing includes the TIPS Administration Fee and Vendor will not show adding the TIPS Administration Fee as a charge or line-item in a TIPS Sale.
4. **Vendor’s Self-Imposed Pricing Limitations.** Within Vendor’s TIPS Pricing, Vendor may include express, written limitations on geographical regions, volume of order, expediency, etc., for TIPS consideration and approval, as long as Vendor honors their applicable TIPS Pricing, proposed discounts, the terms and conditions of this Contract, and the terms and conditions of any Supplemental Agreement entered into directly with the customer TIPS Member. (Example: If Vendor sells nationally but a specific product can only be sold in Texas. Or, if Vendor can offer Members a greater discount if they purchase 50 items or more in one purchase, etc.)
5. **Shipping Cost, Bond Cost, and Taxes.** TIPS fees are not assessed to Vendors for shipping cost, required bond cost, or any taxes that may be applicable as long as they can be identified as separate line-items. For that reason, TIPS encourages Vendors not to include shipping price, bond price, or taxes within the TIPS “catalog pricing” for an item. If it is included in the TIPS price, TIPS will have no way to differentiate and the TIPS Administration fee will be assessed on the total.

VI. PROPOSAL SCORING AND EVALUATION

TIPS evaluates and scores all responsive, properly submitted proposals. Recommendations for award will be made to the Region 8 Education Service Center Board of Directors. Awards are ratified or rejected at the monthly meeting of Region 8 ESC Board of Directors, or as delegated by the Board of Directors. TIPS utilizes a value approach and bases its award recommendations on several factors mandated by the Texas Education Code section §44.031. The factors are allotted points as described herein. TIPS reserves the right to assign or deduct any number of points in any given category if warranted due to insufficient response or Vendor stipulated exceptions and limitations. TIPS reserves the right to reject any or all proposals or any part of any proposal. TIPS is the sole arbiter of scoring. TIPS reserves the right to award multiple vendors for each solicitation.

The following evaluation criteria are mandated for consideration by Texas Education Code § 44.031 (b).

1. **Purchase Price: (22) Points.** Vendor shall submit, pursuant to the instructions included herein, specific pricing, discounts, and other pricing terms and incentives which make up Vendor’s “TIPS Pricing.” Points will be assigned based on the specific pricing as it relates to the current market, the discounts, and the other pricing terms and incentives proposed by Vendor.
2. **Reputation of Vendor and Vendor’s Offerings: (3) Points.** Points will be assigned based on Vendor’s references, to be submitted as instructed herein, any past history with Vendor, and any other information available to TIPS regarding Vendor’s reputation.

3. **Quality of Vendor's Offerings: (21.5) Points.** Points will be assigned based on Vendor's references, to be submitted as instructed herein, any past history with Vendor, and any other information available to TIPS regarding the quality of Vendor's goods.
4. **Total Long-Term Cost to TIPS/TIPS Members to Acquire the Vendor's Offerings: (10) Points.** Points will be assigned based on Vendor's response to the Attribute entitled, "Honoring Vendor's Minimum Discount Percentage." If Vendor responds, "Yes", agreeing to honor their proposed TIPS Minimum Percentage Discount for the duration of the contract, Vendor will be awarded the maximum 10 points. A "No" response refusing to honor that proposed discount will be awarded 0 points.
5. **Extent to Which the Offerings Meet the Needs: (21.5) Points.** Points will be assigned based on whether the offerings proposed by Vendor fall within the scope of and meet the TIPS Member needs described in this solicitation.
6. **Vendor's Past Relationship: (10) Points.** Points will be assigned based on Vendor's past relationship with TIPS as an awarded TIPS Vendor. No past relationship with TIPS as an awarded TIPS Vendor will score 5 points, a poor past relationship with TIPS as an awarded TIPS Vendor will score 0-4 points, and a good past relationship with TIPS as TIPS Awarded Vendor will score 6-10 points.
7. **Impact on the Ability of TIPS Members to Comply with Laws and Rules Relating to Historically Underutilized Businesses ("HUB's"): (2) Points.** Points are assigned if, where applicable herein, Vendor agrees that if they anticipate subcontracting under this award, they will abide by the required affirmative steps provided in 2 CFR 200. Please see the corresponding Attribute Questions regarding, "Subcontracting and Affirmative Steps for Small and Minority Businesses, Women's Business Enterprises, and Labor Surplus Area Firms." A response that Vendor does anticipate subcontracting but does not agree to the federal subcontracting practices will give Vendor 0 points for this category and deem Vendor unacceptable to receive federal funds under this contract, any other responses accurate responses will give Vendor 2 points for this category.
8. **Experience: (10) Points.** Points will be assigned based on the number of years proposing Vendor has been operating the proposing business in this capacity as presented in response to the corresponding attribute question seeking the same. <2 years will receive 1 point, 2-3 years will receive 5 points, 4-5 years will receive 8 points, and > 5 years will receive 10 points.
9. **Residency: 0 Points.** For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner: A. has its principal place of business in this state; or B. employs at least 500 persons in this state. Vendor's response to the corresponding attribute question will be considered, as required by law, but no points shall be assigned because federal funds may be utilized by TIPS Members, and residency is a prohibited criterion under federal regulation.

PROPOSERS FALLING BELOW AN 70-POINT THRESHOLD WILL NOT BE CONSIDERED FOR AN AWARD.

VII. TERMS & CONDITIONS

1. **Incorporation of Solicitation.** As previously stated, if Vendor proposes and is awarded, the specifications, terms, and conditions of this solicitation shall be incorporated by reference into the final, awarded TIPS Contract. In the event of conflict between the terms herein and the final Vendor Agreement, the terms and conditions which are in the best interest of governmental/qualifying non-profit TIPS Members shall control at TIPS sole discretion.
2. **Deviations.** If Vendor has proposed deviations to TIPS' standard terms, there is an Attribute Question where Vendor can assert that it has proposed negotiations. If Vendor responds to that attribute question asserting deviations, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document Vendor Agreement and instruct Vendor to include all requested negotiations as redline edits for TIPS consideration. This is the only proper way to submit proposed deviations for TIPS consideration. TIPS reserves the right to accept, decline, or modify Vendor's requested negotiated terms. For this reason, asserting deviations or negotiations may ultimately delay or prevent award.
3. **Term of the Agreement.** If awarded, the resulting Agreement with TIPS is for approximately three years with a one-year, consecutive option for renewal as described herein. Renewal options are not automatic and shall only be effective if offered by TIPS at its sole discretion. If TIPS offers a renewal option, the Vendor will be notified via email issued to Vendor's then-listed Primary Contact. The renewal option shall be deemed accepted by Vendor unless Vendor notifies TIPS of its objection to the renewal option in writing and confirms receipt by TIPS.

Actual Effective Date: Agreement is effective upon signature by authorized representatives of both Parties. The Effective Date does not affect the "Term Calculation Start Date."

Term Calculation Start Date: To keep the contract term consistent for all vendors awarded under a single TIPS contract, Vendor shall calculate the foregoing term as starting on the last day of the month that “Award Notifications” are anticipated as published in the Solicitation, regardless of the actual Effective Date.

Example of Term Calculation Start Date: If the anticipated “Award Date” published in the Solicitation is May 22, 2023, but extended negotiations delay award until June 27, 2023 (Actual Effective Date), the Term Calculation Start Date shall be May 31, 2023 in this example.

Contract Expiration Date: To keep the contract term consistent for all vendors awarded under a single TIPS contract, the term expiration date shall be three-years from the Term Calculation Start Date.

Example of Contract Expiration Date: If the anticipated “Award Date” published in the Solicitation is May 22, 2023, but extended negotiations delay award until June 27, 2023 (Actual Effective Date), the Term Calculation Start Date shall be May 31, 2023 and the Contract Expiration Date of the resulting initial “three-year” term, (which is subject to an extension(s)) will be May 31, 2026 in this example.

Option(s) for Renewal: Any option(s) for renewal shall begin on the Contract Expiration Date, or the date of the expiration of the prior renewal term where applicable, and continue for the duration specified for the renewal option herein.

Example of Option(s) for Renewal: In this example, if TIPS offers a one-year renewal and the Contract Expiration Date is May 31, 2026, then the one-year renewal is effective from May 31, 2026 to May 31, 2027.

TIPS may offer to extend Vendor Agreements to the fullest extent the TIPS Solicitation resulting in this Agreement permits.

4. **Termination.** If awarded, TIPS reserves the right to terminate the resulting agreement for cause or no cause for convenience with a thirty (30) days prior written notice. This Agreement may be terminated for cause by either party if the other party breaches the terms or materially defaults on the performance of any of its duties or obligations set forth herein, provided that such default is not cured within thirty (30) days, or as otherwise may be agreed to by both parties, after written notice is given to the defaulting party by the non-defaulting party which specifies the faulty performance and acceptable means of correction. In such event, termination of the Agreement shall be effective as of the date specified in such notice of such termination. Upon termination, all TIPS Sale orders previously accepted by Vendor shall be fulfilled and Vendor shall be paid for all TIPS Sales executed pursuant to the applicable terms. All TIPS Sale orders presented to Vendor but not fulfilled by Vendor, prior to the actual termination of this agreement shall be honored at the option of the TIPS Member. TIPS shall submit to Vendor an invoice for any outstanding TIPS Administration Fees and approved expenses and Vendor shall pay such fees and expenses within 30 calendar days of receipt of such valid TIPS invoice. Vendor acknowledges and agrees that continued participation in TIPS is subject to TIPS’ sole discretion and that any Vendor may be removed from the TIPS program at any time with or without cause. This termination clause does not affect TIPS Sales Supplemental Agreements pursuant to this term regarding termination and the Survival Clause term.
5. **TIPS Pricing.** Vendor agrees and understands that for each TIPS Contract that it holds, Vendor submitted, agreed to, and received TIPS’ approval for specific pricing, discounts, and other pricing terms and incentives which make up Vendor’s TIPS Pricing for that TIPS Contract (“TIPS Pricing”). Vendor confirms that Vendor will not add the TIPS Administration Fee as a charge or line-item in a TIPS Sale. Vendor hereby certifies that Vendor shall only offer goods and services through this TIPS Contract if those goods and services are included in or added to Vendor’s TIPS Pricing and approved by TIPS. TIPS reserves the right to review Vendor’s pricing update requests as specifically as line-item by line-item to determine compliance. However, Vendor contractually agrees that all submitted pricing updates shall be within the original terms of the Vendor’s TIPS Pricing (scope, proposed discounts, price increase limitations, and other pricing terms and incentives originally proposed by Vendor) such that TIPS may accept Vendors price increase requests as submitted without additional vetting at TIPS discretion. Any pricing quoted by Vendor to a TIPS Member or on a TIPS Quote shall never exceed Vendor’s TIPS Pricing for any good or service offered through TIPS. Vendor certifies by signing this agreement that Vendor’s TIPS Pricing for all goods and services included in Vendor’s TIPS Pricing shall either be equal to or less than Vendor’s current pricing for that good or service for any other customer. TIPS Pricing price increases and modifications, if permitted, will be honored according to the terms of the solicitation and Vendor’s proposal, incorporated herein by reference.
6. **Initiation of TIPS Sales.** If awarded, when a public entity initiates a purchase with Vendor under this resulting contract, if the Member inquires verbally or in writing whether Vendor holds a TIPS Contract, it is the duty of the Vendor to verify whether the Member is seeking a TIPS purchase. Once verified, Vendor must include the TIPS Contract Number on all purchase communications and sales documents exchanged with the TIPS Member.

7. **TIPS Sales and Supplemental Agreements.** If awarded, when making a sale under this awarded contract, the terms of the specific TIPS order, including but not limited to: shipping, freight, insurance, delivery, fees, bonding, cost, delivery expectations and location, returns, refunds, terms, conditions, cancellations, order assistance, etc., shall be controlled by the purchase agreement (Purchase Order, Contract, Invoice, etc.) (hereinafter “Supplemental Agreement”) entered into between the TIPS Member Customer and Vendor only. TIPS is not a party to any Supplemental Agreement. All Supplemental Agreements shall include Vendor’s Name, as known to TIPS, and TIPS Contract Name and Number. Vendor accepts and understands that TIPS is not a legal party to TIPS Sales and Vendor is solely responsible for identifying fraud, mistakes, unacceptable terms, or misrepresentations for the specific order prior to accepting. Vendor agrees that any order issued from a customer to Vendor, even when processed through TIPS, constitutes a legal contract between the customer and Vendor only. When Vendor accepts or fulfills an order, even when processed through TIPS Vendor is representing that Vendor has carefully reviewed the order for legality, authenticity, and accuracy and TIPS shall not be liable or responsible for the same. In the event of a conflict between the terms of this TIPS Vendor Agreement document and those contained in any attachment, the provisions set forth herein shall control unless otherwise agreed to by the Parties in writing.
8. **Payment for TIPS Sales.** TIPS Members may make payments for TIPS Sales directly to Vendor, Vendor’s Authorized Reseller, or as otherwise agreed to in the applicable Supplemental Agreement after receipt of the invoice and in compliance with applicable payment statutes. Regardless of how payment is issued or received for a TIPS Sale. Vendor is responsible for all reporting and TIPS Administration Fee payment requirements as required by the TIPS Contract.
9. **Right of Refusal.** If awarded, Vendor has the right not to sell to a TIPS Member under the awarded agreement at Vendor’s discretion unless otherwise required by law.
10. **Reporting TIPS Sales.** If awarded, Vendor must report all TIPS Sales to TIPS. If a TIPS sale is initiated by Vendor receiving a TIPS Member’s purchase order from TIPS directly, Vendor may consider that specific TIPS Sale reported. Otherwise, with the exception of TIPS Automated Vendors, who have signed an exclusive agreement with TIPS regarding reporting, all TIPS Sales must be reported to TIPS by either: (1) Emailing the purchase order or similar purchase document (with Vendor’s Name, as known to TIPS, and the TIPS Contract Name and Number included) to TIPS at tipspo@tips-usa.com with “Confirmation Only” in the subject line of the email within three business days of Vendor’s acceptance of the order, or; (2) Within 3 business days of the order being accepted by Vendor, Vendor must login to the TIPS Vendor Portal and successfully self-report all necessary sale information within the Vendor Portal and confirm that it shows up accurately on your current Vendor Portal statement. No other method of reporting is acceptable unless agreed to by the Parties in writing. Failure to report all sales pursuant to this provision may result in immediate cancellation of Vendor’s TIPS Contract(s) for cause at TIPS’ sole discretion. Please refer to the TIPS [Accounting FAQ’s](#) for more information about reporting sales and if you have further questions, contact the Accounting Team at accounting@tips-usa.com.
11. **TIPS Administration Fees.** The collection of administrative fees by TIPS, a government entity, for performance of these procurement services is required pursuant to Texas Government Code Section 791.011 et. seq. The administration fee (“TIPS Administration Fee”) is the amount legally owed by Vendor to TIPS for TIPS Sales made by Vendor. The TIPS Administration Fee amount is typically a set percentage of the amount paid by the TIPS Member for each TIPS Sale, less shipping cost, bond cost, and taxes if applicable and identifiable, which is legally due to TIPS, but the exact TIPS Administration Fee for this Contract is published herein. TIPS Administration Fees are due to TIPS immediately upon Vendor’s receipt of payment, including partial payment, for a TIPS Sale. The TIPS Administration Fee is assessed on the amount paid by the TIPS Member, not on the Vendor’s cost or on the amount for which the Vendor sold the item to a dealer or Authorized Reseller. Upon receipt of payment for a TIPS Sale, including partial payment (which renders TIPS Administration Fees immediately due), Vendor shall issue to TIPS the corresponding TIPS Administration Fee payment as soon as possible but not later than thirty-one calendar days following Vendor’s receipt of payment. Vendor shall pay TIPS via check unless otherwise agreed to by the Parties in writing. Vendor shall include clear documentation with the issued payment dictating to which sale(s) the amount should be applied. Vendor may create a payment report within their TIPS Vendor Portal which is the preferred documentation dictating to which TIPS Sale(s) the amount should be applied. Failure to pay all TIPS Administration Fees pursuant to this provision may result in immediate cancellation of Vendor’s TIPS Contract(s) for cause at TIPS’ sole discretion as well as the initiation of collection and legal actions by TIPS against Vendor to the extent permitted by law. Any overpayment of participation fees to TIPS by Vendor will be refunded to the Vendor within ninety (90) days of receipt of notification if TIPS receives written notification of the overpayment not later than the expiration of six (6) months from the date of overpayment and TIPS determines that the amount was not legally due to TIPS pursuant to this agreement and applicable law. Any notification of overpayment received by TIPS after the expiration of six (6) months from the date that TIPS received the payment will render the overpayment non-refundable. Region 8 ESC and TIPS reserve the right to extend the six (6) month deadline if approved by the Region 8 ESC Board of Directors. TIPS reserves all rights under the law to collect TIPS Administration Fees due to TIPS pursuant to this Agreement.

12. **Confidentiality of Vendor Data.** Vendor understands and agrees that by signing this Agreement, all Vendor Data is hereby released to TIPS, TIPS Members, and TIPS third-party administrators to effectuate Vendor's TIPS Contract except as provided for herein. The Parties agree that Vendor Data is accessible by all TIPS Members as if submitted directly to that TIPS Member Customer for purchase consideration. If Vendor otherwise considers any portion of Vendor's Data to be confidential and not subject to public disclosure pursuant to Chapter 552 Texas Gov't Code (the "Public Information Act") or other law(s) and orders, Vendor must have identified the claimed confidential materials through proper execution of the Confidentiality Claim Form which is required to be submitted as part of Vendor's proposal resulting in this Agreement and incorporated by reference. The Confidentiality Claim Form included in Vendor's proposal and incorporated herein by reference is the sole indicator of whether Vendor considers any Vendor Data confidential in the event TIPS receives a Public Information Request. If TIPS receives a request, any responsive documentation not deemed confidential by you in this manner will be automatically released. For Vendor Data deemed confidential by you in this manner, TIPS will follow procedures of controlling statute(s) regarding any claim of confidentiality and shall not be liable for any release of information required by law, including Attorney General determination and opinion. In the event that TIPS receives a written request for information pursuant to the Public Information Act that affects Vendor's interest in any information or data furnished to TIPS by Vendor, and TIPS requests an opinion from the Attorney General, Vendor may, at its own option and expense, prepare comments and submit information directly to the Attorney General stating why the requested information is exempt from disclosure pursuant to the requirements of the Public Information Act. Vendor is solely responsible for submitting the memorandum brief and information to the Attorney General within the time period prescribed by the Public Information Act. Notwithstanding any other information provided in this solicitation or Vendor designation of certain Vendor Data as confidential or proprietary, Vendor's acceptance of this TIPS Vendor Agreement constitutes Vendor's consent to the disclosure of Vendor's Data, including any information deemed confidential or proprietary, to TIPS Members or as ordered by a Court or government agency, including without limitation the Texas Attorney General. Vendor agrees that TIPS shall not be responsible or liable for any use or distribution of information or documentation by TIPS Members or as required by law.
13. **Conflicts of Interest.** Vendor confirms that they have not offered, given, or accepted, nor intend to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, service to the other in connection with this Agreement. Vendor affirms that, to the best of Vendor's knowledge, its proposal has been arrived at independently, and is awarded without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this Agreement. Vendor agrees that it will/has disclosed any necessary affiliations with Region 8 Education Service Center and the TIPS Department, if any, through the Conflict of Interest attachment provided in the solicitation.
14. **Volume of TIPS Sales.** Nothing in this Agreement or any TIPS communication may be construed as a guarantee that TIPS or TIPS Members will submit any TIPS orders to Vendor at any time.
15. **Exclusivity.** Any award under this solicitation is non-exclusive and TIPS reserves the right to award multiple vendors or not award any vendors. TIPS reserves the right to re-issue a solicitation or solicit the same or similar solicitation categories for additional similar awards at any time at TIPS sole discretion.
16. **Best and Final Offer.** Vendor's proposal shall be their best and final offer although deviations may be addressed and Vendor's TIPS Pricing may be updated as provided for herein.
17. **LIMITATION OF LIABILITY – Waiver.** BY SUBMITTING A PROPOSAL, OFFERER EXPRESSLY AGREES TO WAIVE ANY CLAIM IT HAS OR MAY HAVE AGAINST BOTH THE INTERLOCAL PURCHASING SYSTEM REGION 8 EDUCATION SERVICE CENTER, ITS DIRECTORS, OFFICERS, ITS TRUSTEES, OR AGENTS ARISING OUT OF OR IN CONNECTION WITH (1) THE ADMINISTRATION, EVALUATION, RECOMMENDATION OF ANY PROPOSAL; (2) ANY REQUIREMENTS UNDER THE SOLICITATION, PROPOSAL PACKAGE, OR RELATED DOCUMENTS; (3) THE REJECTION OF ANY PROPOSAL OR ANY PART OF ANY PROPOSAL; AND/OR (4) THE AWARD OF AN AGREEMENT, IF ANY. NEITHER REGION 8 ESC NOR TIPS SHALL BE RESPONSIBLE OR LIABLE FOR ANY COSTS INCURRED BY PROPOSERS OR THE SELECTED CONTRACTOR IN CONNECTION WITH RESPONDING TO THE SOLICITATION, PREPARING FOR ORAL PRESENTATIONS, PREPARING AND SUBMITTING A PROPOSAL, ENTERING OR NEGOTIATING THE TERMS OF AN AGREEMENT, OR ANY OTHER EXPENSES INCURRED BY A PROPOSER. THE PROPOSER OR SELECTED CONTRACTOR IS WHOLLY RESPONSIBLE FOR ANY SUCH COSTS AND EXPENSES AND SHALL NOT BE REIMBURSED IN ANY MANNER BY REGION 8 ESC OR TIPS.

ADDENDUM NO. 1 TO TIPS CONTRACT 240801 SCHOOL BUS AND
TRANSPORTATION SURVEILLANCE

The following Contract, and all rights and obligations herein, have been permanently assigned by the originally awarded vendor to the Assignee who is now the legal party to this Contract as documented in the attached, executed Permanent Assignment, signed by authorized signatories for all parties.

**The Interlocal Purchasing System (TIPS)
A Department of Education Service Center, Region 8 - (a Texas governmental entity)
4845 US Highway North, Pittsburg, Texas 75686**

**Permanent Assignment of TIPS Contract(s)
This is a Tri-Party Assignment Agreement.**

The intent of this form (the “Agreement” or the “Assignment”) is for a TIPS contracted vendor (“Assignor”) to permanently assign all rights and obligations described under the The Interlocal Purchasing System (TIPS) contract(s) held by the Assignor named herein. The Assignor retains no rights under the assigned contract(s). This contractual assignment of rights and obligations is exclusive and not rescindable by the Assignor.

TIPS reserves the immediate right of rescission of this assignment at will, for cause, no cause or for convenience, with written or electronic notice to the other two (2) parties to this assignment at the addresses provided in the signature block herein.

TIPS Contract(s) name and number: 210801 School Bus Surveillance

230202 Security Systems Products and Services

240801 School Bus and Transportation Surveillance

Assignor (original TIPS contract holder): Seon Systems Sales Inc. dba Safe Fleet

Assignee (company assigned contract): Seon Design (USA) Corp. dba Safe Fleet

Effective Date of Assignment(s): October 04, 2024

The Assignor permanently assigns the Assignor's contractual rights and obligations under the specified TIPS contract(s) to the named Assignee (“Assignee”) as described herein until Assignor’s TIPS contract(s) expires by its terms or this Assignment Agreement is terminated as provided therein or herein. The Assignee agrees to be bound by all terms and conditions of the named TIPS contract(s) and must comply with all applicable federal, state and local law, regulations and rules. It is the responsibility of the Assignor to provide, and the responsibility of the Assignee to request/receive/review all applicable contract pricing and contract documents that the Assignor deemed confidential which are not hyperlinked or attached hereto prior to execution. The Assignor’s TIPS Agreement, the incorporated TIPS Request for Proposal and the Assignor’s response to the TIPS Request for Proposal are hereby incorporated herein in full and are as binding upon the Assignee as they are upon the Assignor and if all named documents for Exhibit “A” are not attached or hyperlinked, they are incorporated herein by reference as if copied verbatim. It is the responsibility of each party to obtain and read each document named in Exhibit “A” prior to signing. The signature of a party is express confirmation that the signing parties read, understand, and agree to the terms of the documents identified in Exhibit “A.”

Payment of TIPS Administration Fees, as provided for in the documents named in Exhibit “A,” shall be the responsibility of the Assignee. The TIPS Administration Fee is set forth in Exhibit “A” and is

up to 4% of the total price of any sale under the assigned TIPS contract(s). The Assignee shall pay the designated TIPS Administration Fee which is up to 4% of the total price of any sale under the assigned TIPS contract(s).

If applicable, payment and performance or other bonding requirements of the TIPS Member are the responsibility of the Assignee.

In consideration thereof, the Assignor acknowledges receipt of proper and agreed compensation by the Assignee.

The Assignor warrants and covenants the following with regard to the contractual rights which the Assignor has assigned:

1. that they are still owing to the Assignee over and above all claims for setoff or otherwise;
2. that the Assignor, with the agreement of TIPS, has the right to assign the contract;
3. that the Assignor will not do any act which may prevent or hinder the Assignee from enforcing the assigned contractual rights; and
4. that the Assignor has not done or knowingly permitted any act, deed or thing by which the contractual rights can be impeached or affected in any manner.
5. The Assignor directs the Assignee to complete the contractual obligations, which would otherwise be the responsibility of the Assignor, but which have been transferred as indicated herein, with the Assignee.
6. It is agreed that this Assignment will inure to the benefit of and be binding upon the parties to this Assignment, their heirs, executors, administrators, successors and assigns, respectively.

This Agreement will be construed in accordance with and governed by the laws of the State of Texas and venue for any action involving Education Service Center Region 8 and/or TIPS as a party shall be in Camp County, Texas.

All Parties understand and agree that all TIPS Administration Fees on sales reported to TIPS prior to the Effective Date of this Agreement must be paid by Assignor before execution of this agreement. All sales reported to TIPS after the Effective Date of this Agreement, whether made by Assignee or Assignor and whether made before or after the Effective Date of this Agreement, shall be assumed and paid by Assignee. (Ex. Assignor makes a TIPS sale on January 1, Effective Date of Assignment is February 1 of the same year, the sale is reported to TIPS March 1 of the same year, Assignee shall be legally responsible for the TIPS Administration Fees due to TIPS for that sale).

In the event that any one or more of the provisions contained in this Agreement shall, for any reason, be held to be invalid, illegal, or unenforceable, such invalidity, illegality, or unenforceability shall not affect or invalidate any other provision thereof, and this Agreement shall be construed as if such invalid, illegal, or unenforceable provision had never been contained herein. All existing agreements and contracts both verbal and written, between the Assignor and the Assignee have been superseded by this Agreement.

There are no third-party beneficiaries to this Agreement.

Notwithstanding the assignment of rights and obligations contained within the terms of this Agreement, no assignment or transfer of any rights or obligations under the documents identified as

Exhibit "A" or under this Agreement shall be made without prior notification of and written permission of TIPS.

The parties intend this statement of this Agreement including Exhibit "A" to constitute the complete, exclusive, and fully integrated statement of the Agreement. As such, it is the sole expression of their agreement, and they are not bound by any other agreements of whatsoever kind or nature.

The parties have each caused the foregoing to be executed by their respective authorized representatives as of the date specified by the final signatory. This assignment is not effective until all parties listed have signed and dated.

The Interlocal Purchasing System (TIPS)

Printed Name of Authorized Signatory: David Fitts

Signature: *David Wayne Fitts*

Title: Executive Director

Address: 4845 Highway 271 North

City, State Pittsburg, Texas

Zip: 756586 Date: 10.04.2024

Name of Assignor Company: Seon Systems Sales Inc. dba Safe Fleet

Printed Name of Authorized Signatory: Susan Gill

Signature: *SJG*

Title: Vice President, Finance and Accounting, PTLW

Address: Unit 111-3B Burbidge Street

City, State Coquitlam, BC, Canada

Zip: V3K 7B2 Date: October 2nd, 2024

Name of Assignee Company: Seon Design (USA) Corp. dba Safe Fleet

Printed Name of Authorized Signatory: Mike Hagan

Signature: *M. Hagan*

Title: Senior Vice President PTLW

Address: 1313 East Maple Street, Suite 231

City, State Bellingham, WA

Zip: 98225 Date: October 2nd, 2024

EXHIBIT “A” DESCRIBED HEREIN IS ATTACHED OR HYPERLINKED BELOW

Exhibit “A” includes:

1. Assignor’s TIPS Vendor Agreement is hereby incorporated as if fully set forth herein and is as binding upon the Assignee as it is upon the Assignor.
2. The TIPS Request for Proposal related to this assignment is hereby incorporated as if fully set forth herein and is as binding upon the Assignee as it is upon the Assignor.
3. Assignor’s response to the TIPS Request for Proposal is hereby incorporated as if fully set forth herein and are as binding upon the Assignee as they are upon the Assignor.

TIPS staff inserts below the above-named documents:

Assignor’s TIPS Vendor Agreement:

https://www.tips-usa.com/assets/Vendorspdf/210801_CONTRACT_School_Bus_Surveillance_Safe_Fleet.pdf

https://www.tips-usa.com/assets/Vendorspdf/230202_CONTRACT_Security_Safe_Fleet.pdf

TIPS Request for Competitive Sealed Proposal:

<https://www.tips-usa.com/assets/Commoditypdf/210801%20RFP%20Specifications.pdf>

[https://www.tips-usa.com/assets/Commoditypdf/230202%20TIPS%20Request%20for%20Proposal%20\(RFP\).pdf](https://www.tips-usa.com/assets/Commoditypdf/230202%20TIPS%20Request%20for%20Proposal%20(RFP).pdf)

Assignor’s Response to the TIPS Request for Competitive Sealed Proposal:

https://www.tips-usa.com/assets/Vendorspdf/210801_CONTRACT_School_Bus_Surveillance_Safe_Fleet.pdf

https://www.tips-usa.com/assets/Vendorspdf/230202_CONTRACT_Security_Safe_Fleet.pdf

It is the responsibility of the Assignor to provide, and the responsibility of the Assignee to request/receive/review all applicable contract pricing and contract documents that the Assignor deemed confidential which are not hyperlinked or attached hereto prior to execution. If all of the foregoing confidential/pricing documents or those documents named in Exhibit “A” are not attached or hyperlinked, they are incorporated herein by reference as if copied verbatim. It is the responsibility of each party to obtain and read each document named in Exhibit “A” prior to signing. The signature of a party is express confirmation that the signing parties read, understand, and agree to the terms of the documents identified in Exhibit “A.”

TIPS VENDOR AGREEMENT

TIPS RFP 240801 School Bus and Transportation Surveillance

The following Vendor Agreement (“Agreement”) creates a legal agreement between The Interlocal Purchasing System (“TIPS”), a government purchasing cooperative and Department of Texas Region 8 Education Service Center and (INSERT ENTITY NAME):

Seon Design (USA) Corp. dba Safe Fleet

(ENTER ENTITY NAME]

its owners, agents, subsidiaries, and affiliates (together, “Vendor”) (individually, “Party”, and collectively the “Parties”) and this agreement shall exclusively govern the contractual relationship (“Agreement”) between the Parties.

TIPS, a governmental entity and a national purchasing cooperative seeks to provide a valuable and necessary solution to public entities and qualifying non-profits by performing the public procurement solicitation process and awarding compliant contracts to qualified vendors. Then, where the law of a customer’s jurisdiction allows, instead of public entities and qualifying non-profits expending time, money, and resources on the extensive public procurement process, the use of TIPS allows public entities to quickly select and purchase their preferred products or services from qualified, competitively evaluated vendors through cooperative purchasing.

1. **Purpose.** The purpose of this Agreement is to identify the terms and conditions of the relationship between TIPS and Vendor. Public entities and qualifying non-profits that properly join or utilize TIPS (“TIPS Members”) may elect to “piggyback” off of TIPS’ procurements and agreements where the laws of their jurisdiction allow. TIPS Members are not contractual parties to this Agreement although terms and conditions of this Agreement may ensure benefits to TIPS Members.
2. **Authority.** The Parties agree that the signatories below are individual authorized to enter into this Agreement on behalf of their entity and that they are acting under due and proper authority under applicable law.
3. **Definitions.**
 - a. **TIPS Pricing:** The specific pricing, discounts, and other pricing terms and incentives which Vendor submitted and TIPS approved for each respective TIPS Contract awarded to Vendor and all permissible, subsequent pricing updates submitted by Vendor and accepted by TIPS, if any.
 - b. **Authorized Reseller:** A reseller or dealer authorized and added by a Vendor through their online TIPS Vendor Portal to make TIPS sales according to the terms and conditions herein.
4. **Entire Agreement.** This Agreement resulted from TIPS posting a “TIPS Solicitation” (RFP, RCSP, RFQ, or other) and Vendor submitting a proposal in response to that posted TIPS Solicitation for evaluation and award. The Parties agree that this Agreement consists of the provisions set forth herein and: (1) The TIPS solicitation document resulting in this Agreement; (2) Any addenda or clarifications issued in relation to the TIPS solicitation; (3) All solicitation information provided to Vendor by TIPS through the TIPS eBid System; (3) Vendor’s entire proposal response to the TIPS solicitation including all accepted required attachments, acknowledged notices and certifications, accepted negotiated terms, pricing, accepted responses to questions, and accepted written clarifications of Vendor’s proposal, and; any properly included attachments to this Agreement. All documentation and information listed is hereby incorporated by reference as if set forth herein verbatim. In the event of conflict between the terms herein and one of the incorporated documents the terms and conditions herein shall control.
5. **Vendor’s Specific Warranties, Terms, and License Agreements.** Because TIPS serves public entities and non-profits throughout the nation all of which are subject to specific laws and policies of their jurisdiction, as a matter of standard practice, TIPS does not typically accept a Vendor’s specific “Sale Terms” (warranties, license agreements, master agreements, terms and conditions, etc.) on behalf of all TIPS Members. TIPS may permit Vendor to attach those to this Agreement to display to interested customers what terms may apply to their Supplemental Agreement with Vendor (if submitted by Vendor for that purpose). However, unless this term of the Agreement is negotiated and modified to state otherwise, those specific Sale Terms are not accepted by TIPS on behalf of all TIPS Members and each Member may choose whether to accept, negotiate, or reject those specific Sale Terms, which must be reflected in a separate agreement between Vendor and the Member in order to be effective.

- 6. Vendor Identity and Contact Information.** It is Vendor's sole responsibility to ensure that all identifying vendor information (name, EIN, d/b/a's, etc.) and contact information is updated and current at all times within the TIPS eBid System and the TIPS Vendor Portal. It is Vendor's sole responsibility to confirm that all e-correspondence issued from tips-usa.com, ionwave.net, and tipsconstruction.com to Vendor's contacts are received and are not blocked by firewall or other technology security. Failure to permit receipt of correspondence from these domains and failure to keep vendor identity and contact information current at all times during the life of the contract may cause loss of TIPS Sales, accumulating TIPS fees, missed rebid opportunities, lapse of TIPS Contract(s), and unnecessary collection or legal actions against Vendor. It is no defense to any of the foregoing or any breach of this Agreement that Vendor was not receiving TIPS' electronic communications issued by TIPS to Vendor's listed contacts.
- 7. Initiation of TIPS Sales.** When a public entity initiates a purchase with Vendor, if the Member inquires verbally or in writing whether Vendor holds a TIPS Contract, it is the duty of the Vendor to verify whether the Member is seeking a TIPS purchase. Once verified, Vendor must include the TIPS Contract Number on all purchase communications and sales documents exchanged with the TIPS Member.
- 8. TIPS Sales and Supplemental Agreements.** The terms of the specific TIPS order, including but not limited to: shipping, freight, insurance, delivery, fees, bonding, cost, delivery expectations and location, returns, refunds, terms, conditions, cancellations, order assistance, etc., shall be controlled by the purchase agreement (Purchase Order, Contract, Invoice, etc.) (hereinafter "Supplemental Agreement") entered into between the TIPS Member Customer and Vendor only. TIPS is not a party to any Supplemental Agreement. All Supplemental Agreements shall include Vendor's Name, as known to TIPS, and TIPS Contract Name and Number. Vendor accepts and understands that TIPS is not a legal party to TIPS Sales and Vendor is solely responsible for identifying fraud, mistakes, unacceptable terms, or misrepresentations for the specific order prior to accepting. Vendor agrees that any order issued from a customer to Vendor, even when processed through TIPS, constitutes a legal contract between the customer and Vendor only. When Vendor accepts or fulfills an order, even when processed through TIPS, Vendor is representing that Vendor has carefully reviewed the order for legality, authenticity, and accuracy and TIPS shall not be liable or responsible for the same. In the event of a conflict between the terms of this TIPS Vendor Agreement and those contained in any Supplemental Agreement, the provisions set forth herein shall control unless otherwise agreed to and authorized by the Parties in writing within the Supplemental Agreement.
- 9. Right of Refusal.** Vendor has the right not to sell to a TIPS Member under the awarded agreement at Vendor's discretion unless otherwise required by law.
- 10. Reporting TIPS Sales.** Vendor must report all TIPS Sales to TIPS. If a TIPS sale is initiated by Vendor receiving a TIPS Member's purchase order from TIPS directly, Vendor may consider that specific TIPS Sale reported. Otherwise, with the exception of TIPS Automated Vendors, who have signed an exclusive agreement with TIPS regarding reporting, all TIPS Sales must be reported to TIPS by either: (1) Emailing the purchase order or similar purchase document (with Vendor's Name, as known to TIPS, and the TIPS Contract Name and Number included) to TIPS at tipspo@tips-usa.com with "Confirmation Only" in the subject line of the email within three business days of Vendor's acceptance of the order, or; (2) Within 3 business days of the order being accepted by Vendor, Vendor must login to the TIPS Vendor Portal and successfully self-report all necessary sale information within the Vendor Portal and confirm that it shows up accurately on your current Vendor Portal statement. No other method of reporting is acceptable unless agreed to by the Parties in writing. Failure to report all sales pursuant to this provision may result in immediate cancellation of Vendor's TIPS Contract(s) for cause at TIPS' sole discretion. Please refer to the TIPS [Accounting FAQ's](#) for more information about reporting sales and if you have further questions, contact the Accounting Team at accounting@tips-usa.com.
- 11. TIPS Administration Fees.** The collection of administrative fees by TIPS, a government entity, for performance of these procurement services is required pursuant to Texas Government Code Section 791.011 et. seq. The administration fee ("TIPS Administration Fee") is the amount legally owed by Vendor to TIPS for TIPS Sales made by Vendor. The TIPS Administration Fee amount is typically a set percentage of the amount paid by the TIPS Member for each TIPS Sale, less shipping cost, bond cost, and taxes if applicable and identifiable, which is legally due to TIPS, but the exact TIPS Administration Fee for this Contract is published in the corresponding solicitation and is incorporated herein by reference. TIPS Administration Fees are due to TIPS immediately upon Vendor's receipt of payment, including partial payment, for a TIPS Sale. The TIPS Administration Fee is assessed on the amount paid by the TIPS Member, not on the Vendor's cost or on the amount for which the Vendor sold the item to a dealer or Authorized Reseller. Upon receipt of payment for a TIPS Sale, including partial payment (which renders TIPS Administration Fees immediately due), Vendor shall issue to TIPS the corresponding TIPS Administration Fee payment as soon as possible but not later than thirty-one calendar days following Vendor's receipt of payment. Vendor shall pay TIPS via check unless otherwise agreed to by the Parties in writing. Vendor shall include clear documentation with the issued payment dictating to which sale(s) the amount should be applied. Vendor may create a payment report within their TIPS Vendor Portal which is the preferred documentation dictating to which TIPS Sale(s) the amount should be applied. Failure to pay all TIPS Administration Fees pursuant to this provision may result in immediate cancellation of Vendor's TIPS Contract(s) for cause at TIPS' sole discretion as well as the initiation of collection and legal actions by TIPS against Vendor to the extent permitted by law. Any overpayment of participation fees to TIPS by Vendor will be refunded to the Vendor

within ninety (90) days of receipt of notification if TIPS receives written notification of the overpayment not later than the expiration of six (6) months from the date of overpayment and TIPS determines that the amount was not legally due to TIPS pursuant to this agreement and applicable law. Any notification of overpayment received by TIPS after the expiration of six (6) months from the date that TIPS received the payment will render the overpayment non-refundable. Region 8 ESC and TIPS reserve the right to extend the six (6) month deadline if approved by the Region 8 ESC Board of Directors. TIPS reserves all rights under the law to collect TIPS Administration Fees due to TIPS pursuant to this Agreement.

- 12. Term of the Agreement.** This Agreement with TIPS is for approximately three years with a one-year, consecutive option for renewal as described herein. Renewal options are not automatic and shall only be effective if offered by TIPS at its sole discretion. If TIPS offers a renewal option, the Vendor will be notified via email issued to Vendor's then-listed Primary Contact. The renewal option shall be deemed accepted by Vendor unless Vendor notifies TIPS of its objection to the renewal option in writing and confirms receipt by TIPS.

Actual Effective Date: Agreement is effective upon signature by authorized representatives of both Parties. The Effective Date does not affect the "Term Calculation Start Date."

Term Calculation Start Date: To keep the contract term consistent for all vendors awarded under a single TIPS contract, Vendor shall calculate the foregoing term as starting on the last day of the month that "Award Notifications" are anticipated as published in the Solicitation, regardless of the actual Effective Date.

Example of Term Calculation Start Date: If the anticipated "Award Date" published in the Solicitation is May 22, 2023, but extended negotiations delay award until June 27, 2023 (Actual Effective Date), the Term Calculation Start Date shall be May 31, 2023 in this example.

Contract Expiration Date: To keep the contract term consistent for all vendors awarded under a single TIPS contract, the term expiration date shall be three-years from the Term Calculation Start Date.

Example of Contract Expiration Date: If the anticipated "Award Date" published in the Solicitation is May 22, 2023, but extended negotiations delay award until June 27, 2023 (Actual Effective Date), the Term Calculation Start Date shall be May 31, 2023 and the Contract Expiration Date of the resulting initial "three-year" term, (which is subject to an extension(s)) will be May 31, 2026 in this example.

Option(s) for Renewal: Any option(s) for renewal shall begin on the Contract Expiration Date, or the date of the expiration of the prior renewal term where applicable, and continue for the duration specified for the renewal option herein.

Example of Option(s) for Renewal: In this example, if TIPS offers a one-year renewal and the Contract Expiration Date is May 31, 2026, then the one-year renewal is effective from May 31, 2026 to May 31, 2027.

TIPS may offer to extend Vendor Agreements to the fullest extent the TIPS Solicitation resulting in this Agreement permits.

- 13. TIPS Pricing.** Vendor agrees and understands that for each TIPS Contract that it holds, Vendor submitted, agreed to, and received TIPS' approval for specific pricing, discounts, and other pricing terms and incentives which make up Vendor's TIPS Pricing for that TIPS Contract ("TIPS Pricing"). Vendor confirms that Vendor will not add the TIPS Administration Fee as a charge or line-item in a TIPS Sale. Vendor hereby certifies that Vendor shall only offer goods and services through this TIPS Contract if those goods and services are included in or added to Vendor's TIPS Pricing and approved by TIPS. TIPS reserves the right to review Vendor's pricing update requests as specifically as line-item by line-item to determine compliance. However, Vendor contractually agrees that all submitted pricing updates shall be within the original terms of the Vendor's TIPS Pricing (scope, proposed discounts, price increase limitations, and other pricing terms and incentives originally proposed by Vendor) such that TIPS may accept Vendors price increase requests as submitted without additional vetting at TIPS discretion. Any pricing quoted by Vendor to a TIPS Member or on a TIPS Quote shall never exceed Vendor's TIPS Pricing for any good or service offered through TIPS. TIPS Pricing price increases and modifications, if permitted, will be honored according to the terms of the solicitation and Vendor's proposal, incorporated herein by reference.

- 14. Indemnification of TIPS.** VENDOR AGREES TO INDEMNIFY, HOLD HARMLESS, AND DEFEND TIPS, TIPS MEMBERS, TIPS OFFICERS, TIPS EMPLOYEES, TIPS DIRECTORS, AND TIPS TRUSTEES (THE "TIPS INDEMNITEES") FROM AND AGAINST ALL CLAIMS AND SUITS BY THIRD-PARTIES FOR DAMAGES, INJURIES TO PERSONS (INCLUDING DEATH), PROPERTY DAMAGES, LOSSES, EXPENSES, FEES, INCLUDING COURT COSTS, ATTORNEY'S FEES, AND EXPERT FEES, ARISING OUT OF OR RELATING TO VENDOR'S PERFORMANCE UNDER THIS AGREEMENT (INCLUDING THE PERFORMANCE OF VENDOR'S OFFICERS, EMPLOYEES, AGENTS, AUTHORIZED RESELLERS, SUBCONTRACTORS, LICENSEES, OR INVITEES), REGARDLESS OF THE NATURE OF THE CAUSE OF ACTION, INCLUDING WITHOUT LIMITATION CAUSES OF ACTION BASED UPON COMMON, CONSTITUTIONAL, OR STATUTORY LAW OR BASED IN

WHOLE OR IN PART UPON ALLEGATIONS OF NEGLIGENT OR INTENTIONAL ACTS OR OMISSIONS ON THE PART OF VENDOR, ITS OFFICERS, EMPLOYEES, AGENTS, AUTHORIZED RESELLERS, SUBCONTRACTORS, LICENSEES, OR INVITEES. NO LIMITATION OF LIABILITY FOR DAMAGES FOR PERSONAL INJURY OR PROPERTY DAMAGE ARE PERMITTED OR AGREED TO BY TIPS. APART FROM THIS INDEMNIFICATION PROVISION REQUIRING INDEMNIFICATION OF THE TIPS INDEMNITEES' ATTORNEY'S FEES AS SET FORTH ABOVE, RECOVERY OF ATTORNEYS' FEES BY THE PREVAILING PARTY IS AUTHORIZED ONLY IF AUTHORIZED BY TEX. EDUC. CODE § 44.032(F).

15. **Indemnification and Assumption of Risk – Vendor Data.** VENDOR AGREES THAT IT IS VOLUNTARILY PROVIDING DATA (INCLUDING BUT NOT LIMITED TO: VENDOR INFORMATION, VENDOR DOCUMENTATION, VENDOR'S PROPOSALS, VENDOR PRICING SUBMITTED OR PROVIDED TO TIPS, TIPS CONTRACT DOCUMENTS, TIPS CORRESPONDENCE, VENDOR LOGOS AND IMAGES, VENDOR'S CONTACT INFORMATION, VENDOR'S BROCHURES AND COMMERCIAL INFORMATION, VENDOR'S FINANCIAL INFORMATION, VENDOR'S CERTIFICATIONS, AND ANY OTHER VENDOR INFORMATION OR DOCUMENTATION, INCLUDING WITHOUT LIMITATION SOFTWARE AND SOURCE CODE UTILIZED BY VENDOR, SUBMITTED TO TIPS BY VENDOR AND ITS AGENTS) ("VENDOR DATA") TO TIPS. FOR THE SAKE OF CLARITY, AND WITHOUT LIMITING THE BREADTH OF THE INDEMNITY OBLIGATIONS IN SECTION 14 ABOVE, VENDOR AGREES TO PROTECT, INDEMNIFY, AND HOLD THE TIPS INDEMNITEES HARMLESS FROM AND AGAINST ANY AND ALL LOSSES, CLAIMS, ACTIONS, DEMANDS, ALLEGATIONS, SUITS, JUDGMENTS, COSTS, EXPENSES, FEES, INCLUDING COURT COSTS, ATTORNEY'S FEES, AND EXPERT FEES AND ALL OTHER LIABILITY OF ANY NATURE WHATSOEVER ARISING OUT OF OR RELATING TO: (I) ANY UNAUTHORIZED, NEGLIGENT OR WRONGFUL USE OF, OR CYBER DATA BREACH INCIDENT AND VIRUSES OR OTHER CORRUPTING AGENTS INVOLVING, VENDOR'S DATA, PRICING, AND INFORMATION, COMPUTERS, OR OTHER HARDWARE OR SOFTWARE SYSTEMS, AND; (II) ALLEGATIONS OR CLAIMS THAT ANY VENDOR DATA INFRINGES ON THE INTELLECTUAL PROPERTY RIGHTS OF A THIRD-PARTY OR VENDOR.
16. **Procedures Related to Indemnification.** In the event that an indemnity obligation arises, Vendor shall pay all amounts set forth in Section 14 and 15 above (including any settlements) and – if it has accepted its indemnity obligation without qualification – control the legal defense to such claim or cause of action, including without limitation attorney selection, strategy, discovery, trial, appeal, and settlement, and TIPS shall, at Vendor's cost and expense (with respect to reasonable out of pocket costs and expenses incurred by TIPS which shall be reimbursed to TIPS by Vendor), provide all commercially reasonable assistance requested by Vendor. In controlling any defense, Vendor shall ensure that all assertions of governmental immunity and all applicable pleas and defenses shall be promptly asserted.
17. **Indemnity for Underlying Sales and Supplemental Agreements.** Vendor shall be solely responsible for any customer claims or any disputes arising out of TIPS Sales or any Supplemental Agreement as if sold in the open-market. The Parties agree that TIPS shall not be liable for any claims arising out of Vendor's TIPS Sales or Supplemental Agreements, including but not limited to: allegations of product defect or insufficiency, allegations of service defect or insufficiency, allegations regarding delivery defect or insufficiency, allegations of fraud or misrepresentation, allegations regarding pricing or amounts owed for TIPS sales, and/or allegations regarding payment, over-payment, under-payment, or non-payment for TIPS Sales. Payment/Drafting, overpayment/over-drafting, under-payment/under-drafting, or non-payment for TIPS Sales between customer and Vendor and inspections, rejections, or acceptance of such purchases shall be the exclusive respective obligations of Vendor/Customer, and disputes shall be handled in accordance with the terms of the underlying Supplemental Agreement(s) entered into between Vendor and Customer. Vendor acknowledges that TIPS is not a dealer, subcontractor, agent, or reseller of Vendor's goods and services and shall not be responsible for any claims arising out of alleged insufficiencies or defects in Vendor's goods and services, should any arise.
18. **Confidentiality of Vendor Data.** Vendor understands and agrees that by signing this Agreement, all Vendor Data is hereby released to TIPS, TIPS Members, and TIPS third-party administrators to effectuate Vendor's TIPS Contract except as provided for herein. The Parties agree that Vendor Data is accessible by all TIPS Members as if submitted directly to that TIPS Member Customer for purchase consideration. If Vendor otherwise considers any portion of Vendor's Data to be confidential and not subject to public disclosure pursuant to Chapter 552 Texas Gov't Code (the "Public Information Act") or other law(s) and orders, Vendor must have identified the claimed confidential materials through proper execution of the Confidentiality Claim Form which is required to be submitted as part of Vendor's proposal resulting in this Agreement and incorporated by reference. The Confidentiality Claim Form included in Vendor's proposal and incorporated herein by reference is the sole indicator of whether Vendor considers any Vendor Data confidential in the event TIPS receives a Public Information Request. If TIPS receives a request, any responsive documentation not deemed confidential by you in this manner will be automatically released. For Vendor Data deemed confidential by you in this manner, TIPS will follow procedures of controlling statute(s) regarding any claim of confidentiality and shall not be liable for any release of information required by law, including Attorney General determination and opinion. In the event that TIPS receives a written request for information pursuant to the Public Information Act that affects Vendor's interest in any information or data furnished to TIPS by Vendor, and TIPS requests an opinion from the Attorney General, Vendor may, at its own option and expense, prepare comments and submit information directly to the Attorney General stating why the requested information is exempt from disclosure pursuant to the requirements of the Public Information Act. Vendor is solely responsible for submitting the memorandum brief and information to the Attorney General

within the time period prescribed by the Public Information Act. Notwithstanding any other information provided in this solicitation or Vendor designation of certain Vendor Data as confidential or proprietary, Vendor's acceptance of this TIPS Vendor Agreement constitutes Vendor's consent to the disclosure of Vendor's Data, including any information deemed confidential or proprietary, to TIPS Members or as ordered by a Court or government agency, including without limitation the Texas Attorney General. Vendor agrees that TIPS shall not be responsible or liable for any use or distribution of information or documentation by TIPS Members or as required by law.

- 19. Vendor's Authorized Resellers.** TIPS recognizes that many vendors operate in the open market through the use of resellers or dealers. For that reason, TIPS permits Vendor to authorize Authorized Resellers within its Vendor Portal and make TIPS Sales through the Authorized Reseller(s). Once authorized by Vendor in the Vendor Portal, the Authorized Reseller(s) may make TIPS sales to TIPS Members. However, all purchase documents must include: (1) Authorized Reseller's Name; (2) Vendor's Name, as known to TIPS, and; (3) Vendor's TIPS Contract Name and Number under which it is making the TIPS Sale. Either Vendor or Reseller may report the sale pursuant to the terms herein. However, Vendor agrees that it is legally responsible for all reporting and fee payment as described herein for TIPS Sales made by Authorized Resellers. The TIPS Administration Fee is assessed on the amount paid by the TIPS Member, not on the Vendor's cost or on the amount for which the Vendor sold the item to a dealer or Authorized Reseller. The Parties intend that Vendor shall be responsible and liable for TIPS Sales made by Vendor's Authorized Resellers. Vendor agrees that it is voluntarily authorizing this Authorized Reseller and in doing so, Vendor agrees that it is doing so at its own risk and agrees to protect, indemnify, and hold TIPS harmless in accordance with Sections 14-17 above related to Authorized Reseller TIPS Sales made pursuant to this Agreement or purporting to be made pursuant to this Agreement that may be asserted against Vendor whether rightfully brought or otherwise. The Parties further agree that it is no defense to Vendor's breach of this Agreement that an Authorized Reseller caused Vendor of breach this Agreement.
- 20. Circumvention of TIPS Sales.** When a public entity initiates a purchase with Vendor, if the Member inquires verbally or in writing whether Vendor holds a TIPS Contract, it is the duty of the Vendor to verify whether the Member is seeking a TIPS purchase. Any request for quote, customer communication, or customer purchase initiated through or referencing a TIPS Contract shall be completed through TIPS pursuant to this Agreement. Any encouragement or participation by Vendor in circumventing a TIPS sale being completed may result in immediate termination of Vendor's TIPS Contract(s) for cause as well as preclusion from future TIPS opportunities at TIPS sole discretion.
- 21. State of Texas Franchise Tax.** By signature hereon, Vendor hereby certifies that Vendor is not currently delinquent in the payment of any franchise taxes owed to the State of Texas under Chapter 171 of the Texas Tax Code.
- 22. Termination.**
- A) Termination for Convenience. TIPS may, by written notice to Vendor, terminate this Agreement for convenience, in whole or in part, at any time by giving thirty (30) days' written notice to Vendor of such termination, and specifying the effective date thereof.
 - B) Termination for Cause. If Vendor fails to materially perform pursuant to the terms of this Agreement, TIPS shall provide written notice to Vendor specifying the default. If Vendor does not cure such default within thirty (30) days, TIPS may terminate this Agreement, in whole or in part, for cause. If TIPS terminates this Agreement for cause, and it is later determined that the termination for cause was wrongful, the termination shall automatically be converted to and treated as a termination for convenience.
 - C) Vendor's Termination. If TIPS fails to materially perform pursuant to the terms of this Agreement, Vendor shall provide written notice to TIPS specifying the default ("Notice of Default"). If TIPS does not cure such default within thirty (30) days, Vendor may terminate this Agreement, in whole or in part, for cause. If Vendor terminates this Agreement for cause, and it is later determined that the termination for cause was wrongful, the termination shall automatically be converted to and treated as a termination for convenience.
 - D) Upon termination, all TIPS Sale orders previously accepted by Vendor shall be fulfilled and Vendor shall be paid for all TIPS Sales executed pursuant to the applicable terms. All TIPS Sale orders presented to Vendor but not fulfilled by Vendor, prior to the actual termination of this agreement shall be honored at the option of the TIPS Member. TIPS shall submit to Vendor an invoice for any outstanding TIPS Administration Fees and approved expenses and Vendor shall pay such fees and expenses within 30 calendar days of receipt of such valid TIPS invoice. Vendor acknowledges and agrees that continued participation in TIPS is subject to TIPS' sole discretion and that any Vendor may be removed from the TIPS program at any time with or without cause. This

termination clause does not affect TIPS Sales Supplemental Agreements pursuant to this term regarding termination and the Survival Clause term.

- E) Vendor hereby waives any and all claims for damages, including, but not limited, to consequential damages or lost profits, that might arise from TIPS' act of terminating this Agreement.

- 23. Survival Clause.** It is the intent of the Parties that this Agreement and procurement method applies to any TIPS Sale made during the life of this Agreement even if made on or near the Contract Expiration Date as defined herein. Thus, all TIPS Sales, including but not limited to: leases, service agreements, license agreements, open purchase orders, warranties, and contracts, even if they extend months or years past the TIPS Contract Expiration Date, shall survive the expiration or termination of this Agreement subject to the terms and conditions of the Supplemental Agreement between Customer and Vendor or unless otherwise specified herein.
- 24. Audit Rights.** Due to transparency statutes and public accountability requirements of TIPS and TIPS Members, Vendor shall at their sole expense, maintain documentation of all TIPS Sales for a period of three years from the time of the TIPS Sale. In order to ensure and confirm compliance with this agreement, TIPS shall have authority to conduct audits of Vendor's TIPS Pricing or TIPS Sales with thirty-days' notice unless the audit is ordered by a Court Order or by a Government Agency with authority to do so without said notice. Notwithstanding the foregoing, in the event that TIPS is made aware of any pricing being offered to eligible entities that is materially inconsistent with Vendor's TIPS Pricing, TIPS shall have the ability to conduct the audit internally or may engage a third-party auditing firm to investigate any possible non-compliant conduct or may terminate the Agreement according to the terms of this Agreement. In the event of an audit, the requested materials shall be reasonably provided in the time, format, and at the location acceptable to TIPS. TIPS agrees not to perform a random audit the TIPS transaction documentation more than once per calendar year, but reserves the right to audit for just cause or as required by any governmental agency or court with regulatory authority over TIPS or the TIPS Member. These audit rights shall survive termination of this Agreement for a period of one (1) year from the effective date of termination.
- 25. Conflicts of Interest.** The Parties confirm that they have not offered, given, or accepted, nor intend to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, service to the other in connection with this Agreement. Vendor affirms that, to the best of Vendor's knowledge, this Agreement has been arrived at independently, and is awarded without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this Agreement. Vendor agrees that it has disclosed any necessary affiliations with Region 8 Education Service Center and the TIPS Department, if any, through the Conflict of Interest attachment provided in the solicitation resulting in this Agreement.
- 26. Volume of TIPS Sales.** Nothing in this Agreement or any TIPS communication may be construed as a guarantee that TIPS or TIPS Members will submit any TIPS orders to Vendor at any time.
- 27. Compliance with the Law.** The Parties agree to comply fully with all applicable federal, state, and local statutes, ordinances, rules, and regulations applicable to their entity in connection with the programs contemplated under this Agreement.
- 28. Severability.** If any term(s) or provision(s) of this Agreement are held by a court of competent jurisdiction to be invalid, void, or unenforceable, then such term(s) or provision(s) shall be deemed restated to reflect the original intention of the Parties as nearly as possible in accordance with applicable law and the remainder of this Agreement, and the remainder of the provisions of this Agreement shall remain in full force and effect and shall in no way be affected, impaired or invalidated, unless such holding causes the obligations of the Parties hereto to be impossible to perform or shall render the terms of this Agreement to be inconsistent with the intent of the Parties hereto.
- 29. Force Majeure.** If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement through no fault of its own then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon. Upon delivering such notice, the obligation of the affected party, so far as it is affected by such Force Majeure as described, shall be suspended during the continuance of the inability then claimed but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch. In the event that Vendor's obligations are suspended by reason of Force Majeure, all TIPS Sales accepted prior to the Force Majeure event shall be the legal responsibility of Vendor and the terms of the TIPS Sale Supplemental Agreement shall control Vendor's failure to fulfill for a Force Majeure event.
- 30. Immunity.** Vendor agrees that nothing in this Agreement shall be construed as a waiver of sovereign or government immunity; nor constitute or be construed as a waiver of any of the privileges, rights, defenses, remedies, or immunities available to Region 8 Education Service Center or its TIPS Department. The failure to enforce, or any delay in the enforcement of, any privileges, rights, defenses,

remedies, or immunities available to Region 8 Education Service Center or its TIPS Department under this Agreement or under applicable law shall not constitute a waiver of such privileges, rights, defenses, remedies, or immunities or be considered as a basis for estoppel.

- 31. Insurance Requirements.** Vendor agrees to maintain the following minimum insurance requirements for the duration of this Agreement. All policies held by Vendor to adhere to this term shall be written by a carrier with a financial size category of VII and at least a rating of "A-" by A.M. Best Key Rating Guide. The coverages and limits are to be considered minimum requirements and in no way limit the liability of the Vendor(s). Any immunity available to TIPS or TIPS Members shall not be used as a defense by the contractor's insurance policy. Only deductibles applicable to property damage are acceptable, unless proof of retention funds to cover said deductibles is provided. "Claims made" policies will not be accepted. Vendor's required minimum coverage shall not be suspended, voided, cancelled, non-renewed or reduced in coverage or in limits unless replaced by a policy that provides the minimum required coverage except after thirty (30) days prior written notice by certified mail, return receipt requested has been given to TIPS or the TIPS Member if a project or pending delivery of an order is ongoing. Upon request, certified copies of all insurance policies shall be furnished to the TIPS or the TIPS Member. Vendor agrees that when Vendor or its subcontractors are liable for any damages or claims, Vendor's policy, shall be primary over any other valid and collectible insurance carried by the Member or TIPS.

General Liability: \$1,000,000 each Occurrence/Aggregate

Automobile Liability: \$300,000 Includes owned, hired & non-owned

Workers' Compensation: Statutory limits for the jurisdiction in which the Vendor performs under this Agreement. If Vendor performs in multiple jurisdictions, Vendor shall maintain the statutory limits for the jurisdiction with the greatest dollar policy limit requirement.

Umbrella Liability: \$1,000,000 each Occurrence/Aggregate

- 32. Waiver.** No waiver of any single breach or multiple breaches of any provision of this Agreement shall be construed to be a waiver of any breach of any other provision. No delay in acting regarding any breach of any provision shall be construed to be a waiver of such breach.
- 33. Binding Agreement.** This Agreement shall be binding and inure to the benefit of the Parties hereto and their respective heirs, legal successors, and assigns.
- 34. Headings.** The paragraph headings contained in this Agreement are included solely for convenience of reference and shall not in any way affect the meaning or interpretation of any of the provisions of this Agreement.
- 35. Choice of Law and Venue.** This Agreement shall be governed by, construed, and enforced in accordance with the laws of the State of Texas. Any proceeding, claim, action, or alternative dispute resolution arising out of or relating to this Agreement or involving TIPS shall be brought in a State Court of competent jurisdiction in Camp County, Texas, or if Federal Court is legally required, a Federal Court of competent jurisdiction in the Eastern District of Texas, and each of the Parties irrevocably submits to the exclusive jurisdiction of said court in any such proceeding, waives any objection it may now or hereafter have to venue or to convenience of forum, agrees that all claims in respect of the proceeding shall be heard and determined only in any such court, and agrees not to bring any proceeding arising out of or relating to this procurement process or any contract resulting from or and contemplated transaction in any other court. The Parties agree that either or both of them may file a copy of this paragraph with any court as written evidence of the knowing, voluntary and freely bargained for agreement between the Parties irrevocably to waive any objections to venue or to convenience of forum.
- 36. Relationship of the Parties.** Nothing contained in this Agreement shall be construed to make one Party an agent of the other Party nor shall either party have any authority to bind the other in any respect, unless expressly authorized by the other party in writing. The Parties are independent contractors and nothing in this Agreement creates a relationship of employment, trust, agency or partnership between them.
- 37. Assignment.** No assignment of this Agreement or of any duty or obligation of performance hereunder, shall be made in whole or in part by a Party hereto without the prior written consent of the other Party. Written consent of TIPS shall not be unreasonably withheld.
- 38. Minimum Condition and Warranty Requirements for TIPS Sales.** All goods quoted or sold through a TIPS Sale shall be new unless clearly stated otherwise in writing. All new goods and services shall include the applicable manufacturers minimum standard warranty unless otherwise agreed to in the Supplemental Agreement.

- 39. Minimum Customer Support Requirements for TIPS Sales.** Vendor shall provide timely and commercially reasonable support for TIPS Sales or as agreed to in the applicable Supplemental Agreement.
- 40. Minimum Shipping Requirements for TIPS Sales.** Vendor shall ship, deliver, or provide ordered goods and services within a commercially reasonable time after acceptance of the order. If a delay in delivery is anticipated, Vendor shall notify the TIPS Member as to why delivery is delayed and provide an updated estimated time for completion. The TIPS Member may cancel the order if the delay is not commercially acceptable or not consistent with the Supplemental Agreement applicable to the order.
- 41. Minimum Vendor License Requirements.** Vendor shall maintain, in current status, all federal, state, and local licenses, bonds and permits required for the operation of the business conducted by Vendor. Vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of goods or services under the TIPS Agreement. TIPS and TIPS Members reserve the right to stop work and/or cancel a TIPS Sale or terminate this or any TIPS Sale Supplemental Agreement involving Vendor if Vendor's license(s) required to perform under this Agreement or under the specific TIPS Sale have expired, lapsed, are suspended or terminated subject to a 30-day cure period unless prohibited by applicable statute or regulation.
- 42. Minimum Vendor Legal Requirements.** Vendor shall remain aware of and comply with this Agreement and all local, state, and federal laws governing the sale of products/services offered by Vendor under this contract. Such applicable laws, ordinances, and policies must be complied with even if not specified herein.
- 43. Minimum Site Requirements for TIPS Sales (when applicable to TIPS Sale).**

Cleanup: When performing work on site at a TIPS Member's property, Vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by the TIPS Member or as agreed by the parties. Upon completion of work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition.

Preparation: Vendor shall not begin a project for which a TIPS Member has not prepared the site, unless Vendor does the preparation work at no cost, or until TIPS Member includes the cost of site preparation in the TIPS Sale Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.

Registered Sex Offender Restrictions: For work to be performed at schools, Vendor agrees that no employee of Vendor or a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are, or reasonably expected to be, present unless otherwise agreed by the TIPS Member. Vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the TIPS Sale at the TIPS Member's discretion. Vendor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Safety Measures: Vendor shall take all reasonable precautions for the safety of employees on the worksite, and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Vendor shall post warning signs against all hazards created by the operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

Smoking: Persons working under Agreement shall adhere to the TIPS Member's or local smoking statutes, codes, ordinances, and policies.

- 44. Payment for TIPS Sales.** TIPS Members may make payments for TIPS Sales directly to Vendor, Vendor's Authorized Reseller, or as otherwise agreed to in the applicable Supplemental Agreement after receipt of the invoice and in compliance with applicable payment statutes. Regardless of how payment is issued or received for a TIPS Sale, Vendor is responsible for all reporting and TIPS Administration Fee payment requirements as stated herein.
- 45. Marketing.** Vendor agrees to allow TIPS to use their name and logo within the TIPS website, database, marketing materials, and advertisements unless Vendor negotiates this term to include a specific acceptable-use directive. Any use of TIPS' name and logo or any form of publicity, inclusive of press release, regarding this Agreement by Vendor must have prior approval from TIPS which will not be unreasonably withheld. Request may be made by email to tips@tips-usa.com. For marketing efforts directed to TIPS Members, Vendor must request and execute a separate Joint Marketing Disclaimer, at marketing@tips-usa.com, before TIPS can release contact information for TIPS Member entities for the purpose of marketing your TIPS contract(s). Vendor must adhere to strict Marketing Requirements once a disclaimer is executed. The Joint Marketing Disclaimer is a supplemental agreement specific to joint marketing efforts and has no effect on the terms of the TIPS Vendor Agreement. Vendor agrees that any images, photos, writing, audio, clip art,

music, or any other intellectual property ("Property") or Vendor Data utilized, provided, or approved by Vendor during the course of the joint marketing efforts are either the exclusive property of Vendor, or Vendor has all necessary rights, license, and permissions to utilize said Property in the joint marketing efforts. Vendor agrees that they shall indemnify and hold harmless TIPS and its employees, officers, agents, representatives, contractors, assignees, designees, and TIPS Members from any and all claims, damages, and judgments involving infringement of patent, copyright, trade secrets, trade or services marks, and any other intellectual or intangible property rights and/or claims arising from the Vendor's (including Vendor's officers', employees', agents', Authorized Resellers', subcontractors', licensees', or invitees') unauthorized use or distribution of Vendor Data and Property.

- 46. Tax Exempt Status of TIPS Members.** Most TIPS Members are tax exempt entities and the laws and regulations applicable to the specific TIPS Member customer shall control.
- 47. Automatic Renewal Limitation for TIPS Sales.** No TIPS Sale may incorporate an automatic renewal clause that exceeds month to month terms with which the TIPS Member must comply. All renewal terms incorporated into a TIPS Sale Supplemental Agreement shall only be valid and enforceable when Vendor received written confirmation of acceptance of the renewal term from the TIPS Member for the specific renewal term. The purpose of this clause is to avoid a TIPS Member inadvertently renewing an Agreement during a period in which the governing body of the TIPS Member has not properly appropriated and budgeted the funds to satisfy the Agreement renewal. Any TIPS Sale Supplemental Agreement containing an "Automatic Renewal" clause that conflicts with these terms is rendered void and unenforceable.
- 48. Choice of Law Limitation for TIPS Sales.** Vendor agrees that if any "Choice of Law" provision is included in any TIPS Sale agreement/contract between Vendor and a TIPS Member, that clause must provide that the "Choice of Law" applicable to the TIPS Sale agreement/contract between Vendor and TIPS Member shall be the state where the TIPS Member operates unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing a "Choice of Law" clause that conflicts with these terms is rendered void and unenforceable.
- 49. Venue Limitation for TIPS Sales.** Vendor agrees that if any "Venue" provision is included in any TIPS Sale Agreement/contract between Vendor and a TIPS Member, that clause must provide that the "Venue" for any litigation or alternative dispute resolution shall be in the state and county where the TIPS Member operates unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing a "Venue" clause that conflicts with these terms is rendered void and unenforceable.
- 50. Indemnity Limitation for TIPS Sales.** Texas and other jurisdictions restrict the ability of governmental entities to indemnify others. Vendor agrees that if any "Indemnity" provision which requires the TIPS Member to indemnify Vendor is included in any TIPS sales agreement/contract between Vendor and a TIPS Member, that clause must either be stricken or qualified by including that such indemnity is only permitted, "to the extent permitted by the laws and constitution of [TIPS Member's State]" unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing an "Indemnity" clause that conflicts with these terms is rendered void and unenforceable.
- 51. Arbitration Limitation for TIPS Sales.** Vendor agrees that if any "Arbitration" provision is included in any TIPS Sale agreement/contract between Vendor and a TIPS Member, that clause may not require that the arbitration is mandatory or binding. Vendor agrees that if any "Arbitration" provision is included in any TIPS Sale agreement/contract between Vendor and a TIPS Member, that clause provides for only voluntary and non-binding arbitration unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing a "Arbitration" clause that conflicts with these terms is rendered void and unenforceable.

In Witness Whereof, the parties hereto, each acting under due and proper authority, have signed this Agreement.

TIPS VENDOR AGREEMENT SIGNATURE FORM

TIPS 240801 SCHOOL BUS AND TRANSPORTATION SURVEILLANCE

Vendor Name: Seon Design (USA) Corp. dba Safe Fleet

Vendor Address: 1313 East Maple Street, Suite 231

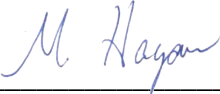
City: Bellingham State: WA Zip Code: 98225

Vendor Authorized Signatory Name: Mike Hagan

Vendor Authorized Signatory Title: Senior Vice President PTLW

Vendor Authorized Signatory Phone: 877-630-7366


Vendor Authorized Signatory Email: marsha.severyn@safefleet.net

Vendor Authorized Signature:  Date: August 27, 2024

(The following is for TIPS completion only)

TIPS Authorized Signatory Name: Dr. Fitts

TIPS Authorized Signatory Title: Executive Director

TIPS Authorized Signature:  Date: 10/15/2024



240801

Safe Fleet

Seon Systems Sales Inc

Supplier Response

Event Information

Number: 240801

Title: School Bus and Transportation Surveillance

Type: Request for Proposal

Issue Date: 8/1/2024

Deadline: 9/20/2024 03:00 PM (CT)

Notes: This is a solicitation issued by The Interlocal Purchasing System (TIPS), a department of Texas Region 8 Education Service Center. It is an Indefinite Delivery, Indefinite Quantity ("IDIQ") solicitation. It will result in contracts that provide, through adoption/"piggyback" an indefinite quantity of supplies/services, during a fixed period of time, to TIPS public entity and qualifying non-profit "TIPS Members" throughout the nation. Thus, there is no specific project or scope of work to review. Rather this solicitation is issued as a prospective award for utilization when any TIPS Member needs the goods or services offered during the life of the agreement.

IF YOU CURRENTLY HOLD TIPS CONTRACT 210801 SCHOOL BUS SURVEILLANCE ("210801") YOU MUST RESPOND TO THIS SOLICITATION TO PREVENT LAPSE OF CONTRACT UNLESS YOU HOLD ANOTHER CURRENT TIPS CONTRACT THAT COVERS ALL OF YOUR TRANSPORTATION SURVEILLANCE OFFERINGS. THIS AWARDED CONTRACT WILL REPLACE YOUR EXPIRING TIPS CONTRACT 210801.

IF YOU HOLD ANOTHER TIPS CONTRACT OTHER THAN 210801 WHICH COVERS ALL OF

YOUR TRANSPORTATION SURVEILLANCE OFFERINGS AND YOU ARE SATISFIED WITH IT.
THERE IS NO NEED TO RESPOND TO THIS SOLICITATION UNLESS YOU PREFER TO
HOLD BOTH CONTRACTS.

Contact Information

Address: Region 8 Education Service Center
4845 US Highway 271 North
Pittsburg, TX 75686
Phone: +1 (866) 839-8477
Email: bids@tips-usa.com

Safe Fleet Information

Contact: Marsha Severyn
Address: Unit 111-3B Burbidge Street
Coquitlam, BC V3K 7B2
Canada
Phone: (877) 630-7366
Fax: (866) 664-3677
Toll Free: (877) 630-7366
Email: marsha.severyn@safefleet.net
Web Address: www.safefleet.net

By submitting your response, you certify that you are authorized to represent and bind your company.

Jonathan Bucyk

Signature

Submitted at 9/19/2024 11:40:07 AM (CT)

jonathan.bucyk@safefleet.net

Email

Requested Attachments

Vendor Agreement

240801 Vendor Agreement.pdf

The Vendor Agreement must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, Vendor Name placed in the line provided at the top, and uploaded to this location. If Vendor has proposed deviations to the Vendor Agreement, Vendor may assert so in the Attribute Questions and those shall be addressed during evaluation.

Vendor Agreement Signature Form

240801 Vendor Agreement
Signature Form.pdf

The Vendor Agreement Signature Form must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed, and uploaded to this location. If Vendor has proposed deviations to the Vendor Agreement, Vendor may leave the signature line of this page blank and assert so in the Attribute Questions and those shall be addressed during evaluation.

Pricing Form 1

240801 Pricing Form 1 - Rev
Final.xlsx

Pricing Form 1 must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed as instructed, and uploaded to this location.

Pricing Form 2

240801 Pricing Form 2 - Rev
Final.xlsx

Pricing Form 2 must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed as instructed, and uploaded to this location.

Required Confidentiality Claim Form

240801 Required Confidentiality
Claim Form.pdf

The Required Confidentiality Claim Form must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed, and uploaded to this location. This is the only way for Vendor to assert confidentiality of any information submitted.

(3) Required Customer Reference Letters

Safe Fleet TIPS Reference Letters
(3).pdf

Vendor is required to upload three Customer Reference Letters from three separate customers as described herein. Vendor will be scored on the aggregate Reference Letters received from customers as described in the solicitation. Vendor must provide three current letters (issued within the 12-months preceding the date on which the solicitation was posted) from its customers verifying Vendor's customer service and reputation as described herein. (Ex. if the solicitation/bid posted on February 4, 2024, the letters must be dated on or after February 1, 2023). The letters must be issued from customers who have received goods or services from the Vendor or its current corporate officials, on entity/company letterhead, must specify its customer experience with Vendor, and must be signed by an authorized representative of the customer. TIPS Reference Forms from past bids will no longer be accepted.

Current Form W-9

W9 Seon Design USA Corp. May
2024 - New.pdf

Vendor must upload their current IRS Tax Form W-9. The legal name, EIN, and d/b/a's listed should match the information provided herein exactly. This form will be utilized by TIPS to properly identify your entity.

Alternate or Supplemental Pricing Documents

No response

Optional. If when completing Pricing Form 1 & Pricing Form 2 you direct TIPS to view additional, alternate, or supplemental pricing documentation, you may upload that documentation.

Certificates & Licenses (Supplemental Vendor Information Only)

No response

Optional. If Vendor would like to display any applicable certificates or licenses (including HUB certificates) for TIPS and TIPS Member Customer consideration, Vendor may upload those at this location. These supplemental documents shall not be considered part of the TIPS Contract. Rather, they are Vendor Supplemental Information for marketing and informational purposes only.

Vendor's Warranties, Terms, and Conditions (Supplemental Vendor Information Only)

No response

Optional. If Vendor would like to display any standard warranties, terms, or conditions which are often applicable to their offerings for TIPS and TIPS Member Customer consideration, Vendor may upload those at this location. These supplemental documents shall not be considered part of the TIPS Contract. Rather, they are Vendor Supplemental Information for marketing and informational purposes only.

Supplemental Vendor Information (Supplemental Vendor Information Only)

No response

Optional. If Vendor would like to display or include any brochures, promotional documents, marketing materials, or other Vendor Information for TIPS and TIPS Member Customer consideration, Vendor may upload those at this location. These supplemental documents shall not be considered part of the TIPS Contract. Rather, they are Vendor Supplemental Information for marketing and informational purposes only.

Vendor Logo (Supplemental Vendor Information Only)

No response

Optional. If Vendor desires that their logo be displayed on their public TIPS profile for TIPS and TIPS Member viewing, Vendor may upload that logo at this location. These supplemental documents shall not be considered part of the TIPS Contract. Rather, they are Vendor Supplemental Information for marketing and informational purposes only.

Disclosure of Lobbying Activities - Standard Form - LLL

No response

Do not upload this form unless Vendor has reportable lobbying activities. There are Attributes entitled, "2 CFR Part 200 or Federal Provision - Byrd Anti-Lobbying Amendment – Continued." Properly respond to those Attributes and only upload this form if applicable/instructed. If upload is required based on your response to those Attributes, the Disclosure of Lobbying Activities – Standard Form - LLL must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed, and uploaded to this location.

Conflict of Interest Questionnaire - Form CIQ

No response

Do not upload this form unless you have a reportable conflict with TIPS. There is an Attribute entitled "Conflict of Interest Questionnaire Requirement" immediately followed by an Attribute entitled "Conflict of Interest Questionnaire Requirement – Form CIQ – Continued." Properly respond to those Attributes and only upload this form if applicable/instructed. If upload is required based on your response to those Attributes, the Conflict of Interest Questionnaire – Form CIQ must be downloaded from the "Attachments" section of the IonWave eBid System, reviewed, properly completed, and uploaded at this location.

Response Attachments

Safe Fleet Response to TIPS RFP 240801 School Bus and Transportation Surveillance.pdf

Safe Fleet's general response to the TIPS RFP, containing supplemental information, Warranty Information, and Terms and Conditions.

Bid Attributes

1 Disadvantaged/Minority/Women Business & Federal HUBZone

Some participating public entities are required to seek Disadvantaged/Minority/Women Business & Federal HUBZone ("D/M/WBE/Federal HUBZone") vendors. Does Vendor certify that their entity is a D/M/WBE/Federal HUBZone vendor?

If you respond "Yes," you must upload current certification proof in the appropriate "Response Attachments" location.

2 Historically Underutilized Business (HUB)

Some participating public entities are required to seek Historically Underutilized Business (HUB) vendors as defined by the Texas Comptroller of Public Accounts Statewide HUB Program. Does Vendor certify that their entity is a HUB vendor?

If you respond "Yes," you must upload current certification proof in the appropriate "Response Attachments" location.

3 National Coverage

Can the Vendor provide its proposed goods and services to all 50 US States?

4 States Served

If Vendor answered "No" to the question entitled "National Coverage," please list all states where vendor can provide the goods and services proposed directly below. Your response may dictate which potential TIPS Member customers consider purchasing your offerings.

5 Description of Vendor Entity and Vendor's Goods & Services

If awarded, this description of Vendor and Vendor's goods and services will appear on the TIPS website for customer/public viewing.

6 Primary Contact Name

Please identify the individual who will be primarily responsible for all TIPS matters and inquiries for the duration of the contract.

7	Primary Contact Title Primary Contact Title <input type="text" value="Sales Operations Manager"/>
8	Primary Contact Email Please enter a valid email address that will definitely reach the Primary Contact. <input type="text" value="marsha.severyn@safefleet.net"/>
9	Primary Contact Phone Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477). Please provide the accurate and current phone number where the individual who will be primarily responsible for all TIPS matters and inquiries for the duration of the contract can be reached directly. <input type="text" value="8776307366"/>
10	Primary Contact Fax Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477). <input type="text" value="No response"/>
11	Primary Contact Mobile Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477). <input type="text" value="No response"/>
12	Secondary Contact Name Please identify the individual who will be secondarily responsible for all TIPS matters and inquiries for the duration of the contract. <input type="text" value="Jonathan Bucyk"/>
13	Secondary Contact Title Secondary Contact Title <input type="text" value="Proposal Coordinator"/>
14	Secondary Contact Email Please enter a valid email address that will definitely reach the Secondary Contact. <input type="text" value="jonathan.bucyk@safefleet.net"/>
15	Secondary Contact Phone Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477). Please provide the accurate and current phone number where the individual who will be secondarily responsible for all TIPS matters and inquiries for the duration of the contract can be reached directly. <input type="text" value="8776307366"/>

1 6	Secondary Contact Fax Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477). <input type="text" value="No response"/>
----------------	---

1 7	Secondary Contact Mobile Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477). <input type="text" value="No response"/>
----------------	--

1 8	Administration Fee Contact Name Please identify the individual who will be responsible for all payment, accounting, and other matters related to Vendor's TIPS Administration Fee due to TIPS for the duration of the contract. <input type="text" value="Marsha Severyn"/>
----------------	--

1 9	Administration Fee Contact Email Please enter a valid email address that will definitely reach the Administration Fee Contact. <input type="text" value="marsha.severyn@safefleet.net"/>
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2 0	Administration Fee Contact Phone Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477). <input type="text" value="8776307366"/>
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2 1	Purchase Order and Sales Contact Name Please identify the individual who will be responsible for receiving and processing purchase orders and sales under the TIPS Contract. <input type="text" value="Billing Department"/>
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2 2	Purchase Order and Sales Contact Email Please enter a valid email address that will definitely reach the Purchase Order and Sales Contact. <input type="text" value="seon.billing@safefleet.net"/>
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2 3	Purchase Order and Sales Contact Phone Numbers only, no symbols or spaces (Ex. 8668398477). The system will auto-populate your entry with commas once submitted which is appropriate and expected (Ex. 8,668,398,477). <input type="text" value="8776307366"/>
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2 4	Company Website Company Website (Format - www.company.com) <input type="text" value="www.safefleet.net"/>
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Entity D/B/A's and Assumed Names

You must confirm that you are responding to this solicitation under your legal entity name. Go now to your Supplier Profile in this eBid System and confirm that your profile reflects your "Legal Name" as it is listed on your W9.

In this question, please identify all of your entity's assumed names and D/B/A's. Please note that you will be identified publicly by the Legal Name under which you respond to this solicitation unless you organize otherwise with TIPS after award.

Safe Fleet

2
6

Primary Address

Primary Address

1313 East Maple Street, Suite 231

2
7

Primary Address City

Primary Address City

Bellingham

2
8

Primary Address State

Primary Address State (2 Digit Abbreviation)

WA

2
9

Primary Address Zip

Primary Address Zip

98225

3
0

Search Words Identifying Vendor

Please list all search words and phrases to be included in the TIPS database related to your entity. **Do not** list words which are not associated with the bid category/scope (See bid title for general scope). This will help users find you through the TIPS website search function. You may include product names, manufacturers, specialized services, and other words associated with the scope of this solicitation.

Camera system, high definition, fleet management, live video, stop arm camera, school transportation software, ultra-wide, school bus surveillance, fleet tracking, fleet software, mobile video surveillance system, transit surveillance systems, digital video recorder, automatic vehicle locator, vehicle video camera, bus surveillance, mobile video surveillance, in vehicle camera, 360 camera, wireless download, mobile digital video recorders, gps fleet tracking, onboard video surveillance system, vehicle surveillance system, digital security camera system, display monitor, bus lane enforcement, ABLE, SAVES, Cloud Storage

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Certification of Vendor Residency (Required by the State of Texas)

Does Vendor's parent company or majority owner:

(A) have its principal place of business in Texas; **or** (B) employ at least 500 persons in Texas?

Texas Education Code Section 44.031 requires that this information be considered in evaluation for certain contracts. However, Vendor response does not affect points, scoring, or potential award.

No

3
2

Vendor's Principal Place of Business (City)

In what city is Vendor's principal place of business located?

Bellingham

3
3

Vendor's Principal Place of Business (State)

In what state is Vendor's principal place of business located?

Washington

3
4

Vendor's Years in Business

How many years has the business submitting this proposal been operating in its current capacity and field of work?

25

3
5

Certification Regarding Entire TIPS Agreement

Vendor agrees that, if awarded, Vendor's final TIPS Contract will consist of the provisions set forth in the finalized TIPS Vendor Agreement, Vendor's responses to these attribute questions, and: (1) The TIPS solicitation document resulting in this Agreement; (2) Any addenda or clarifications issued in relation to the TIPS solicitation; (3) All solicitation information provided to Vendor by TIPS through the TIPS eBid System; (3) Vendor's entire proposal response to the TIPS solicitation including all accepted required attachments, acknowledged notices and certifications, accepted negotiated terms, accepted pricing, accepted responses to questions, and accepted written clarifications of Vendor's proposal, and; any properly included attachments to the TIPS Contract.

Does Vendor agree?

Yes, Vendor agrees

**3
6** Minimum Percentage Discount Offered to TIPS Members on all Goods and Services (READ CAREFULLY)

Please read thoroughly and carefully as an error on your response can render your contract award unusable.

TIPS Members often turn to TIPS Contracts for ease of use and to receive discounted pricing.

What is the minimum percentage discount that you can offer TIPS Members off of all goods and service pricing (whether offered through Pricing Form 1, Pricing Form 2, or in another accepted format) that you offer? Only limited goods/services specifically identified and excluded from this discount in Vendor's original proposal may be excluded from this discount.

Vendor must respond with a percentage from 0%-100%. The percentage discount that you input below will be applied to your "Catalog Pricing", as defined in the solicitation, for all TIPS Sales made during the life of the contract. You cannot alter this percentage discount once the solicitation legally closes. You will always be required to discount every TIPS Sale by the percentage included below with the exception of limited goods/services specifically identified and excluded from this discount in Vendor's original proposal. If you add goods or services to your "Catalog Pricing" during the life of the contract, you will be required to sell those new items with this discount applied.

Example: In this example, you enter a 10% minimum percentage discount below. In year-one of your TIPS Contract, your published "Catalog Pricing" (website/store/published pricing) for "Tablet A" is \$100 and for "Tablet Set-Up Service" is \$100. In this example, you must sell those items under the TIPS Contract at the proposed 10% discounted price of: "Tablet A" - \$90, "Tablet Set-Up Service" - \$90. In year two of your TIPS Contract, you update your "Catalog Pricing" with the market. You add "Tablet B" to your "Catalog Pricing" for \$200 and have increased the price of "Tablet A" to \$110 and the price of "Tablet Set-Up Service" to \$110. In this example, after the "Catalog Pricing" update, you must still sell those items under the TIPS Contract at the proposed 10% discounted price of: "Tablet A" - \$99, "Tablet Set-Up Service" - \$99, and "Tablet B" - \$180.00.

With the exception of limited goods/services specifically identified and excluded from this discount in Vendor's original proposal, if you cannot honor the discount on all goods and items now included or which may be added in the future with certainty, then you should offer a lesser discount percentage below.

What is the minimum percentage discount that you can offer TIPS Members off of all goods and service pricing (whether offered through Pricing Form 1, Pricing Form 2, or in another accepted format) that you offer?

**3
7** Honoring Vendor's Minimum Percentage Discount

Vendor is asked in these Attribute Questions to provide a Minimum Percentage Discount offered to TIPS Members on all goods and services sold under the TIPS Contract. Points will be assigned for your response and scoring of your proposal will be affected. A "YES" answer will be awarded the maximum 10 points and a "NO" answer will be awarded 0 points.

Does Vendor agree to honor the Minimum Percentage Discount off of their TIPS "Catalog Pricing" that Vendor proposed for all TIPS Sales made for the duration of the TIPS Contract?

**3
8** Volume and Additional Discounts

In addition to the Minimum Percentage Discount proposed herein, does Vendor ever expect and intend to offer additional, greater, or volume discounts to TIPS Members?

Point(s) may be assigned for your response in the category of "Pricing" during scoring and evaluation.

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"Catalog Pricing" and Pricing Requirements

This is a requirement of the TIPS Contract and is non-negotiable.

In this solicitation and resulting contract, "Catalog Pricing" shall be defined as:

"The then available list of goods or services, in the most current listing regardless of date, that takes the form of a catalog, price list, price schedule, shelf-price or other viewable format that:

- A. is regularly maintained by the manufacturer or Vendor of an item; and
- B. is either published or otherwise available for review by TIPS or a customer during the purchase process;
- C. to which the Minimum Percentage Discount proposed by the proposing Vendor may be applied.

If awarded on this TIPS Contract, for the duration of the contract, Vendor agrees to provide, upon request, their then current "Catalog Pricing." Or, in limited circumstances where Vendor has proposed the Percentage Mark-Up method of pricing in this proposal, proof of Vendor's "cost" may be accepted by TIPS in place of catalog pricing.

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EXCEPTIONS & DEVIATIONS TO TIPS STANDARD TERMS AND CONDITIONS

Vendor agrees that, if awarded, Vendor's final TIPS Contract will consist of the provisions set forth in the finalized TIPS Vendor Agreement, Vendor's responses to these attribute questions, and: (1) The TIPS solicitation document resulting in this Agreement; (2) Any addenda or clarifications issued in relation to the TIPS solicitation; (3) All solicitation information provided to Vendor by TIPS through the TIPS eBid System; (3) Vendor's entire proposal response to the TIPS solicitation including all accepted required attachments, acknowledged notices and certifications, accepted negotiated terms, accepted pricing, accepted responses to questions, and accepted written clarifications of Vendor's proposal, and; any properly included attachments to the TIPS Contract. In the event of conflict between the terms of the finalized Vendor Agreement and one of the incorporated documents the terms and conditions which are in the best interest of governmental/qualifying non-profit TIPS Members shall control at TIPS sole discretion.

If Vendor responds, "No, Vendor does not agree" to this Attribute, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document version of the Vendor Agreement and will be instructed to include all requested negotiations as redline edits for TIPS consideration. This is the only proper way to submit proposed deviations for TIPS consideration. TIPS reserves the right to accept, decline, or modify Vendor's requested negotiated terms. For this reason, answering "No, Vendor does not agree" may ultimately delay or prevent award.

Does Vendor agree with TIPS standard terms and conditions as presented in the TIPS solicitation document (RFP, RCSP, RFQ, or other) and the TIPS Vendor Agreement document?

4
1 **TIPS Sales Reporting Requirements**

This is a requirement of the TIPS Contract and is non-negotiable.

By submitting this proposal, Vendor certifies that Vendor will properly report all TIPS sales. With the exception of TIPS Automated Vendors, who have signed an exclusive agreement with TIPS regarding reporting, all TIPS Sales must be reported to TIPS by either:

(1) Emailing the purchase order or similar purchase document (with Vendor's Name, as known to TIPS, and the TIPS Contract Name and Number included) to TIPS at tipspo@tips-usa.com with "Confirmation Only" in the subject line of the email within three business days of Vendor's acceptance of the order, or;

(2) Within 3 business days of the order being accepted by Vendor, Vendor must login to the TIPS Vendor Portal and successfully self-report all necessary sale information within the Vendor Portal and confirm that it shows up accurately on your current Vendor Portal statement.

No other method of reporting is acceptable unless agreed to by the Parties in writing. Failure to report all sales pursuant to this provision may result in immediate cancellation of Vendor's TIPS Contract(s) for cause at TIPS' sole discretion.

4
2 **TIPS Administration Fee Requirement and Acknowledgment**

This is a requirement of the TIPS Contract and is non-negotiable.

The collection of fees by TIPS, a government entity, for performance of these procurement services is required pursuant to Texas Government Code Section 791.011 et. seq. The TIPS Administration Fee is the amount legally owed by Vendor to TIPS for TIPS Sales made by Vendor. The TIPS Administration Fee amount is typically a set percentage of each TIPS Sale legally due to TIPS, but the exact TIPS Administration Fee for this Contract is published in the corresponding RFP or RCSP document. TIPS Administration Fees are due to TIPS immediately upon Vendor's receipt of payment, including partial payment, for a TIPS Sale.

By submitting a proposal, Vendor agrees that it has read, understands, and agrees to the published TIPS Administration Fee amount, calculation, and payment requirements. By submitting a proposal Vendor further confirms that all TIPS Pricing includes the TIPS Administration Fee and Vendor will not show adding the TIPS Administration Fee as a charge or line-item in any TIPS Sale.

4
3 **TIPS Member Access to Vendor Proposal & Documentation**

This is a requirement of the TIPS Contract and is non-negotiable.

Notwithstanding any other information provided in this solicitation or Vendor designation of certain documentation as confidential or proprietary, Vendor's submission of this proposal constitutes Vendor's express consent to the disclosure of Vendor's comprehensive proposal, including any information deemed confidential or proprietary, **to TIPS Members**. The proposing Vendor agrees that TIPS shall not be responsible or liable for any use or distribution of information or documentation to TIPS Members or by TIPS Members. By submitting this proposal, Vendor certifies the foregoing.

4 Non-Collusive Bidding Certificate

4 This is a requirement of the TIPS Contract and is non-negotiable.

By submission of this proposal, the Vendor certifies that:

- 1) This proposal has been independently arrived at without collusion with any other entity, bidder, or with any competitor;
- 2) This proposal has not been knowingly disclosed and will not be knowingly disclosed, prior to the opening of bids, or proposals for this project, to any other bidder, competitor or potential competitor;
- 3) No attempt has been or will be made to induce any other person, partnership or corporation to modify, submit, or not to submit a bid or proposal; and
- 4) The person signing this bid or proposal certifies that they are duly authorized to execute this proposal/contract on behalf of Vendor and they have fully informed themselves regarding the accuracy of the statements contained in this certification, and under the penalties being applicable to the bidder as well as to the person signing in its behalf;

4 Antitrust Certification Statements (Tex. Government Code § 2155.005)

5 This is a requirement of the TIPS Contract and is non-negotiable.

By submission of this bid or proposal, Vendor certifies under penalty of perjury of the laws of the State of Texas that:

- (1) I am duly authorized to execute this proposal/contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Vendor) identified herein;
- (2) In connection with this proposal, neither I nor any representative of Vendor has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this proposal, neither I nor any representative of the Vendor has violated any federal antitrust law;
- (4) Neither I nor any representative of Vendor has directly or indirectly communicated any of the contents of this bid to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

4 Limitation on Out-of-State Litigation - Texas Business and Commerce Code § 272

6 This is a requirement of the TIPS Contract and is non-negotiable.

Texas Business and Commerce Code § 272 prohibits a construction contract, or an agreement collateral to or affecting the construction contract, from containing a provision making the contract or agreement, or any conflict arising under the contract or agreement, subject to another state's law, litigation in the courts of another state, or arbitration in another state. If included in Texas construction contracts, such provisions are voidable by a party obligated by the contract or agreement to perform the work.

By submission of this proposal, Vendor acknowledges this law and ***if Vendor enters into a construction contract with a Texas TIPS Member*** under this procurement, Vendor certifies compliance.

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7

Required Confidentiality Claim Form

This is a requirement of the TIPS Contract and is non-negotiable.

TIPS provides the required TIPS Confidentiality Claim Form in the "Attachments" section of this solicitation. Vendor must execute this form by either signing and waiving any confidentiality claim, or designating portions of Vendor's proposal confidential. If Vendor considers any portion of Vendor's proposal to be confidential and not subject to public disclosure pursuant to Chapter 552 Texas Gov't Code or other law(s) and orders, Vendor must have identified the claimed confidential materials through proper execution of the Confidentiality Claim Form.

If TIPS receives a public information act or similar request, any responsive documentation not deemed confidential by you in this manner will be automatically released. For Vendor documents deemed confidential by you in this manner, TIPS will follow procedures of controlling statute(s) regarding any claim of confidentiality and shall not be liable for any release of information required by law, including Attorney General determination and opinion.

Notwithstanding any other Vendor designation of Vendor's proposal as confidential or proprietary, Vendor's submission of this proposal constitutes Vendor's agreement that proper execution of the required TIPS Confidentiality Claim Form is the only way to assert any portion of Vendor's proposal as confidential.

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8

Non-Discrimination Statement and Certification

This is a requirement of the TIPS Contract and is non-negotiable.

In accordance with Federal civil rights law, all U.S. Departments, including but not limited to the USDA, USDE, FEMA, are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by federal funds (not all bases apply to all programs).

Vendor certifies that Vendor will comply with applicable Non-Discrimination and Equal Opportunity provisions set forth in TIPS Member Customers' policies and other regulations at the local, state, and federal levels of governments.

Yes, I certify

4
9

Limitation of Vendor Indemnification and Similar Clauses

This is a requirement of the TIPS Contract and is non-negotiable.

TIPS, a department of Region 8 Education Service Center, a political subdivision, and local government entity of the State of Texas, is prohibited from indemnifying third-parties (pursuant to the Article 3, Section 52 of the Texas Constitution) except as otherwise specifically provided for by law or as ordered by a court of competent jurisdiction. Article 3, Section 52 of the Texas Constitution states that "no debt shall be created by or on behalf of the State ... " and the Texas Attorney General has opined that a contractually imposed obligation of indemnity creates a "debt" in the constitutional sense. Tex. Att'y Gen. Op. No. MW-475 (1982). Thus, contract clauses which require TIPS to indemnify Vendor, pay liquidated damages, pay attorney's fees, waive Vendor's liability, or waive any applicable statute of limitations must be deleted or qualified with "to the extent permitted by the Constitution and Laws of the State of Texas."

Does Vendor agree?

Yes, I Agree

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Alternative Dispute Resolution Limitations

This is a requirement of the TIPS Contract and is non-negotiable.

TIPS, a department of Region 8 Education Service Center, a political subdivision, and local government entity of the State of Texas, does not agree to binding arbitration as a remedy to dispute and no such provision shall be permitted in this Agreement with TIPS. Vendor agrees that any claim arising out of or related to this Agreement, except those specifically and expressly waived or negotiated within this Agreement, may be subject to non-binding mediation at the request of either party to be conducted by a mutually agreed upon mediator as prerequisite to the filing of any lawsuit arising out of or related to this Agreement. Mediation shall be held in either Camp or Titus County, Texas. Agreements reached in mediation will be subject to the approval by the Region 8 ESC's Board of Directors, authorized signature of the Parties if approved by the Board of Directors, and, once approved by the Board of Directors and properly signed, shall thereafter be enforceable as provided by the laws of the State of Texas.

Does Vendor agree?

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1

No Waiver of TIPS Immunity

This is a requirement of the TIPS Contract and is non-negotiable.

Vendor agrees that nothing in this Agreement shall be construed as a waiver of sovereign or government immunity; nor constitute or be construed as a waiver of any of the privileges, rights, defenses, remedies, or immunities available to Region 8 Education Service Center or its TIPS Department. The failure to enforce, or any delay in the enforcement, of any privileges, rights, defenses, remedies, or immunities available to Region 8 Education Service Center or its TIPS Department under this Agreement or under applicable law shall not constitute a waiver of such privileges, rights, defenses, remedies, or immunities or be considered as a basis for estoppel.

Does Vendor agree?

Yes, Vendor agrees

5
2

Payment Terms and Funding Out Clause

This is a requirement of the TIPS Contract and is non-negotiable.

Vendor agrees that TIPS and TIPS Members shall not be liable for interest or late-payment fees on past-due balances at a rate higher than permitted by the laws or regulations of the jurisdiction of the TIPS Member.

Funding-Out Clause: Vendor agrees to abide by the applicable laws and regulations, including but not limited to Texas Local Government Code § 271.903, or any other statutory or regulatory limitation of the jurisdiction of any TIPS Member, which requires that contracts approved by TIPS or a TIPS Member are subject to the budgeting and appropriation of currently available funds by the entity or its governing body.

Does Vendor agree?

Yes, Vendor agrees

5
3

Certification Regarding Prohibition of Certain Terrorist Organizations (Tex. Gov. Code 2270)

Vendor certifies that Vendor is not a company identified on the Texas Comptroller's list of companies known to have contracts with, or provide supplies or services to, a foreign organization designated as a Foreign Terrorist Organization by the U.S. Secretary of State.

Does Vendor certify?

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Certification Regarding Prohibition of Boycotting Israel (Tex. Gov. Code 2271)

If (a) Vendor is not a sole proprietorship; (b) Vendor has ten (10) or more full-time employees; and (c) this Agreement or any agreement with a TIPS Member under this procurement has value of \$100,000 or more, the following certification shall apply; otherwise, this certification is not required. Vendor certifies, where applicable, that neither the Vendor, nor any affiliate, subsidiary, or parent company of Vendor, if any, boycotts Israel, and Vendor agrees that Vendor and Vendor Companies will not boycott Israel during the term of this Agreement. For purposes of this Agreement, the term "boycott" shall mean and include refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory but does not include an action made for ordinary business purposes.

When applicable, does Vendor certify?

Yes, Vendor certifies

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Certification Regarding Prohibition of Contracts with Certain Foreign-Owned Companies (Tex. Gov. Code 2274)

Certain public entities are prohibited from entering into a contract or other agreement relating to critical infrastructure that would grant Vendor direct or remote access to or control of critical infrastructure in this state, excluding access specifically allowed by a customer for product warranty and support purposes.

Vendor certifies that neither it nor its parent company nor any affiliate of Vendor or its parent company, is (1) owned by or the majority of stock or other ownership interest of the company is held or controlled by individuals who are citizens of China, Iran, North Korea, Russia, or a designated country; (2) a company or other entity, including governmental entity, that is owned or controlled by citizens of or is directly controlled by the government of China, Iran, North Korea, Russia, or a designated country; or (3) headquartered in China, Iran, North Korea, Russia, or a designated country.

For purposes of this certification, "critical infrastructure" means "a communication infrastructure system, cybersecurity system, electric grid, hazardous waste treatment system, or water treatment facility." Vendor certifies that Vendor will not grant direct or remote access to or control of critical infrastructure, except for product warranty and support purposes, to prohibited individuals, companies, or entities, including governmental entities, owned, controlled, or headquartered in China, Iran, North Korea, Russia, or a designated country, as determined by the Governor.

When applicable, does Vendor certify?

Yes, Vendor certifies

5 Certification Regarding Prohibition of Discrimination Against Firearm and Ammunition Industries (Tex. Gov. Code 2274)

If (a) Vendor is not a sole proprietorship; (b) Vendor has at least ten (10) full-time employees; and (c) this Agreement or any Supplemental Agreement with certain public entities have a value of at least \$100,000 that is paid wholly or partly from public funds; (d) the Agreement is not excepted under Tex. Gov. Code 2274 and (e) the purchasing public entity has determined that Vendor is not a sole-source provider or the purchasing public entity has not received any bids from a company that is able to provide this written verification, the following certification shall apply; otherwise, this certification is not required.

Vendor certifies that Vendor, or association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or limited liability company, including a wholly owned subsidiary, majority-owned subsidiary parent company, or affiliate of these entities or associations, that exists to make a profit, does not have a practice, policy, guidance, or directive that discriminates against a firearm entity or firearm trade association and will not discriminate during the term of this contract against a firearm entity or firearm trade association.

For purposes of this Agreement, “discriminate against a firearm entity or firearm trade association” shall mean, with respect to the entity or association, to: “(1) refuse to engage in the trade of any goods or services with the entity or association based solely on its status as a firearm entity or firearm trade association; (2) refrain from continuing an existing business relationship with the entity or association based solely on its status as a firearm entity or firearm trade association; or (3) terminate an existing business relationship with the entity or association based solely on its status as a firearm entity or firearm trade association.”

“Discrimination against a firearm entity or firearm trade association” does not include: “(1) the established policies of a merchant, retail seller, or platform that restrict or prohibit the listing or selling of ammunition, firearms, or firearm accessories; and (2) a company’s refusal to engage in the trade of any goods or services, decision to refrain from continuing an existing business relationship, or decision to terminate an existing business relationship to comply with federal, state, or local law, policy, or regulations or a directive by a regulatory agency, or for any traditional business reason that is specific to the customer or potential customer and not based solely on an entity’s or association’s status as a firearm entity or firearm trade association.”

When applicable, does Vendor certify?

Yes, Vendor certifies

5 Certification Regarding Termination of Contract for Non-Compliance (Tex. Gov. Code 552.374)

If Vendor is not a governmental body and (a) this Agreement or any Supplemental Agreement with a public entity has a stated expenditure of at least \$1 million in public funds for the purchase of goods or services by certain public entities; or (b) this Agreement or any Supplemental Agreement results in the expenditure of at least \$1 million in public funds for the purchase of goods or services by certain public entities in their fiscal year, the following certification shall apply; otherwise, this certification is not required.

As required by Tex. Gov. Code 552.374, the following statement is included in the RFP and the Agreement (unless the Agreement is (1) related to the purchase or underwriting of a public security; (2) is or may be used as collateral on a loan; or (3) proceeds from which are used to pay debt service of a public security of loan): “The requirements of Subchapter J, Chapter 552, Government Code, may apply to this solicitation and Agreement and the Vendor agrees that this Agreement and any applicable Supplemental Agreement can be terminated if Vendor knowingly or intentionally fails to comply with a requirement of that subchapter.”

Pursuant to Chapter 552 of the Texas Government Code, Vendor certifies that Vendor shall: (1) preserve all contracting information related to this Agreement as provided by the records retention requirements applicable to TIPS or the purchasing TIPS Member for the duration of the Agreement; (2) promptly provide to TIPS or the purchasing TIPS Member any contracting information related to the Agreement that is in the custody or possession of Vendor on request of TIPS or the purchasing TIPS Member; and (3) on completion of the Agreement, either (a) provide at no cost to TIPS or the purchasing TIPS Member all contracting information related to the Agreement that is in the custody or possession of Vendor, or (b) preserve the contracting information related to the Agreement as provided by the records retention requirements applicable to TIPS or the purchasing TIPS Member.

When applicable, does Vendor certify?

Yes, Vendor certifies

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Certification Regarding Prohibition of Boycotting Certain Energy Companies (Tex. Gov. Code 2274)

If (a) Vendor is not a sole proprietorship; (b) Vendor has ten (10) or more full-time employees; and (c) this Agreement or any Supplemental Agreement with certain public entities has a value of \$100,000 or more that is to be paid wholly or partly from public funds, the following certification shall apply; otherwise, this certification is not required.

Vendor certifies that Vendor, or any wholly owned subsidiary, majority-owned subsidiary, parent company, or affiliate of these entities or business associations, if any, do not boycott energy companies and will not boycott energy companies during the term of the Agreement or any applicable Supplemental Agreement.

For purposes of this certification the term "company" shall mean an organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or limited liability company, that exists to make a profit.

The term "boycott energy company" shall mean "without an ordinary business purpose, refusing to deal with, terminating business activities with, or otherwise taking any action intended to penalize, inflict economic harm on, or limit commercial relations with a company because the company (a) engages in the exploration, production, utilization, transportation, sale, or manufacturing of fossil fuel-based energy and does not commit or pledge to meet environmental standards beyond applicable federal and state law, or (b) does business with a company described by paragraph (a)." (See Tex. Gov. Code 809.001).

When applicable, does Vendor certify?

Yes, Vendor certifies

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Felony Conviction Notice - Texas Education Code 44.034

Texas Education Code, Section 44.034, Notification of Criminal History, Subsection (a), states, "a person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator of the business entity has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony."

Subsection (b) states, "a school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract."

Subsection (c) states, "This section does not apply to a publicly held corporation.

Vendor certifies one of the following:

- A. My firm is a publicly held corporation; therefore, this reporting requirement is not applicable, or;
- B. My firm is not owned nor operated by anyone who has been convicted of a felony, or;
- C. My firm is owned or operated by the following individual(s) who has/have been convicted of a felony.

If Vendor responds with Option (C), Vendor is required to provide information in the next attribute.

B. My firm is not owned nor operated by felon.

60 Felony Conviction Notice - Texas Education Code 44.034 - Continued

If Vendor selected Option (C) in the previous attribute, Vendor must provide the following information herein:

1. Name of Felon(s)
2. The Felon(s) title/role in Vendor's entity, and
3. Details of Felon(s) Conviction(s).

No response

61 Conflict of Interest Questionnaire Requirement

Vendor agrees that it has looked up, read, and understood the current version of Texas Local Government Code Chapter 176 which generally requires disclosures of conflicts of interests by Vendor hereunder if Vendor:

- (1) has an employment or other business relationship with a local government officer of our local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);
- (2) has given a local government officer of our local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or
- (3) has a family relationship with a local government officer of our local governmental entity.
- (4) Any other financial, commercial, or familial relationship with our local government that may warrant reporting under this statute.

Does Vendor certify that it has NO reportable conflict of interest?

Yes, Vendor certifies - VENDOR HAS NO CONFLICT

62 Conflict of Interest Questionnaire Requirement - Form CIQ - Continued

If you responded "No, Vendor does not certify - VENDOR HAS CONFLICT" to the Conflict of Interest Questionnaire question above, you are required by law to fully execute and upload the form attachment entitled "Conflict of Interest Questionnaire - Form CIQ." If you accurately claimed no conflict above, you may disregard the form attachment entitled "Conflict of Interest Questionnaire - Form CIQ."

Have you uploaded this form if applicable?

Not Applicable

63 Upload of Current W-9 Required

Vendors are required by TIPS to upload a current, accurate W-9 Internal Revenue Service (IRS) Tax Form for your entity. This form will be utilized by TIPS to properly identify your entity.

You must confirm that you are responding to this solicitation under your legal entity name. Go now to your Supplier Profile in this eBid System and confirm that your profile reflects your "Legal Name" as it is listed on your W9.

64 Regulatory Good Standing Certification

Does Vendor certify that its entity is in good standing will all government entities and agencies, whether local, state, or federal, that regulate any aspect of Vendor's field of work or business operations?

If Vendor selects "No", Vendor must provide explanation on the following attribute question.

Yes, Vendor certifies

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5 **Regulatory Good Standing Certification - Explanation - Continued**

If Vendor responded to the prior attribute that "No", Vendor is not in good standing, Vendor must provide an explanation of that lack of good standing here for TIPS consideration.

No response

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6 **Instructions Only - Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion**
Instructions for Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion

1. By answering yes to the next Attribute question below, the vendor and prospective lower tier participant is providing the certification set out herein in accordance with these instructions.
2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the prospective lower tier participant knowingly rendered an erroneous certification in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and / or debarment.
3. The prospective lower tier participant shall provide immediate written notice to the person to which this proposal is submitted if at any time the prospective lower tier participant learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
4. The terms "covered transaction," "debarred," "suspended," "ineligible," "lower tier covered transaction," "participants," "person," "primary covered transaction," "principal," "proposal" and "voluntarily excluded," as used in this clause, have the meanings set out in the Definitions and Coverage sections of rules implementing Executive Order 12549. You may contact the person to which this proposal is submitted for assistance in obtaining a copy of those regulations.
5. The prospective lower tier participant agrees by submitting this form that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction with a person who is debarred, suspended, declared ineligible or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency with which this transaction originated.
6. The prospective lower tier participant further agrees by submitting this form that it will include this clause titled "Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion-Lower Tier Covered Transaction" without modification in all lower tier covered transactions and in all solicitations for lower tier covered transactions.
7. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not debarred, suspended, ineligible or voluntarily excluded from the covered transaction, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the eligibility of its principals. Each participant may, but is not required to, check the Nonprocurement List.
8. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
9. Except for transactions authorized under paragraph 5 of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is suspended, debarred, ineligible or voluntarily excluded from participation in this transaction, in addition to other remedies available to the federal government, the department or agency with which this transaction originated may pursue available remedies, including suspension and / or debarment.

6 **Suspension or Debarment Certification**

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Read the instructions in the attribute above and then answer the following accurately.

Vendor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.

Does Vendor certify?

Yes, Vendor certifies

6 **Vendor Certification of Criminal History - Texas Education Code Chapter 22**

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Texas Education Code Chapter 22 requires entities that contract with school districts to provide services to obtain criminal history record information regarding covered employees. Contractors must certify to the district that they have complied. Covered employees with disqualifying criminal histories are prohibited from serving at a school district pursuant to this law.

DEFINITIONS

Covered employees: Employees of a contractor or subcontractor who have or will have continuing duties related to the service to be performed at the District and have or will have direct contact with students. The District will be the final arbiter of what constitutes direct contact with students.

Disqualifying criminal history: Any conviction or other criminal history information designated by the District, or one of the following offenses, if at the time of the offense, the victim was under 18 or enrolled in a public school: (a) a felony offense under Title 5, Texas Penal Code; (b) an offense for which a defendant is required to register as a sex offender under Chapter 62, Texas Code of Criminal Procedure; or (c) an equivalent offense under federal law or the laws of another state.

Vendor certifies:

NONE (Section A): None of the employees of Vendor and any subcontractors are covered employees, as defined above. If this box is checked, I further certify that Contractor has taken precautions or imposed conditions to ensure that the employees of Vendor and any subcontractor will not become covered employees. Contractor will maintain these precautions or conditions throughout the time the contracted services are provided under this procurement.

OR

SOME (Section B): Some or all of the employees of Vendor and any subcontractor are covered employees. If this box is checked, I further certify that: (1) Vendor has obtained all required criminal history record information regarding its covered employees. None of the covered employees has a disqualifying criminal history; (2) If Vendor receives information that a covered employee subsequently has a reported criminal history, Vendor will immediately remove the covered employee from contract duties and notify the purchasing entity in writing within 3 business days; (3) Upon request, Vendor will provide the purchasing entity with the name and any other requested information of covered employees so that the purchasing entity may obtain criminal history record information on the covered employees; (4) If the purchasing entity objects to the assignment of a covered employee on the basis of the covered employee's criminal history record information, Vendor agrees to discontinue using that covered employee to provide services at the purchasing entity.

Which option does Vendor certify?

Yes, I certify - NONE (Section A)

6 **Certification Regarding "Choice of Law" Terms with TIPS Members**

9 Vendor agrees that if any "Choice of Law" provision is included in any sales agreement/contract between Vendor and a TIPS Member, that clause must provide that the "Choice of Law" applicable to the sales agreement/contract between Vendor and TIPS Member shall be the state where the TIPS Member operates unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing a "Choice of Law" clause that conflicts with these terms is rendered void and unenforceable.

If Vendor disagrees, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document version of the Vendor Agreement and will be instructed to include all requested negotiations as redline edits for TIPS consideration.

Does Vendor agree?

7 **Certification Regarding "Venue" Terms with TIPS Members**

0 Vendor agrees that if any "Venue" provision is included in any sales agreement/contract between Vendor and a TIPS Member, that clause must provide that the "Venue" for any litigation or alternative dispute resolution is shall be in the state and county where the TIPS Member operates unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing a "Venue" clause that conflicts with these terms is rendered void and unenforceable.

If Vendor disagrees, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document version of the Vendor Agreement and will be instructed to include all requested negotiations as redline edits for TIPS consideration.

Does Vendor agree?

7 **Certification Regarding "Automatic Renewal" Terms with TIPS Members**

1 Vendor agrees that no TIPS Sale may incorporate an "Automatic Renewal" clause that exceeds month to month terms with which the TIPS Member must comply. All renewal terms incorporated into a TIPS Sale Supplemental Agreement shall only be valid and enforceable when Vendor received written confirmation of acceptance of the renewal term from the TIPS Member for the specific renewal term. The purpose of this clause is to avoid a TIPS Member inadvertently renewing a Supplemental Agreement during a period in which the governing body of the TIPS Member has not properly appropriated and budgeted the funds to satisfy the Agreement renewal. Any TIPS Sale Supplemental Agreement containing an "Automatic Renewal" clause that conflicts with these terms is rendered void and unenforceable.

If Vendor disagrees, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document version of the Vendor Agreement and will be instructed to include all requested negotiations as redline edits for TIPS consideration.

Does Vendor agree?

**7
2 Certification Regarding "Indemnity" Terms with TIPS Members**

Texas and other jurisdictions restrict the ability of governmental entities to indemnify others. Vendor agrees that if any "Indemnity" provision which requires the TIPS Member to indemnify Vendor is included in any sales agreement/contract between Vendor and a TIPS Member, that clause must either be stricken or qualified by including that such indemnity is only permitted, "to the extent permitted by the laws and constitution of [TIPS Member's State]" unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing an "Indemnity" clause that conflicts with these terms is rendered void and unenforceable.

If Vendor disagrees, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document version of the Vendor Agreement and will be instructed to include all requested negotiations as redline edits for TIPS consideration.

Does Vendor agree?

**7
3 Certification Regarding "Arbitration" Terms with TIPS Members**

Vendor agrees that if any "Arbitration" provision is included in any TIPS Sale agreement/contract between Vendor and a TIPS Member, that clause may **not** require that the arbitration is mandatory or binding. Vendor agrees that if any "Arbitration" provision is included in any TIPS Sale agreement/contract between Vendor and a TIPS Member, that clause provides for only voluntary and non-binding arbitration unless the TIPS Member expressly agrees otherwise. Any TIPS Sale Supplemental Agreement containing a "Arbitration" clause that conflicts with these terms is rendered void and unenforceable.

If Vendor disagrees, after this solicitation legally closes and TIPS begins evaluating Vendor's file, TIPS will provide Vendor with a draft Word Document version of the Vendor Agreement and will be instructed to include all requested negotiations as redline edits for TIPS consideration.

Does Vendor agree?

**7
4 2 CFR PART 200 AND FEDERAL CONTRACT PROVISIONS EXPLANATION**

TIPS and TIPS Members will sometimes seek to make purchases with federal funds. In accordance with 2 C.F.R. Part 200 of the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (sometimes referred to as "EDGAR"), Vendor's response to the following questions labeled "2 CFR Part 200 or Federal Provision" will indicate Vendor's willingness and ability to comply with certain requirements which may be applicable to TIPS purchases paid for with federal funds, if accepted by Vendor.

Your responses to the following questions labeled "2 CFR Part 200 or Federal Provision" will dictate whether TIPS can list this awarded contract as viable to be considered for a federal fund purchase. **Failure to certify all requirements labeled "2 CFR Part 200 or Federal Provision" will mean that your contract is listed as not viable for the receipt of federal funds. However, it will not prevent award.**

If you do enter into a TIPS Sale when you are accepting federal funds, the contract between you and the TIPS Member will likely require these same certifications. Specifically, if Vendor utilizes the Cost-Plus Markup method anywhere in its proposal, Vendor cannot and will not be listed as federally compliant for TIPS purposes unless Vendor also certifies "Yes" in response to the Attribute entitled, "2 CFR Part 200 - Prohibition of Cost- Plus."

7 5 2 CFR Part 200 or Federal Provision - Prohibition of Cost Plus

Contracts paid with federal funds which exceed the simplified acquisition threshold currently set at \$250,000 (2 CFR 200.320), which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, may not utilize a cost plus percentage of cost and percentage of cost method of contract pricing. Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members for a TIPS Sale resulting from this procurement process which exceeds the simplified acquisition threshold, Vendor shall not utilize a cost plus a percentage of cost and percentage of cost method of contract pricing for that expenditure. If Vendor fails to certify and proposes a Cost Plus Markup Method of pricing anywhere in their proposal, Vendor will **not** be listed as federally/EDGAR compliant for TIPS purposes.

Does Vendor certify?

Yes, Vendor agrees.

7 6 2 CFR Part 200 or Federal Provision - Vendor Willingness to Accept Federal Funds

This certification is not required by federal law. However, TIPS Members are public entities and qualifying non-profits which often receive federal funding and grants (ESSER, CARES Act, EDGAR, etc.) **Accepting such funds often requires additional required certifications and responsibilities for Vendor.** The following attribute questions include these required certifications. Your response to this questions, the following certifications, and other factors will determine whether your contract award will be deemed as eligible for federal fund expenditures by TIPS Members.

If awarded, is Vendor willing to accept payment for goods and services offered under this contract paid for by a TIPS Member with federal funds?

Yes

7 7 2 CFR Part 200 or Federal Provision - Contracts

Contracts for more than the simplified acquisition threshold currently set at \$250,000 (2 CFR § 200.320), which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Notice: Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members reserve all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

Does vendor agree?

Yes, Vendor agrees

7 8 2 CFR Part 200 or Federal Provision - Termination

Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members reserve the right to terminate any agreement in excess of \$10,000 resulting from this procurement process for cause after giving the vendor an appropriate opportunity and up to 30 days, to cure the causal breach of terms and conditions. ESC Region 8 and TIPS Members reserve the right to terminate any agreement in excess of \$10,000 resulting from this procurement process for convenience with 30 days notice in writing to the awarded vendor. The Vendor would be compensated for work performed and goods procured as of the termination date if for convenience of the ESC Region 8 and TIPS Members. Any award under this procurement process is not exclusive and the ESC Region 8 and TIPS reserves the right to purchase goods and services from other vendors when it is in the best interest of the ESC Region 8 and TIPS.

Does vendor agree?

Yes, Vendor agrees

7 **2 CFR Part 200 or Federal Provision - Clean Air Act**

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended—Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

Pursuant to the Clean Air Act, et al above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members require that the proposer certify that during the term of an award by the ESC Region 8 and TIPS Members resulting from this procurement process the vendor agrees to comply with all of the above regulations, including all of the terms listed and referenced therein.

Does vendor agree?

Yes, Vendor agrees

8 **2 CFR Part 200 or Federal Provision - Byrd Anti-Lobbying Amendment**

Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members require the proposer certify that during the term and during the life of any contract with ESC Region 8 and TIPS Members resulting from this procurement process the vendor certifies that it is in compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352).

Does Vendor agree?

Yes, Vendor agrees

8 1 2 CFR Part 200 or Federal Provision - Byrd Anti-Lobbying Amendment - Continued

Applicable to Grants, Subgrants, Cooperative Agreements, and Contracts Exceeding \$100,000 in Federal Funds

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The undersigned certifies, to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all covered subawards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

Does Vendor certify that it has NOT lobbied as described herein?

Yes, Vendor certifies - NO Reportable Lobbying

8 2 2 CFR Part 200 or Federal Provision - Byrd Anti-Lobbying Amendment - Continued

If you answered "No, Vendor does not certify - Lobbying to Report" to the above attribute question, you must download, read, execute, and upload the attachment entitled "Disclosure of Lobbying Activities - Standard Form - LLL", as instructed, to report the lobbying activities you performed or paid others to perform.

8 3 2 CFR Part 200 or Federal Provision - Federal Rule

Compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15). (Contracts, subcontracts, and subgrants of amounts in excess of \$100,000)

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, ESC Region 8 and TIPS Members requires the proposer certify that in performance of the contracts, subcontracts, and subgrants of amounts in excess of \$250,000, the vendor will be in compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15).

Does vendor certify compliance?

Yes, Vendor certifies

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2 CFR Part 200 or Federal Provision - Procurement of Recovered Materials

A non-Federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include: (1) procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; (2) procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does vendor certify that it is in compliance with these provisions?

Yes, Vendor certifies

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2 CFR Part 200 or Federal Provision - Rights to Inventions

If the Federal award meets the definition of “funding agreement” under 37 CFR §401.2 (a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

Pursuant to the above, when the foregoing applies to ESC Region 8 and TIPS Members, Vendor certifies that during the term of an award resulting from this procurement process, Vendor agrees to comply with all applicable requirements as referenced in the Federal rule above.

Does vendor certify?

Yes, Vendor certifies

**8
6** **2 CFR Part 200 or Federal Provision - Domestic Preferences for Procurements and Compliance with Buy America Provisions**

As appropriate and to the extent consistent with law, TIPS Member Customers, to the greatest extent practicable under a Federal award, may provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). Vendor agrees that the requirements of this section will be included in all subawards including all contracts and purchase orders for work or products under this award, to the greatest extent practicable under a Federal award. For purposes of 2 CFR Part 200.322, "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States. Moreover, for purposes of 2 CFR Part 200.322, "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum, plastics and polymer-based products such as polyvinyl chloride pipe, aggregates such as concrete, glass, including optical fiber, and lumber.

Vendor certifies that it is in compliance with all applicable provisions of the Buy America Act. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition. For purposes of 2 CFR Part 200.322,

"Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.

"Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, Vendor certifies that to the greatest extent practicable Vendor will provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products).

Does Vendor Certify?

**8
7** **2 CFR Part 200 or Federal Provision - Ban on Foreign Telecommunications**

ESC 8 and TIPS Members are prohibited from obligating or expending Federal financial assistance, to include loan or grant funds, to: (1) procure or obtain, (2) extend or renew a contract to procure or obtain, or (3) enter into a contract (or extend or renew a contract) to procure or obtain, equipment, services, or systems that use "covered telecommunications" equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. "Covered telecommunications" equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities), and physical security surveillance of critical infrastructure and other national security purposes, and video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities) for the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes detailed in 2 CFR § 200.216.

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, Vendor certifies that Vendor will not purchase equipment, services, or systems that use "covered telecommunications", as defined by 2 CFR §200.216 equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.

Does vendor certify?

8 2 CFR Part 200 or Federal Provision - Contract Cost & Price

For contracts more than the simplified acquisition threshold currently set at \$250,000, a TIPS Member may, in very rare circumstances, be required to negotiate profit as a separate element of the price pursuant to 2 C.F.R. 200.324(b). Under those circumstances, Vendor agrees to provide information and negotiate with the TIPS Member regarding profit as a separate element of the price. However, Vendor certifies that the total price charged by the Vendor shall not exceed the Vendor's TIPS pricing and pricing terms proposed.

Does Vendor certify?

Yes, Vendor certifies

8 2 CFR Part 200 or Federal Provision - Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 must include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members on any federally assisted construction contract, the equal

opportunity clause is incorporated by reference here.

Does Vendor Certify?

Yes, Vendor certifies

9 2 CFR Part 200 or Federal Provision - Davis Bacon Act Compliance

Texas Statute requires compliance with Davis-Bacon Act, as amended (40 U.S.C. 3141-3148). When required by Federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-Federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146- 3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non- Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Pursuant to state and federal requirements, Vendor certifies that it will be in compliance with all applicable Davis-Bacon Act provisions if/when applicable.

Does Vendor certify?

Yes, Vendor certifies

9 1 2 CFR Part 200 or Federal Provision - Contract Work Hours and Safety Standards

Where applicable, all contracts awarded by ESC 8 and TIPS Members in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. Pursuant to the above, when federal funds are expended by ESC Region 8 and TIPS Members, Vendor certifies that during the term of an award for all contracts resulting from this procurement process, Vendor will be in compliance with all applicable provisions of the Contract Work Hours and Safety Standards Act.

Does Vendor certify?

9 2 2 CFR Part 200 or Federal Provision - FEMA Fund Certification & Certification of Access to Records

If and when Vendor accepts a TIPS purchase paid for in full or part with FEMA funds, Vendor certifies that:

(1) Vendor agrees to provide the TIPS Member, the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to and rights to reproduce any books, documents, papers, and records of the Contractor which are directly pertinent to this contract, or any contract resulting from this procurement, for the purposes of making audits, examinations, excerpts, and transcriptions. This right also includes timely and reasonable access to Vendor's personnel for the purpose of interview and discussion relating to such documents. Vendor agrees to provide the FEMA Administrator or an authorized representatives access to construction or other work sites pertaining to the work being completed under the contract. Vendor acknowledges and agrees that no language in this contract or the contract with the TIPS Member is intended to prohibit audits or internal reviews by the FEMA Administrator or the Comptroller General of the United States.

(2) The Vendor shall not use the Department of Homeland Security's seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval.

(3) The Vendor will comply with all applicable Federal law, regulations, executive orders, FEMA policies, procedures, and directives.

(4) The Federal Government is not a party to this contract and is not subject to any obligations or liabilities to the non-Federal entity, contractor, or any other party pertaining to any matter resulting from the contract.

(5) The Vendor acknowledges that 31 U.S.C. Chap. 38 (Administrative Remedies for False Claims and Statements) applies to the Vendor's actions pertaining to this contract.

Does Vendor certify?

9 3 2 CFR Part 200 or Federal Provision - Certification of Compliance with the Energy Policy and Conservation Act

When appropriate and to the extent consistent with the law, Vendor certifies that it will comply with the Energy Policy and Conservation Act (42 U.S.C. 6321 et seq; 49 C.F.R. Part 18) and any state mandatory standards and policies relating to energy efficiency which are contained in applicable state energy conservation plans issued in compliance with the Act.

Does Vendor certify?

9 4	2 CFR Part 200 or Federal Provision - Certification of Compliance with Never Contract with the Enemy Where applicable, all contracts awarded by ESC 8 and TIPS Members in excess of \$50,000.00, within the period of performance, and which are performed outside of the United States, including U.S. territories, are subject to the regulations implementing Never Contract with the Enemy in 2 CFR part 183. Per 2 CFR part 183, in the situation specified, ESC 8 and TIPS Members shall terminate any contract or agreement resulting from this procurement which violates the Never Contract with the Enemy regulation in 2 CFR part 183, including if Vendor is actively opposing the United States or coalition forces involved in a contingency operation in which members of the the Armed Forces are actively engaged in hostilities. Vendor certifies that it is neither an excluded entity under the System for Award Management (SAM) nor Federal Awardee Performance and Integrity Information System (FAPIS) for any contract terminated due to Never Contract with the Enemy as a Termination for Material Failure to Comply. Does Vendor certify? <input type="text" value="Yes, Vendor certifies"/>
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9 5	2 CFR Part 200 or Federal Provision - Certification of Compliance with EPA Regulations For contracts resulting from this procurement, in excess of \$100,000.00 and paid for with federal funds, Vendor certifies that Vendor will comply with all applicable standards, orders, regulations, and/or requirements issued pursuant to the Clean Air Act of 1970, as amended (42 U.S.C. 1857(h)), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15. Does Vendor certify? <input type="text" value="Yes, Vendor certifies"/>
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9 6	2 CFR Part 200 or Federal Provision - Record Retention Requirements For contracts resulting from this procurement, paid for by ESC 8 or TIPS Members with federal funds, Vendor certifies that Vendor will comply with the record retention requirements detailed in 2 CFR § 200.334. Vendor certifies that Vendor will retain all records as required by 2 CFR § 200.334 for a period of three years after final expenditure or financial reports, as applicable, and all other pending matters are closed. Does Vendor certify? <input type="text" value="Yes, Vendor certifies"/>
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9 7	2 CFR Part 200 or Federal Provision - Subcontracting and Affirmative Steps for Small and Minority Businesses, Women's Business Enterprises, and Labor Surplus Area Firms. Do you ever anticipate the possibility of subcontracting any of your work under this award if you are successful? If you respond "Yes", you must respond to the following attribute question accurately. If you respond "No", you may skip the following attribute question. <input type="text" value="YES"/>
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2 CFR Part 200 or Federal Provision - If "Yes" Response to Above Attribute - Continued - Subcontracting and Affirmative Steps for Small and Minority Businesses, Women's Business Enterprises, and Labor Surplus Area Firms.

Only respond to this question if you responded "Yes" to the attribute question directly above. Skip this question if you responded "No" to the attribute question directly above.

Does Vendor certify that it will follow the following affirmative steps? Federal Regulation 2 CFR §200.321 Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms. (a)The non-Federal entity must take all necessary affirmative steps to assure that minority businesses, women's business enterprises, and labor surplus area firms are used when possible.

(b) Affirmative steps must include:

- (1) Placing qualified small and minority businesses and women's business enterprises on solicitation lists;
- (2) Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;
- (3) Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;
- (4) Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises;
- (5) Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce ; and
- (6) Requiring the prime contractor, if subcontracts are to be let, to take the affirmative steps listed in paragraphs(1) through (5) of this section.

Does Vendor certify?

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ACKNOWLEDGMENT & BINDING CORPORATE AUTHORITY

By submitting this proposal, the individual(s) submitting on behalf of the Vendor certify that they are authorized by Vendor to complete and submit this proposal on behalf of Vendor and that this proposal was duly submitted on behalf of Vendor by authority of its governing body, if any, and within the scope of its corporate powers.

Vendor further certifies that it has read, examined, and understands all portions of this solicitation including but not limited to all attribute questions, attachments, solicitation documents, bid notes, and the Vendor Agreement(s). Vendor certifies that, if necessary, Vendor has consulted with counsel in understanding all portions of this solicitation.



SANDRA "SAM" HIMMEL – SUPERINTENDENT OF SCHOOLS

*"Where Learning is the Expectation
And Caring is a Commitment"*

TRANSPORTATION DEPARTMENT

(352) 726-1931, extension 2370
FAX (352) 249-2147

THOMAS KENNEDY
DISTRICT 1

VIRGINIA BRYANT
DISTRICT 2

DOUGLAS A. DODD
DISTRICT 3

SANDRA COUNTS
DISTRICT 4

JOSEPH C. FAHERTY
DISTRICT 5

September 9, 2024

To whom it may concern:

Please accept this reference for Safe Fleet (SEON) who provides goods and services to the Citrus County School District. Safe Fleet (SEON) provided cameras, GPS, Wi-Fi equipment, etc. and installation of said products in 2023 and 2024 and for many years prior. I understand that they have submitted a proposal to Education Service Center Region 8 and the TIPS Cooperative. The Citrus County School District is a customer of Safe Fleet (SEON). They performed satisfactorily, and we intend to do business with them again. As a customer of Safe Fleet (SEON), we would highly recommend them to TIPS public entity and non-profit members. Thank you for your consideration of our recommendation.

Respectfully,

Marilyn M. Farmer,
Director of Transportation,
Citrus County Schools
352-726-1931, extension 2371
farmerm@citruschools.org

9/24/2024

To whom it may concern:

Re: Reference for Contract Renewal Proposal - Safe Fleet Seon

Dear Education Service Center Region 8 and TIPS Cooperative,

I hope this message finds you well. I am writing to provide a reference in support of Safe Fleet Seon's proposal for contract renewal.

Safe Fleet Seon has been a longstanding vendor for Flagler Schools, and their performance has consistently met and exceeded our expectations. Over the years, they have provided exemplary customer service and support, ensuring that our fleet surveillance systems run smoothly and efficiently.

Their commitment to quality and responsiveness has been invaluable. Whether it's routine maintenance, technical support, or addressing any concerns, Safe Fleet Seon has always been prompt and thorough in their service. Their dedication to maintaining high standards and their proactive approach to customer care have greatly contributed to the successful operation of our school transportation systems.

Given our positive experiences, I highly recommend renewing our contract with Safe Fleet Seon. Their track record of excellent service and support makes them a trusted partner for our ongoing needs.

Thank you for considering this reference in your evaluation of the contract renewal proposal. Should you require any additional information, please feel free to contact me.

Respectfully,



Orenthia Walker

Director of Transportation

Flagler County Schools

walkero@flaglerschools.com

386-586-2145 x 1233



SANDRA "SAM" HIMMEL – SUPERINTENDENT OF SCHOOLS

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DISTRICT 1

VIRGINIA BRYANT
DISTRICT 2

DOUGLAS A. DODD
DISTRICT 3

SANDRA COUNTS
DISTRICT 4

JOSEPH C. FAHERTY
DISTRICT 5

*Citrus County School Board
1007 W Main Street
Building 300
Inverness, Florida 34450*

*Reference Letter for Safe Fleet
9-10-2024*

To whom it may concern:

Please accept this reference for Safe Fleet who provided goods or services to our entity. Safe Fleet has provided camera systems since at least 2010 (before my time here). Since then and when I started with Citrus County Schools in 2014. We have grown our relationship over the years to point that they now provide sales and service for camera systems with up to 5 cameras per bus which download wirelessly in our bus yards thanks to Safe Fleet Commander and Access Points that connect to our network. We have AVL live GPS in not only our buses but in our regular white fleet vehicles as well. Camera systems in minivans that haul students in a pinch. There is Live Stream in all our school buses that allows us to look in live via cellular connection in case of an emergency. These features on the buses are tied together by routers that also provide rolling Wifi to student's school provided devices, mostly iPad. These features did not come to fruition without the working relationship with Safe Fleet over the years. We understand that they have submitted a proposal to Education Service Center Region 8 and the TIPS Cooperative.

Citrus County School Board is a customer of Safe Fleet. They performed satisfactorily and we would do business with them again. As a customer of the Safe Fleet, we would highly recommend the Vendor to TIPS public entity and non-profit members.

*Thank you,
Nathan Gaskins – Supervisor of Transportation*

1007 West Main Street • Inverness, Florida 34450-4625
TEL: (352) 726-1931
www.citruschools.org
Equal Opportunity Employer

THE SCHOOL DISTRICT OF OSCEOLA COUNTY, FLORIDA

817 Bill Beck Boulevard • Kissimmee • Florida 34744-4492
Phone: 407-870-4600 • Fax: 407-870-4010 • www.osceolaschools.net

SCHOOL BOARD MEMBERS

District 1 – Teresa “Terry” Castillo – Vice Chair
407-577-5022
District 2 – Julius Melendez
321-442-2862
District 3 – Jon Arguello
Adriana Fracasso
407-433-9082
District 4 – Heather Kahoun - Chair
689-241-7822
District 5 – Scott Ramsey
321-402-9145



Superintendent of Schools
Dr. Mark Shanoff
Director of Transportation
Randy Wheeler
Coordinator of Transportation

Coordinator of Transportation
Orville Watson

The School District of Osceola County, Transportation Department
401 Simpson Road
Kissimmee, FL 34744

16th September 2024

The Interlocal Purchasing System
4845 US Hwy 271 North
Pittsburg, Texas 75686

Re: Reference Letter for **Safe Fleet Seon**

To whom it may concern:

Please accept this reference for **Safe Fleet Seon** who provided goods or services to the School District of Osceola County (SDOC). The vendor has provided school bus surveillance systems for SDOC for at least fifteen years. We understand they have submitted a proposal to Education Service Center Region 8 and the TIPS Cooperative.

As a longtime client of Safe Fleet Seon, I can attest that their product line and commitment to customer support after the sale have been superb. SDOC intends to continue to do business with the vendor in the future. As a vendor-customer, we highly recommend the vendor to TIPS public entities and non-profit members.

Thank you,

Randy Wheeler, Director of Transportation



9/23/2024

*St. Lucie Public Schools Transportation
325 NW Commerce Park Drive
Port Saint Lucie, Florida 34986*

Re: Reference Letter for Safe Fleet

To whom it may concern:

Please accept this reference for Safe Fleet who provided goods or services to our entity. The Vendor has provided surveillance cameras and recording systems for our school buses for many years. We understand that they have submitted a proposal to Education Service Center Region 8 and the TIPS Cooperative.

This entity is a customer of above-named Vendor. They performed satisfactorily and we would do business with them again. As a customer of the Vendor, we would highly recommend the Vendor to TIPS public entity and non-profit members.

Thank you,

*Donald R. Carter
Transportation Manager*

REQUIRED CONFIDENTIALITY CLAIM FORM

(VENDOR MUST COMPLETE THE FOLLOWING VENDOR INFORMATION)

Vendor Entity Name: Seon Design (USA) Corp. dba Safe Fleet

Vendor Authorized Signatory Name: Mike Hagan

Vendor Authorized Signatory Title: Senior Vice President PTLW

Vendor Authorized Signatory Email: marsha.severyn@safefleet.net

Vendor Address: 1313 East Maple Street, Suite 231

City: Bellingham State: WA Zip Code: 98225

Vendor agrees that it is voluntarily providing its data (including but not limited to: Vendor information, Vendor documentation, Vendor’s proposal, Vendor pricing submitted or provided to TIPS, TIPS contract documents, TIPS correspondence, Vendor logos and images, Vendor’s contact information, Vendor’s brochures and commercial information, Vendor’s financial information, Vendor’s certifications, and any other Vendor information or documentation submitted to TIPS by Vendor and its agents) (Hereinafter, “Vendor Data”) to TIPS. Vendor understands and agrees that TIPS is a government entity subject to public information laws including but not limited to Texas Government Code (TGC) Chapter 552. Vendor agrees that regardless of confidentiality designations herein, Vendor’s submission of a proposal constitutes Vendor’s consent to the disclosure and release of Vendor’s Data and comprehensive proposal, including any information deemed confidential or proprietary herein, to and by TIPS Members.

Notwithstanding the foregoing permissible release to TIPS Members, if Vendor considers any portion of Vendor’s proposal to be otherwise confidential and not subject to public disclosure pursuant to public information laws, including but not limited to TGC Chapter 552, Vendor must properly execute **Option 1 only** below, attach to this PDF all documents and information that Vendor deems confidential, and upload the consolidated documentation. Regardless of the Option selected below, this form must be completed and uploaded to the “Response Attachments” section of the eBid System entitled “Required Confidentiality Claim Form.” Execution and submission of this form is the sole indicator of whether Vendor considers any Vendor Data confidential in the event TIPS receives a request, a Public Information Request, or subpoena. If TIPS receives a request, any responsive documentation not deemed confidential by you through proper execution of Option 1 of this form will be automatically released. For information deemed confidential by you through proper execution of Option 1 of this form, TIPS will follow procedures of controlling statute(s) regarding withholding that documentation and shall not be liable for any release of information required by law, including Attorney General opinion or court order.

(VENDOR MUST COMPLETE ONE OF THE TWO OPTIONS AND UPLOAD IN THE EBID SYSTEM)

OPTION 1 – DESIGNATING CONFIDENTIAL MATERIALS – YES, VENDOR HAS ATTACHED CONFIDENTIAL MATERIALS

OPTION 2 – WAIVER OF CONFIDENTIALITY – NO, VENDOR HAS NOT ATTACHED CONFIDENTIAL MATERIALS

(Confirm each bullet point and sign below)

(Confirm each bullet point and sign below)

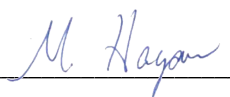
- Vendor claims some Vendor Data confidential to the extent permitted by TGC Chapter 552 and other applicable law.
- Vendor attached to this PDF all potentially confidential Vendor Data and listed the number of attached pages below.
- Vendor’s authorized signatory has signed below and shall upload this document in the proper location in the eBid System.
- Vendor agrees that TIPS shall not be liable for any release of confidential information required by law.

By signing for Option 2 below, Vendor expressly waives any confidentiality claim for all Vendor Data submitted in relation to this proposal and resulting contract. Vendor confirms that TIPS may freely release Vendor Data submitted in relation to this proposal or resulting contract to any requestor. Vendor agrees that TIPS shall not be responsible or liable for any use or distribution of Vendor Data by TIPS or TIPS Members.

- Vendor’s authorized signatory has signed below and shall upload this document in the proper location in the eBid System.
- Vendor agrees that TIPS shall not be liable for any release of confidential information required by law.

Number of pages attached deemed confidential: _____

Authorized Signature: _____

Authorized Signature: 

TIPS 240801 School Bus and Transportation Surveillance	Seon Designs USA Corp. dba Safe Fleet
--	---------------------------------------

TIPS PRICING FORM 1 - GOODS/ITEMS PRICING

TIPS permits Vendors to utilize either or both of the two goods/items pricing proposal options (and sub-options) identified below with the "Discount-Off Catalog" option being much more optimal, usable, and preferred to the "Cost-Plus Markup Option." If Vendor utilizes the Cost-Plus Markup method anywhere in its proposal, Vendor cannot and will not be listed as federally compliant for TIPS purposes unless Vendor also certifies "Yes" in response to the Attribute entitled, "2 CFR Part 200 - Prohibition of Cost- Plus." Vendor is welcome to propose either or both options, and with either option Vendor is able to update their pricing and add/remove items during the life of the contract. It is Vendor's responsibility to ensure that all items listed, whether by description, product number, SKU, UPC or other, fall within the scope of this solicitation category. Please read the "Vendor Pricing Submission" portion of the solicitation document before submitting questions about this form to TIPS.

Option 1 - Discount-Off Catalog Method

This goods/items pricing proposal method is highly preferred over the "Cost-Plus Markup Method" because it is versatile and allows Vendor to efficiently add and update its goods/items pricing and does not automatically jeopardize federal fund purchases. Vendor is asked in the attribute questions within the eBid System to propose a minimum discount off of their catalog pricing. Any discount from 0% to 100% is an appropriate response. Then, under this pricing proposal method, Vendor is permitted to provide its "Catalog Pricing" to TIPS in a number of ways, described in Section "A" and Section "B" below. Vendor's minimum discount will always be applied to TIPS "Catalog Pricing" provided herein.

SECTION "A" - Providing "Catalog Pricing" through Line-Item Pricing

If Vendor desires to list the "catalog pricing" of goods/items that you sell by line-item, you are welcome to do so here in Section "A" of Pricing Form 1. You are welcome to modify the columns and column titles as long as TIPS can identify the item's name and "catalog price." Please note that if you are awarded with this type of pricing submission, you will be able to update the pricing and add/remove items within the category as long as you honor any applicable discounts originally proposed. Specific discounts offered for any brand or item must be honored for the life of the contract.

Product Name	Product #	Description	Units description - (each, dozen, hour, day, etc)	MSRP or Catalog Pricing	% Discount <i>(Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.)</i>	TIPS Member Customer Price (after TIPS discount, if any)
Example 1: Widget A	12345AB	gadget part	each	\$100.00	15.00%	\$85.00
Example 2: All Acme Product Line	see Acme catalog located at www.Acme.com	All Acme products available from our company		see Acme catalog located at www.Acme.com	10.00%	
Example 3: All Acme Product Line	Catalog pricing to be provided upon request	All Acme products available from our company		Catalog pricing to be provided upon request	10.00%	

Insert Line-items below this line. You may add cells as needed.

Product Name	Product #	Description	Units description - (each, dozen, hour, day, etc)	MSRP or Catalog Pricing	% Discount <i>(Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.)</i>	TIPS Price
Safe Fleet School Bus Products	020-1026	Fan Filter,40x40,45PPI,50 PCS	each	\$ 88.83	25%	\$ 66.62
Safe Fleet School Bus Products	020-1028	Security Screw,SQ/SJ Camera Lid,50 PCS	each	\$ 14.81	50%	\$ 7.40
Safe Fleet School Bus Products	020-1029	Security Screw,CQ/CJ Camera Lid,50 PCS	each	\$ 14.81	50%	\$ 7.40
Safe Fleet School Bus Products	020-1040	NX16 Relay Kit.	each	\$ 58.16	18%	\$ 47.59
Safe Fleet School Bus Products	020-1079	Replacement Dome Lid Assembly for CMD Series Cameras - Includes dome bubble, gasket, aluminum ring, and set screw	each	\$ 41.24	23%	\$ 31.73
Safe Fleet School Bus Products	032-1043	ASSY,SmartReach Lite,2.4/5GHz,Bridge,Mikrotik-N	each	\$ 208.33	37%	\$ 131.13
Safe Fleet School Bus Products	032-1045	Spare Multi-Reader, USB, 125 kHz	each	\$ 485.39	22%	\$ 377.53
Safe Fleet School Bus Products	032-1068	MDL,GPS Receiver,GR-701W,USB A-Type,2.4m,4800 Baud	each	\$ 213.62	16%	\$ 178.72
Safe Fleet School Bus Products	050-1019	Replacement Camera Top Lid Assembly with Screws, Window, IR Board and Harness for CA10, HD1W/S, and HD3W/S	each	\$ 88.83	7%	\$ 82.49
Safe Fleet School Bus Products	060-0172	20ft cable from DVR to event button	each	\$ 30.67	14%	\$ 26.44
Safe Fleet School Bus Products	060-0678	ASSY,HRNS,BNC-Micfit 2x3 M,VID	each	\$ 17.98	12%	\$ 15.86
Safe Fleet School Bus Products	060-1016	20 ft. Extension Cable, 4x1 Molex Micro Fit Receptacle to 4x1 Molex Micro Fit Receptacle	each	\$ 56.05	34%	\$ 37.01
Safe Fleet School Bus Products	060-1018	Power Harness for CalAmp 26xx and 27xx Series LMUs	each	\$ 33.84	13%	\$ 29.61
Safe Fleet School Bus Products	060-1038	Relay with Harness	each	\$ 47.59	20%	\$ 38.07
Safe Fleet School Bus Products	060-1074	Camera Adapter, 2x3 MicroFit to BNC-F and SXL Power	each	\$ 43.36	17%	\$ 35.96
Safe Fleet School Bus Products	060-1089	EA adapter cable, 8ft lead, 10K ohm, 1A fuse	each	\$ 26.44	32%	\$ 17.98
Safe Fleet School Bus Products	060-1095	2x3 MicroFit F to 4-Pin M12 F Cable Adapter, 1 ft long	each	\$ 22.21	19%	\$ 17.98
Safe Fleet School Bus Products	060-1097	Adapter cable, ITS Covert Switch to Seon DVR	each	\$ 44.42	24%	\$ 33.84
Safe Fleet School Bus Products	060-1101	Adapter cable, MP70 to Seon DVR GPS input	each	\$ 50.76	19%	\$ 41.24
Safe Fleet School Bus Products	060-1103	Adapter cable, ITS Covert Switch to Seon DVR, ACVI	each	\$ 50.76	19%	\$ 41.24
Safe Fleet School Bus Products	060-1106	CBL,GPS/LTE Cable Extension,5m (16ft)	each	\$ 48.65	46%	\$ 26.44
Safe Fleet School Bus Products	060-1109	CBL,WIFI Cable Extension,5m (16ft)	each	\$ 48.65	46%	\$ 26.44
Safe Fleet School Bus Products	060-1112	2x3 MicroFit F to 5-Pin M12 F Cable Adapter, video signal only populated, 1 ft long	each	\$ 26.44	24%	\$ 20.09

Safe Fleet School Bus Products	060-1175		each	\$	88.83	20%	\$	70.85
Safe Fleet School Bus Products	060-1197	RGY-Button interconnect cable, 20 ft., no RGY-Button (065-1010), for compatible DVR	each	\$	49.70	19%	\$	40.19
Safe Fleet School Bus Products	060-1230	Camera Harness, 5-Pin Female to 5-Pin Female, 33 Ft	each	\$	29.61	11%	\$	26.44
Safe Fleet School Bus Products	060-1231	1 ft. Adapter harness, 4x1 Molex Micro Fit Receptacle to 2x2 Micro Fit Plug	each	\$	20.09	26%	\$	14.81
Safe Fleet School Bus Products	060-1257	PIR Power Input and Wake Output Harness, 15 ft.	each	\$	67.68	9%	\$	61.34
Safe Fleet School Bus Products	060-1280	RGY-Button interconnect cable, 50 ft., no RGY-Button (065-1010), for compatible DVR	each	\$	313.02	25%	\$	234.77
Safe Fleet School Bus Products	060-1281	2x3 MicroFit F to 5-Pin M12 F Cable Adapter, fully-populated, 1 ft long	each	\$	26.44	28%	\$	19.04
Safe Fleet School Bus Products	065-0096	ASSY,ALM/IND 5W,1x5 McrFt,1.5m	each	\$	64.51	20%	\$	51.82
Safe Fleet School Bus Products	060-1015	RGY-Button indicator/alarm with normally open and closed alarm contacts and 5 ft harness, no interconnect cable (060-1197), for compatible DVR	each	\$	117.38	12%	\$	103.64
Safe Fleet School Bus Products	080-1031	8-Port POE switch	each	\$	416.66	20%	\$	332.06
Safe Fleet School Bus Products	080-1103	Programmable 24V Timer with LCD Keypad, 16A Switching Relay	each	\$	66.62	8%	\$	61.34
Safe Fleet School Bus Products	085-0050	Power with switch cable for LMK LCD monitor	each	\$	9.52	22%	\$	7.40
Safe Fleet School Bus Products	085-0051	Power supply for 5.6" LMK LCD monitor	each	\$	28.55	19%	\$	23.27
Safe Fleet School Bus Products	085-0060	Cat 5e Networking Cable, 6.1m	each	\$	14.81	43%	\$	8.46
Safe Fleet School Bus Products	085-0108	USB to Ethernet adapter	each	\$	115.27	19%	\$	93.06
Safe Fleet School Bus Products	085-0116	Cat 5e Networking Cable, 1.83m	each	\$	7.40	29%	\$	5.29
Safe Fleet School Bus Products	085-0179G	Grid Antenna - I-COM HG5822EG 5.8GHz,Grid, 22dbi	each	\$	124.79	15%	\$	105.75
Safe Fleet School Bus Products	085-0180G	10 Foot Ultra Flex Cable, Male to Male	each	\$	126.90	18%	\$	103.64
Safe Fleet School Bus Products	085-1002	ANT,White,1x1,Dual Band WiFi,1.8M,RP-SMA Male	each	\$	173.43	19%	\$	140.65
Safe Fleet School Bus Products	085-1022	PS, POE Adapter, 802.3at, 56V	each	\$	162.86	16%	\$	137.48
Safe Fleet School Bus Products	085-1050		each	\$	166.03	20%	\$	133.25
Safe Fleet School Bus Products	085-1054	ANT,2.4&5GHz,4dBi,3-Element MIMO Dual Band,White,LMR200	each	\$	255.92	10%	\$	231.59
Safe Fleet School Bus Products	085-1082	USB 3.0 Type A Male to Type B Male Cable, 5 Ft - For use with HDD-DOCK Series	each	\$	23.27	14%	\$	20.09
Safe Fleet School Bus Products	085-1132	MNT,Enclosure Pole Mounting Kit-Polw Diameters 7in to 9in - This kit is designed to mount the enclosures to a 7" (177.8mm) to 9" (228.6mm) Dia. poles.	each	\$	137.48	13%	\$	119.50
Safe Fleet School Bus Products	085-1153	Antenna - 4-in-1 - Panel LTE/GPS/WIFI Antenna - Cable length 2m/6.5ft - Can be used on MODEM-2 and MODEM-3 - External Antenna Mounting Hole 19 (3/4") size necessary	each	\$	90.95	16%	\$	76.14
Safe Fleet School Bus Products	085-1161	ANT,5x1,4G/5G Cellular,WIFI,GPS	each	\$	286.58	20%	\$	228.42
Safe Fleet School Bus Products	085-1178	ANT,7X1 5G COACH II 4G/5G FR1 GNSS MULTIBAND ANTENNA - For 5G router - Quote Extension Cables	each	\$	376.47	31%	\$	260.15
Safe Fleet School Bus Products	444-0052	BNC-Female to BNC-Female Adapter	each	\$	13.75	38%	\$	8.46
Safe Fleet School Bus Products	444-0204		each	\$	23.27	18%	\$	19.04
Safe Fleet School Bus Products	444-1012	Coax adapter, Female to Female	each	\$	52.88	42%	\$	30.67
Safe Fleet School Bus Products	444-1021	ADPTR,Coaxial Bullet,Type N-Female to Female,1/8" Bulkhead	each	\$	79.31	80%	\$	15.86
Safe Fleet School Bus Products	600-0077	MVC-9100-FF-BRKT #8-32, 0.5? Camera Mounting Screw	each	\$	3.17	33%	\$	2.12
Safe Fleet School Bus Products	610-1004	MVC-9100-FF-BRKT #8 Split Ring Washer	each	\$	2.12	50%	\$	1.06
Safe Fleet School Bus Products	660-1104	RGY & Diag Button Cover Plate, Black, 2.876 x 1.81 inches	each	\$	20.09	53%	\$	9.52
Safe Fleet School Bus Products	AAMF	Micro-Fit M Camera to Mini-Din Adapter (for AngelTrax Camera Harness). Lead time is 4 weeks.	each	\$	27.50	23%	\$	21.15
Safe Fleet School Bus Products	ADMF	DIN F Camera to Micro-Fit DVR for SA & SJ Cameras (replaces 060-0486). Lead time is 4 weeks.	each	\$	21.15	40%	\$	12.69
Safe Fleet School Bus Products	AGMF	4 Pin Micro-Fit Adapter (for Gatekeeper Camera Harness). Lead time is 4 weeks.	each	\$	27.50	23%	\$	21.15
Safe Fleet School Bus Products	AM2F	Micro-Fit M Camera to Micro-Fit F Harness, & Micro-Fit M MIC Adapter for all DVRs (replaces 060-0674). Lead time is 4 weeks.	each	\$	27.50	23%	\$	21.15
Safe Fleet School Bus Products	AMF6PC	Micro-Fit M Camera to 6-Pin Circular M Adapter (for legacy AngelTrax Cameras). Lead time is 4 weeks.	each	\$	26.44	24%	\$	20.09
Safe Fleet School Bus Products	AMFB	ASSY, HRNS, 2x3 Micro-Fit P-BNC F, 0.3 m. Lead time is 4 weeks.	each	\$	50.76	17%	\$	42.30
Safe Fleet School Bus Products	AMFD	Micro-Fit F Camera to DIN M DVR for EX4 & TR (replaces 060-0114). Lead time is 4 weeks.	each	\$	26.44	32%	\$	17.98

Safe Fleet School Bus Products	AMFMS	Micro-Fit F to M12 Mil Spec F Adapter for RVM2 or RVM2-SP (allows addition of a 3rd standard resolution Camera)	each	\$ 27.50	23%	\$ 21.15
Safe Fleet School Bus Products	AMFR	Micro-Fit F Camera to RCA M VCR for Scout (replaces 060-0264). Lead time is 4 weeks.	each	\$ 50.76	17%	\$ 42.30
Safe Fleet School Bus Products	ANT-G6-SM	GPS Antenna, 6 m length, SMA Male Terminating Connector, for compatible DVR	each	\$ 49.70	28%	\$ 35.96
Safe Fleet School Bus Products	ANTK-W11W5	Dual Band White WiFi Antenna Kit with Single Cable at 1.8 m Length plus 3 m Antenna Extension Cable and RP-SMA Male Terminating Connector	each	\$ 136.42	22%	\$ 106.81
Safe Fleet School Bus Products	ANTK-W22W6	Dual Band White WiFi Antenna Kit with Two Cables at 3 m Length plus 3 m Antenna Extension Cables and RP-SMA Male Terminating Connectors	each	\$ 226.31	12%	\$ 198.81
Safe Fleet School Bus Products	ANT-W11W2	Dual Band White WiFi Antenna with Single Cable at 1.8 m Length and RP-SMA Male Terminating Connector	each	\$ 106.81	19%	\$ 86.72
Safe Fleet School Bus Products	ARMF	RCA F Camera to Micro-Fit DVR for SA Cameras (replaces 060-0532). Compatible with inView 360 / Fusion. Lead time is 4 weeks.	each	\$ 44.42	17%	\$ 37.01
Safe Fleet School Bus Products	BP	Bench-test power adapter for compatible DVR (MX, TL, TL-HD, TH4, TH4C, TH6, DH4, DH4C)	each	\$ 176.60	10%	\$ 158.63
Safe Fleet School Bus Products	C12F2PD02A	360° Fisheye IP Camera, 9MP, 2.1 mm lens size, PoE, white, interior, audio - to use with TH8, NH16K and NH16 DVRs	each	\$ 1,257.37	17%	\$ 1,047.98
Safe Fleet School Bus Products	C12F2PD02A20	360° Fisheye IP Camera, 9MP, 2.1 mm lens size, PoE, white, interior, audio, 20 ft. harness - to use with TH8, NH16K and NH16 DVRs	each	\$ 1,298.61	17%	\$ 1,080.77
Safe Fleet School Bus Products	C12F2PD02A50	360° Fisheye IP Camera, 9MP, 2.1 mm lens size, PoE, white, interior, audio, 50 ft. harness - to use with TH8, NH16K and NH16 DVRs	each	\$ 1,351.49	17%	\$ 1,126.24
Safe Fleet School Bus Products	C12F2PD02A75	360° Fisheye IP Camera, 9MP, 2.1 mm lens size, PoE, white, interior, audio, 75 ft. harness - to use with TH8, NH16K and NH16 DVRs	each	\$ 1,365.23	17%	\$ 1,136.81
Safe Fleet School Bus Products	C3Q-MP6A30	Mounting Hardware Accessoriss	each	\$ 104.69	18%	\$ 85.66
Safe Fleet School Bus Products	C3W9PD03E20	IP Camera, PoE, wedge, 3MP progressive scan, 2.8 mm lens size, exterior (no audio), IR Day/Night, 20 ft. harness - to use with TH8 or NH16	each	\$ 651.42	25%	\$ 491.74
Safe Fleet School Bus Products	C3W9PD03E50	IP Camera, PoE, wedge, 3MP progressive scan, 2.8 mm lens size, exterior (no audio), IR Day/Night, 50 ft. harness - to use with TH8 or NH16	each	\$ 713.81	24%	\$ 542.50
Safe Fleet School Bus Products	C3W9PD03E75	IP Camera, PoE, wedge, 3MP progressive scan, 2.8 mm lens size, exterior (no audio), IR Day/Night, 75 ft. harness - to use with TH8 or NH16	each	\$ 732.85	24%	\$ 554.13
Safe Fleet School Bus Products	C3W9PD04E20	IP Camera, PoE, wedge, 3MP progressive scan, 4.0 mm lens size, exterior (no audio), IR Day/Night, 20 ft. harness - to use with TH8 or NH16	each	\$ 651.42	24%	\$ 493.85
Safe Fleet School Bus Products	C3W9PD04E50	IP Camera, PoE, wedge, 3MP progressive scan, 4.0 mm lens size, exterior (no audio), IR Day/Night, 50 ft. harness - to use with TH8 or NH16	each	\$ 713.81	24%	\$ 541.44
Safe Fleet School Bus Products	C5Q1PD078A	IP / Analog Camera, Interior, Dome, 3.9mm Lens, White, RJ45 PoE or 12V DC, 5MP, Day / Night with IR, Audio	each	\$ 458.96	17%	\$ 381.76
Safe Fleet School Bus Products	C5Q1PD104A	IP / Analog Camera, Interior, Dome, 2.9mm Lens, White, RJ45 PoE or 12V DC, 5MP, Day / Night with IR, Audio	each	\$ 458.96	17%	\$ 381.76
Safe Fleet School Bus Products	C5W1PD078E	IP / Analog Camera, Exterior, Wedge, 3.9mm Lens, Polycarbonate Bubble, RJ45 PoE or 12V DC, 5MP, Day / Night with IR	each	\$ 637.67	25%	\$ 477.99
Safe Fleet School Bus Products	C5W1PD104E	IP / Analog Camera, Exterior, Wedge, 2.9mm Lens, Polycarbonate Bubble, RJ45 PoE or 12V DC, 5MP, Day / Night with IR	each	\$ 637.67	25%	\$ 477.99
Safe Fleet School Bus Products	C8Q2PD03AF-FF20	Forward-Facing IP Camera, PoE, dome, white, 8MP (4K), 4.27 mm lens size, interior, audio, includes forward facing bracket, adapter plate and 20 ft. harness - to use with TH8, NH16K and NH16 DVRs.	each	\$ 1,241.51	16%	\$ 1,037.41
Safe Fleet School Bus Products	CAM-KS	Camera Key Set: CJ/CQ dome and CA wedge camera security key	each	\$ 26.44	40%	\$ 15.86
Safe Fleet School Bus Products	CA-MP4	CA/CHW/HD1W/HD3W mounting post, 4 inch	each	\$ 83.54	28%	\$ 60.28

Safe Fleet School Bus Products	CA-MP6	CA/CHW/HD1W/HD3W mounting post, 6 inch	each	\$	83.54	28%	\$	60.28
Safe Fleet School Bus Products	CBL-AEXT3-RPSMF	Antenna Extension Cable, 3 m Length, RP-SMA Female and RP-SMA Male Terminating Connectors	each	\$	57.11	19%	\$	46.53
Safe Fleet School Bus Products	CHQ8PD03A	HD Camera, dome, 720P progressive scan, 2.8 mm lens size, interior, IR Day/Night, audio - to use with HX DVR & NX NVR	each	\$	285.53	0%	\$	285.53
Safe Fleet School Bus Products	CHQ8PD04A	HD Camera, dome, 1080p progressive scan, 4.0 mm lens size, interior, IR Day/Night, audio - to use with HX DVR & NX NVR	each	\$	285.53	0%	\$	285.53
Safe Fleet School Bus Products	CHQ8PD06A	HD Camera, dome, 1080p progressive scan, 6.0 mm lens size, interior, IR Day/Night, audio - to use with HX DVR & NX NVR	each	\$	529.81	25%	\$	398.68
Safe Fleet School Bus Products	CHQ8PD06A20	HD Camera, dome, 1080p progressive scan, 6.0 mm lens size, interior, IR Day/Night, audio, and 20 ft. harness ? to use with HX16 & NX16 DVR	each	\$	567.88	24%	\$	429.35
Safe Fleet School Bus Products	CHQ8PD06A50	HD Camera, dome, 1080p progressive scan, 6.0 mm lens size, interior, IR Day/Night, audio, and 50 ft. harness ? to use with HX16 & NX16 DVR	each	\$	596.43	24%	\$	451.55
Safe Fleet School Bus Products	CHQ8PD06A75	HD Camera, dome, 1080p progressive scan, 6.0 mm lens size, interior, IR Day/Night, audio, and 75 ft. harness ? to use with HX16 & NX16 DVR	each	\$	624.98	25%	\$	469.53
Safe Fleet School Bus Products	CHQHD3-MA30	Angle mount shim kit, 30 degree angle, works with CHQ8PD and HD3Q cameras	each	\$	83.54	28%	\$	60.28
Safe Fleet School Bus Products	CHQ-MP4A30	CHQ mounting post, 4 inch, 30 degree angle	each	\$	83.54	28%	\$	60.28
Safe Fleet School Bus Products	CHQ-MP6A30	CHQ mounting post, 6 inch, 30 degree angle	each	\$	83.54	28%	\$	60.28
Safe Fleet School Bus Products	CJ-MP6A30	CJ mounting post, 6 inch, 30 degree angle	each	\$	83.54	28%	\$	60.28
Safe Fleet School Bus Products	CMD1004E20	Integrated IR Dome Day/Night 800 TVL camera, exterior , 3.6mm lens, 20 ft. harness	each	\$	253.80	10%	\$	229.48
Safe Fleet School Bus Products	CMD1004E50	Integrated IR Dome Day/Night 800 TVL camera, exterior , 3.6mm lens, 50 ft. harness	each	\$	281.30	8%	\$	259.09
Safe Fleet School Bus Products	CMD1004E75	Integrated IR Dome Day/Night 800 TVL camera, exterior , 3.6mm lens, 75 ft. harness	each	\$	310.91	8%	\$	286.58
Safe Fleet School Bus Products	CQ-MP4	CJ/CQ/SQ/ mounting post, 4 inch	each	\$	83.54	28%	\$	60.28
Safe Fleet School Bus Products	CQ-MP6	CJ/CQ/SQ mounting post, 6 inch	each	\$	83.54	28%	\$	60.28
Safe Fleet School Bus Products	DAM-1-07-BNC	Rear Vision LCD Monitor, 7? Display, Four Trigger Inputs, Four Looping Video Inputs (\$D Analog, AHD 720P, and AHD 1080P Supported), Harness Supports BNC Connectors, Includes U-Bracket Mount and Sunshade	each	\$	531.92	11%	\$	472.70
Safe Fleet School Bus Products	DAM-1-07-MF	Rear Vision LCD Monitor, 7? Display, Four Trigger Inputs, Four Looping Video Inputs (\$D Analog, AHD 720P, and AHD 1080P Supported), Harness Supports 2x3 MicroFit Connectors, includes U-Bracket Mount and Sunshade	each	\$	531.92	11%	\$	472.70
Safe Fleet School Bus Products	DH4V2H1T0	DH4v2 DVR Recording System. Includes recorder supporting up to 5 Channels Max, 4 Analog HD Channels with Audio Built-in, 1 IP Channel (requires optional power injector), Built-in GPS & WiFi (AC, AN, BGN), Security Front Cover with Lock Set, Mounting Plate, power harness, GPS antenna, and 1TB HDD Storage Cartridge. WiFi antenna available separately.	each	\$	1,480.50	19%	\$	1,192.86
Safe Fleet School Bus Products	DH4V2H2T0	DH4v2 DVR Recording System. Includes recorder supporting up to 5 Channels Max, 4 Analog HD Channels with Audio Built-in, 1 IP Channel (requires optional power injector), Built-in GPS & WiFi (AC, AN, BGN), Security Front Cover with Lock Set, Mounting Plate, power harness, GPS antenna, and 2TB HDD Storage Cartridge. WiFi antenna available separately.	each	\$	1,611.63	17%	\$	1,337.74
Safe Fleet School Bus Products	DH4V2P	DH4v2 DVR Recorder Package. Includes recorder supporting up to 5 Channels Max, 4 Analog HD Channels with Audio Built-in, 1 IP Channel (requires optional power injector), Built-in GPS & WiFi (AC, AN, BGN), Security Front Cover with Lock Set, and Mounting Plate. Excludes power harness, GPS & WiFi antenna, and storage.	each	\$	1,248.91	20%	\$	995.11

Safe Fleet School Bus Products	DH4V2-PKG	DH4v2 DVR Recording System Base Package. Includes DH4v2 recorder supporting up to 5 Channels Max, 4 Analog HD Channels with Audio Built-In, 1 IP Channel (requires optional power injector), Security Front Cover with Lock & Key Set, Mounting Plate, power harness, and GPS antenna. Electronic modules for GPS, and WiFi (AC, AN, BGN) are built in. Storage Cartridge, WiFi antenna, G-Sensor, and other accessories are available separately.	each	\$ 956.99	10%	\$ 861.29
Safe Fleet School Bus Products	DH4V2S1T0	DH4v2 DVR Recording System. Includes recorder supporting up to 5 Channels Max, 4 Analog HD Channels with Audio Built-in, 1 IP Channel (requires optional power injector), Built-in GPS & WiFi (AC, AN, BGN), Security Front Cover with Lock Set, Mounting Plate, power harness, GPS antenna, and 1TB SSD Storage Cartridge. WiFi antenna available separately.	each	\$ 1,653.93	12%	\$ 1,463.58
Safe Fleet School Bus Products	DH4V2S2T0	DH4v2 DVR Recording System. Includes recorder supporting up to 5 Channels Max, 4 Analog HD Channels with Audio Built-in, 1 IP Channel (requires optional power injector), Built-in GPS & WiFi (AC, AN, BGN), Security Front Cover with Lock Set, Mounting Plate, power harness, GPS antenna, and 2TB SSD Storage Cartridge. WiFi antenna available separately.	each	\$ 2,242.96	12%	\$ 1,975.41
Safe Fleet School Bus Products	DH4V2S4T0	DH4v2 DVR Recording System. Includes recorder supporting up to 5 Channels Max, 4 Analog HD Channels with Audio Built-in, 1 IP Channel (requires optional power injector), Built-in GPS & WiFi (AC, AN, BGN), Security Front Cover with Lock Set, Mounting Plate, power harness, GPS antenna, and 4TB SSD Storage Cartridge. WiFi antenna available separately.	each	\$ 2,796.03	14%	\$ 2,413.22
Safe Fleet School Bus Products	DH4V2S500	DH4v2 DVR Recording System. Includes recorder supporting up to 5 Channels Max, 4 Analog HD Channels with Audio Built-in, 1 IP Channel (requires optional power injector), Built-in GPS & WiFi (AC, AN, BGN), Security Front Cover with Lock Set, Mounting Plate, power harness, GPS antenna, and 500GB SSD Storage Cartridge. WiFi antenna available separately.	each	\$ 1,473.10	25%	\$ 1,106.15
Safe Fleet School Bus Products	DH6H1T0-M	DH6 DVR, 6 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 6CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 1TB HDD	each	\$ 1,859.09	16%	\$ 1,569.33
Safe Fleet School Bus Products	DH6H2T0-M	DH6 DVR, 6 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 6CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 2TB HDD	each	\$ 2,080.10	14%	\$ 1,795.64
Safe Fleet School Bus Products	DH6H500-M	DH6 DVR, 6 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 6CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 500GB HDD	each	\$ 1,744.88	16%	\$ 1,460.41
Safe Fleet School Bus Products	DH6P	DH6 DVR, 6 HD Channels, Audio, GPS, WiFi (AC, AN, BGN), Security Front Cover with Lock Set, Mounting Plate, No Video or Power Harness, No Storage, Spare Part	each	\$ 1,519.63	14%	\$ 1,309.19
Safe Fleet School Bus Products	DH6-PKG	DH6 DVR Recording System Base Package. Includes DH6 recorder supporting up to 7 Channels Max, 6 Analog HD Channels with Audio Built-In, 1 IP Channel (requires optional power injector), Security Front Cover with Lock & Key Set, Mounting Plate, power harness, and GPS antenna. Electronic modules for GPS, and WiFi (AC, AN, BGN) are built in. Storage Cartridge, WiFi antenna, G-Sensor, and other accessories are available separately.	each	\$ 1,445.34	10%	\$ 1,300.81

Safe Fleet School Bus Products	DH6S1T0-M	DH6 DVR, 6 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 6CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 1TB SSD	each	\$ 2,215.46	14%	\$ 1,905.62
Safe Fleet School Bus Products	DH6S2T0-M	DH6 DVR, 6 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 6CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 2TB SSD	each	\$ 2,526.37	11%	\$ 2,240.84
Safe Fleet School Bus Products	DH6S4T0-M	DH6 DVR, 6 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 6CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 4TB SSD	each	\$ 2,975.81	11%	\$ 2,640.58
Safe Fleet School Bus Products	DH6S500-M	DH6 DVR, 6 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 6CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 500GB SSD	each	\$ 2,094.91	14%	\$ 1,803.04
Safe Fleet School Bus Products	DH8H1T0-M	DH8 DVR, 8 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 8CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 1TB HDD	each	\$ 2,313.81	17%	\$ 1,920.42
Safe Fleet School Bus Products	DH8H2T0-M	DH8 DVR, 8 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 8CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 2TB HDD	each	\$ 2,447.06	16%	\$ 2,046.26
Safe Fleet School Bus Products	DH8H500-M	DH8 DVR, 8 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 8CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 500GB HDD	each	\$ 2,195.37	18%	\$ 1,807.27
Safe Fleet School Bus Products	DH-POEKIT48-A	DH6 and DH8 48V PoE Kit for (1) IP camera. DH6 and DH8 support a single C3W9PD, C3Q9PD, CHW8PD, C12F2PD (via RTSP) or C8Q2PD (via RTSP) camera.	each	\$ 276.01	20%	\$ 221.02
Safe Fleet School Bus Products	DH8P	DH8 DVR, 8 HD Channels, Audio, GPS, WiFi (AC, AN, BGN), Security Front Cover with Lock Set, Mounting Plate, No Video or Power Harness, No Storage, Spare Part	each	\$ 1,987.04	19%	\$ 1,612.69
Safe Fleet School Bus Products	DH8S1T0-M	DH8 DVR, 8 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 8CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 1TB SSD	each	\$ 2,708.26	19%	\$ 2,181.62
Safe Fleet School Bus Products	DH8S2T0-M	DH8 DVR, 8 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 8CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 2TB SSD	each	\$ 3,384.00	19%	\$ 2,726.24
Safe Fleet School Bus Products	DH8S4T0-M	DH8 DVR, 8 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 8CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 4TB SSD	each	\$ 3,873.62	16%	\$ 3,260.27
Safe Fleet School Bus Products	DH8S500-M	DH8 DVR, 8 HD Channels, Audio, GPS + Antenna, WiFi (AC, AN, BGN), 8CH Breakout Harness with 2x3 Video Connectors, Security Front Cover with Lock Set, Mounting Plate, Power Harness, 500GB SSD	each	\$ 2,573.96	20%	\$ 2,053.67
Safe Fleet School Bus Products	DH8V3-PKG	DH8v3 DVR Recording System Base Package. Includes DH8v3 recorder supporting up to 9 Channels Max, 8 Analog HD Channels with Audio Built-In, 1 IP Channel (requires optional power injector), Security Front Cover with Lock & Key Set, Mounting Plate, power harness, 8 Channel Video Breakout Harness, and GPS antenna. Electronic modules for G-Sensor, GPS, and WiFi (AC, AN, BGN) are built in. Storage Cartridge, WiFi antenna, and other accessories are available separately.	each	\$ 1,474.75	10%	\$ 1,327.28
Safe Fleet School Bus Products	DH-H1T0-PKG	H Series Single-Wide Storage Cartridge Package for compatible recorders, includes Single 1TB HDD. DVR package option. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 271.22	10%	\$ 244.10

Safe Fleet School Bus Products	DH-H2TO-PKG	H Series Single-Wide Storage Cartridge Package for compatible recorders, includes Single 2TB HDD. DVR package option. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 445.18	10%	\$ 400.66
Safe Fleet School Bus Products	DH-H500G-PKG	H Series Single-Wide Storage Cartridge Package for compatible recorders, includes Single 500GB HDD. DVR package option. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 236.94	10%	\$ 213.25
Safe Fleet School Bus Products	DH-S1TO-PKG	H Series Single-Wide Storage Cartridge Package for compatible recorders, includes Single 1TB SSD. DVR package option. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 895.84	10%	\$ 806.26
Safe Fleet School Bus Products	DH-S2TO-PKG	H Series Single-Wide Storage Cartridge Package for compatible recorders, includes Single 2TB SSD. DVR package option. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 1,722.99	10%	\$ 1,550.69
Safe Fleet School Bus Products	DH-S4TO-PKG	H Series Single-Wide Storage Cartridge Package for compatible recorders, includes Single 4TB SSD. DVR package option. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 3,258.10	10%	\$ 2,932.29
Safe Fleet School Bus Products	DH-S500G-PKG	H Series Single-Wide Storage Cartridge Package for compatible recorders, includes Single 500GB SSD. DVR package option. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 445.25	10%	\$ 400.73
Safe Fleet School Bus Products	DH-H1TO	H Series Storage Cartridge for compatible recorders, includes 1TB HDD. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 279.40	10%	\$ 251.46
Safe Fleet School Bus Products	DH-H2TO	H Series Storage Cartridge for compatible recorders, includes 2TB HDD. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 461.96	10%	\$ 415.76
Safe Fleet School Bus Products	DH-H500G	H Series Storage Cartridge for compatible recorders, includes 500GB HDD. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 243.49	10%	\$ 219.14
Safe Fleet School Bus Products	DH-S1TO	H Series Storage Cartridge for compatible recorders, includes 1TB SSD. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 913.88	10%	\$ 822.49
Safe Fleet School Bus Products	DH-S2TO	H Series Storage Cartridge for compatible recorders, includes 2TB SSD. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 1,755.32	10%	\$ 1,579.79
Safe Fleet School Bus Products	DH-S4TO	H Series Storage Cartridge for compatible recorders, includes 4TB SSD. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 3,310.83	10%	\$ 2,979.75
Safe Fleet School Bus Products	DH-S500G	H Series Storage Cartridge for compatible recorders, includes 500GB SSD. Compatible carry case (CC-SW-HS) sold separately.	each	\$ 453.28	10%	\$ 407.95
Safe Fleet School Bus Products	DIAL	Alarm Button Label Plate with Text ?Video Recorder? for RGY and DIAG Buttons	each	\$ 26.44	32%	\$ 17.98
Safe Fleet School Bus Products	ET-RC	Wireless remote control	each	\$ 39.13	30%	\$ 27.50
Safe Fleet School Bus Products	EX2TXDIAG	Explorer TX8 RetroFit expansion harness kit, to swap with DVR that includes Smart-Link using a diagnostic indicator/alarm button. Connects to existing installed GPS, signals, diagnostic button, and control output.	each	\$ 374.36	6%	\$ 353.21
Safe Fleet School Bus Products	EXW-DH4V2-5Y	Extends Warranty of DH4v2 DVR to 5 years. Coverage includes DVR only. Excludes other items such as storage media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 66.00	0%	\$ 66.00
Safe Fleet School Bus Products	EXW-DH4V2H1TO-5Y	Extends Warranty of DH4v2 System to 5 years. Coverage includes DVR and 1TB HDD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 77.00	0%	\$ 77.00
Safe Fleet School Bus Products	EXW-DH4V2H2TO-5Y	Extends Warranty of DH4v2 System to 5 years. Coverage includes DVR and 2TB HDD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 91.00	0%	\$ 91.00

Safe Fleet School Bus Products	EXW-DH4V2S1T0-5Y	Extends Warranty of DH4v2 System to 5 years. Coverage includes DVR and 1TB SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 104.00	0%	\$ 104.00
Safe Fleet School Bus Products	EXW-DH4V2S2T0-5Y	Extends Warranty of DH4v2 System to 5 years. Coverage includes DVR and 2TB SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 148.00	5%	\$ 140.00
Safe Fleet School Bus Products	EXW-DH4V2S4T0-5Y	Extends Warranty of DH4v2 System to 5 years. Coverage includes DVR and 4TB SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 171.00	0%	\$ 171.00
Safe Fleet School Bus Products	EXW-DH4V2S500-5Y	Extends Warranty of DH4v2 System to 5 years. Coverage includes DVR and 500GB SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 70.00	0%	\$ 70.00
Safe Fleet School Bus Products	FRGT-DH4-G	Freight,Ground,CE,DH4 System	each	\$ 51.00	6%	\$ 48.00
Safe Fleet School Bus Products	FRGT-DH4-1	Freight,Red,CE,DH4 System	each	\$ 258.00	5%	\$ 245.00
Safe Fleet School Bus Products	FRGT-DH4-2	Freight,Blue,CE,DH4 System	each	\$ 146.00	5%	\$ 138.00
Safe Fleet School Bus Products	FRGT-DH4-3	Freight,Orange,CE,DH4 System	each	\$ 102.00	6%	\$ 96.00
Safe Fleet School Bus Products	FRGT-DH6-G	Freight,Ground,CE,DH6 System	each	\$ 56.00	5%	\$ 53.00
Safe Fleet School Bus Products	FRGT-DH6-1	Freight,Red,CE,DH6 System	each	\$ 395.00	5%	\$ 375.00
Safe Fleet School Bus Products	FRGT-DH6-2	Freight,Blue,CE,DH6 System	each	\$ 260.00	5%	\$ 247.00
Safe Fleet School Bus Products	FRGT-DH6-3	Freight,Orange,CE,DH6 System	each	\$ 169.00	0%	\$ 169.00
Safe Fleet School Bus Products	FRGT-DH8-G	Freight,Ground,CE,DH8 System	each	\$ 67.00	6%	\$ 63.00
Safe Fleet School Bus Products	FRGT-DH8-1	Freight,Red,CE,DH8 System	each	\$ 395.00	5%	\$ 375.00
Safe Fleet School Bus Products	FRGT-DH8-2	Freight,Blue,CE,DH8 System	each	\$ 260.00	5%	\$ 247.00
Safe Fleet School Bus Products	FRGT-DH8-3	Freight,Orange,CE,DH8 System	each	\$ 178.00	5%	\$ 169.00
Safe Fleet School Bus Products	FRGT-NH16-G	Freight,Ground,CE,NH16 System	each	\$ 193.00	5%	\$ 183.00
Safe Fleet School Bus Products	FRGT-NH16-1	Freight,Red,CE,NH16 System	each	\$ 698.00	5%	\$ 663.00
Safe Fleet School Bus Products	FRGT-NH16-2	Freight,Blue,CE,NH16 System	each	\$ 490.00	5%	\$ 465.00
Safe Fleet School Bus Products	FRGT-NH16-3	Freight,Orange,CE,NH16 System	each	\$ 347.92	5%	\$ 329.00
Safe Fleet School Bus Products	GPS4	GPS Serial Antenna Receiver, Magnetic Mount, with 20 ft. Extension Harness	each	\$ 130.07	20%	\$ 103.64
Safe Fleet School Bus Products	GPS4-CBL	20 ft. Extension Harness for GPS Serial Antenna Receiver	each	\$ 52.88	48%	\$ 27.50
Safe Fleet School Bus Products	G-SENSOR-MDL	G-Sensor Module Only for compatible DVR	each	\$ 101.52	23%	\$ 78.26
Safe Fleet School Bus Products	H4	Four input alarm harness 3 ft. (for Plus Systems for use w/ Smart-Link module only) - for MX, Rogue, - EX4 replaces 060-0247	each	\$ 30.67	34%	\$ 20.09
Safe Fleet School Bus Products	HD3Q03A2SDA	HD 1080P Multi-Mode Camera, SDA preset, 500TVL, Dome, 2.8mm, interior, audio, IR LED's disabled, pigtail with 2x3 Microfit. Preset for use with DVR or Monitor supporting standard definition analog video inputs.	each	\$ 371.18	9%	\$ 338.40
Safe Fleet School Bus Products	HD3Q03AI2SDA	HD 1080P Multi-Mode Camera, SDA preset, 500TVL, Dome, 2.8mm, interior, audio, IR TDN, pigtail with 2x3 Microfit. Preset for use with DVR or Monitor supporting standard definition analog video inputs.	each	\$ 371.18	9%	\$ 338.40
Safe Fleet School Bus Products	HD3Q04A2SDA	HD 1080P Multi-Mode Camera, SDA preset, 500TVL, Dome, 3.6mm, interior, audio, IR TDN, pigtail with 2x3 Microfit. Preset for use with DVR or Monitor supporting standard definition analog video inputs.	each	\$ 371.18	9%	\$ 338.40
Safe Fleet School Bus Products	HD3Q04AI2SDA	HD 1080P Multi-Mode Camera, SDA preset, 500TVL, Dome, 6.0mm, interior, audio, IR TDN, pigtail with 2x3 Microfit. Preset for use with DVR or Monitor supporting standard definition analog video inputs.	each	\$ 371.18	9%	\$ 338.40
Safe Fleet School Bus Products	HD3Q06AI2SDA	HD 1080P Multi-Mode Camera, SDA preset, 500TVL, Dome, 6.0mm, interior, audio, IR TDN, pigtail with 2x3 Microfit. Preset for use with DVR or Monitor supporting standard definition analog video inputs.	each	\$ 371.18	9%	\$ 338.40
Safe Fleet School Bus Products	HD1Q02AI	HD 720P Camera, Dome, 2.6mm, internal, audio, IR TDN, no harness - to use with DH4C, TH-Series, and NH-Series DVRs	each	\$ 258.03	8%	\$ 237.94

Safe Fleet School Bus Products	HD1Q02AI20	HD 720P Camera, Dome, 2.6mm, internal, audio, IR TDN, 20' harness - to use with DH4C, TH-Series, and NH-Series DVRs	each	\$ 291.87	14%	\$ 250.63
Safe Fleet School Bus Products	HD1Q02AI50	HD 720P Camera, Dome, 2.6mm, internal, audio, IR TDN, 50' harness - to use with DH4C, TH-Series, and NH-Series DVRs	each	\$ 329.94	14%	\$ 282.35
Safe Fleet School Bus Products	HD1Q02AI75	HD 720P Camera, Dome, 2.6mm, internal, audio, IR TDN, 75' harness - to use with DH4C, TH-Series, and NH-Series DVRs	each	\$ 364.84	14%	\$ 311.96
Safe Fleet School Bus Products	HD1Q04AI20	HD 720P Camera, Dome, 3.6mm, internal, audio, IR TDN, 20' harness - to use with DH4C, TH-Series, and NH-Series DVRs	each	\$ 291.87	14%	\$ 250.63
Safe Fleet School Bus Products	HD1Q04AI50	HD 720P Camera, Dome, 3.6mm, internal, audio, IR TDN, 50' harness - to use with DH4C, TH-Series, and NH-Series DVRs	each	\$ 329.94	14%	\$ 282.35
Safe Fleet School Bus Products	HD1Q04AI75	HD 720P Camera, Dome, 3.6mm, internal, audio, IR TDN, 75' harness - to use with DH4C, TH-Series, and NH-Series DVRs	each	\$ 364.84	14%	\$ 311.96
Safe Fleet School Bus Products	HD1Q-MP4A30	HD1Q mounting post, 4 inch, 30 degree angle	each	\$ 80.37	26%	\$ 59.22
Safe Fleet School Bus Products	HD1Q-MP6A30	HD1Q mounting post, 6 inch, 30 degree angle	each	\$ 80.37	26%	\$ 59.22
Safe Fleet School Bus Products	HD2D0202AI	Dual Lens Cam, 1080p, 2.1mm lens forward/inward, mic	each	\$ 437.81	22%	\$ 340.52
Safe Fleet School Bus Products	HD2D0402AI	Dual Lens Cam, 1080p, 3.6mm lens forward, 2.1mm inward, mic	each	\$ 437.81	21%	\$ 346.86
Safe Fleet School Bus Products	HD2Q02AI	HD 1080P Camera, Dome, 2.5mm, internal, audio, IR, TDN, no harness - to use with DH4, DH4C, TH6, TH8, and NH16 DVRs	each	\$ 229.48	10%	\$ 207.27
Safe Fleet School Bus Products	HD2Q02AI20	HD 1080P Camera, Dome, 2.5mm, internal, audio, IR, TDN, 20' harness - to use with DH4, DH4C, TH6, TH8, and NH16 DVRs	each	\$ 264.38	13%	\$ 229.48
Safe Fleet School Bus Products	HD2Q02AI50	HD 1080P Camera, Dome, 2.5mm, internal, audio, IR, TDN, 50' harness - to use with DH4, DH4C, TH6, TH8, and NH16 DVRs	each	\$ 293.99	12%	\$ 259.09
Safe Fleet School Bus Products	HD2Q02AI75	HD 1080P Camera, Dome, 2.5mm, internal, audio, IR, TDN, 75' harness - to use with DH4, DH4C, TH6, TH8, and NH16 DVRs	each	\$ 322.54	11%	\$ 286.58
Safe Fleet School Bus Products	HD2Q04AI	HD 1080P Camera, Dome, 3.6mm, internal, audio, IR, TDN, no harness - to use with DH4, DH4C, TH6, TH8, and NH16 DVRs	each	\$ 207.27	11%	\$ 184.01
Safe Fleet School Bus Products	HD2Q04AI20	HD 1080P Camera, Dome, 3.6mm, internal, audio, IR, TDN, 20' harness - to use with DH4, DH4C, TH6, TH8, and NH16 DVRs	each	\$ 241.11	14%	\$ 207.27
Safe Fleet School Bus Products	HD2Q04AI50	HD 1080P Camera, Dome, 3.6mm, internal, audio, IR, TDN, 50' harness - to use with DH4, DH4C, TH6, TH8, and NH16 DVRs	each	\$ 270.72	13%	\$ 235.82
Safe Fleet School Bus Products	HD2Q04AI75	HD 1080P Camera, Dome, 3.6mm, internal, audio, IR, TDN, 75' harness - to use with DH4, DH4C, TH6, TH8, and NH16 DVRs	each	\$ 300.33	12%	\$ 264.38
Safe Fleet School Bus Products	HD2Q06AI	HD 1080P Camera, Dome, 6.0mm, internal, audio, IR, TDN, no harness - to use with DH4, DH4C, TH6, TH8, and NH16 DVRs	each	\$ 207.27	11%	\$ 184.01
Safe Fleet School Bus Products	HD2Q06AI20	HD 1080P Camera, Dome, 6.0mm, internal, audio, IR, TDN, 20' harness - to use with DH4, DH4C, TH6, TH8, and NH16 DVRs	each	\$ 241.11	14%	\$ 207.27
Safe Fleet School Bus Products	HD2Q06AI50	HD 1080P Camera, Dome, 6.0 mm, internal, audio, IR, TDN, 50' harness - to use with DH4, DH4C, TH6, TH8, and NH16 DVRs	each	\$ 270.72	13%	\$ 235.82
Safe Fleet School Bus Products	HD2Q06AI75	HD 1080P Camera, Dome, 6.0mm, internal, audio, IR, TDN, 75' harness - to use with DH4, DH4C, TH6, TH8, and NH16 DVRs	each	\$ 300.33	12%	\$ 264.38
Safe Fleet School Bus Products	HD2Q-MP4A30	HD2Q mounting post, 4 inch, 30 degree angle	each	\$ 80.37	26%	\$ 59.22
Safe Fleet School Bus Products	HD2Q-MP6A30	HD2Q mounting post, 6 inch, 30 degree angle	each	\$ 80.37	26%	\$ 59.22
Safe Fleet School Bus Products	HD3S06EI2	AHD 1080P Camera, Wedge, Stop Arm applications, 6.0mm, external, IR TDN, pigtail with a 2x3 Micro-Fit receptacle, no harness, compatible with all TH, DH, & NH16 series recorders, except TH4C & TH4.	each	\$ 396.78	10%	\$ 355.98
Safe Fleet School Bus Products	HD3S16EI2	AHD 1080P Camera, Wedge, Stop Arm applications, 16.0mm, external, IR TDN, pigtail with a 2x3 Micro-Fit receptacle, no harness, compatible with all TH, DH, & NH16 series recorders, except TH4C & TH4.	each	\$ 396.78	10%	\$ 355.98

Safe Fleet School Bus Products	HD3Q03A	HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, no harness ? to use with DH4C, TH6, TH8, and NH16 DVRs	each	\$	313.02	9%	\$	283.41
Safe Fleet School Bus Products	HD3Q03A20	HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, 20' harness ? to use with DH4C, TH6, TH8, and NH16 DVRs	each	\$	345.80	13%	\$	300.33
Safe Fleet School Bus Products	HD3Q03A50	HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, 50' harness ? to use with DH4C, TH6, TH8, and NH16 DVRs	each	\$	374.36	12%	\$	327.83
Safe Fleet School Bus Products	HD3Q03A75	HD 1080P Camera, Dome, 2.8mm, internal, audio, IR TDN, 75' harness ? to use with DH4C, TH6, TH8, and NH16 DVRs	each	\$	414.54	14%	\$	356.38
Safe Fleet School Bus Products	HD3Q04A	HD 1080P Camera, Dome, 3.6mm, internal, audio, IR TDN, no harness ? to use with DH4C, TH6, TH8, and NH16 DVRs	each	\$	306.68	9%	\$	278.12
Safe Fleet School Bus Products	HD3Q04A20	HD 1080P Camera, Dome, 3.6mm, internal, audio, IR TDN, 20' harness ? to use with DH4C, TH6, TH8, and NH16 DVRs	each	\$	345.80	13%	\$	300.33
Safe Fleet School Bus Products	HD3Q04A50	HD 1080P Camera, Dome, 3.6mm, internal, audio, IR TDN, 50' harness ? to use with DH4C, TH6, TH8, and NH16 DVRs	each	\$	374.36	12%	\$	327.83
Safe Fleet School Bus Products	HD3Q04A75	HD 1080P Camera, Dome, 3.6mm, internal, audio, IR TDN, 75' harness ? to use with DH4C, TH6, TH8, and NH16 DVRs	each	\$	414.54	14%	\$	356.38
Safe Fleet School Bus Products	HD3Q03AI2SDA	HD 1080P Multi-Mode Camera, SDA preset, 500TVL, Dome, 2.8mm, interior, audio, IR TDN, pigtail with 2x3 Microfit. Preset for use with DVR or Monitor supporting standard definition analog video inputs.	each	\$	371.18	9%	\$	338.40
Safe Fleet School Bus Products	HD3Q04AI2SDA	HD 1080P Multi-Mode Camera, SDA preset, 500TVL, Dome, 3.6mm, interior, audio, IR TDN, pigtail with 2x3 Microfit. Preset for use with DVR or Monitor supporting standard definition analog video inputs.	each	\$	371.18	9%	\$	338.40
Safe Fleet School Bus Products	HD3Q06AI2SDA	HD 1080P Multi-Mode Camera, SDA preset, 500TVL, Dome, 6.0mm, interior, audio, IR TDN, pigtail with 2x3 Microfit. Preset for use with DVR or Monitor supporting standard definition analog video inputs.	each	\$	371.18	9%	\$	338.40
Safe Fleet School Bus Products	HD3U01AN	HD Camera, Ultra Wide, 1.72mm, internal, audio, IR, TDN, no harness ? to use with DH4C, TH6, TH8, and NH16 DVRs	each	\$	361.67	10%	\$	326.77
Safe Fleet School Bus Products	HD3U01AN20	HD Camera, Ultra Wide, 1.72mm, internal, audio, IR, TDN, 20' harness ? to use with DH4C, TH6, TH8, and NH16 DVRs	each	\$	399.74	13%	\$	348.98
Safe Fleet School Bus Products	HD3U01AN50	HD Camera, Ultra Wide, 1.72mm, internal, audio, IR, TDN, 50' harness ? to use with DH4C, TH6, TH8, and NH16 DVRs	each	\$	430.40	12%	\$	377.53
Safe Fleet School Bus Products	HD3U01AN75	HD Camera, Ultra Wide, 1.72mm, internal, audio, IR, TDN, 75' harness ? to use with DH4C, TH6, TH8, and NH16 DVRs	each	\$	470.59	13%	\$	408.20
Safe Fleet School Bus Products	HD3W03EI	HD Camera, Wedge, 2.8mm, external, IR TDN, no harness, to use with TH6 and TH8 DVRs.	each	\$	388.10	15%	\$	329.94
Safe Fleet School Bus Products	HD3W03EI20	HD Camera, Wedge, 2.8mm, external, IR TDN, 20' harness, to use with TH6 and TH8 DVRs	each	\$	410.31	14%	\$	354.26
Safe Fleet School Bus Products	HD3W03EI50	HD Camera, Wedge, 2.8mm, external, IR TDN, 50' harness, to use with TH6 and TH8 DVRs	each	\$	437.81	13%	\$	382.82
Safe Fleet School Bus Products	HD3W03EI75	HD Camera, Wedge, 2.8mm, external, IR TDN, 75' harness, to use with TH6 and TH8 DVRs	each	\$	479.05	14%	\$	412.43
Safe Fleet School Bus Products	HD3W04EI	HD Camera, Wedge, 3.6mm, external, IR TDN, no harness, to use with TH6 and TH8 DVRs	each	\$	388.10	15%	\$	329.94
Safe Fleet School Bus Products	HD3W04EI20	HD Camera, Wedge, 3.6mm, external, IR TDN, 20' harness, to use with TH6 and TH8 DVRs	each	\$	410.31	14%	\$	354.26
Safe Fleet School Bus Products	HD3W04EI50	HD Camera, Wedge, 3.6mm, external, IR TDN, 50' harness, to use with TH6 and TH8 DVRs	each	\$	437.81	13%	\$	382.82
Safe Fleet School Bus Products	HD3W04EI75	HD Camera, Wedge, 3.6mm, external, IR TDN, 75' harness, to use with TH6 and TH8 DVRs	each	\$	479.05	14%	\$	412.43
Safe Fleet School Bus Products	HD3W25EI50	HD Camera, Wedge, 25mm, external, IR TDN, 50' harness, to use with TH6 and TH8 DVRs	each	\$	437.81	13%	\$	382.82
Safe Fleet School Bus Products	HD3W25EI75	HD Camera, Wedge, 25mm, external, IR TDN, 75' harness, to use with TH6 and TH8 DVRs	each	\$	479.05	14%	\$	412.43

Safe Fleet School Bus Products	HDC2.5	Hard drive carrying case for 2.5 inch drives (TL MX) - replaces HDC	each	\$ 63.45	17%	\$ 52.88
Safe Fleet School Bus Products	HDD3-STB	Software kit Includes: vMax View Software, Handheld mouse, HDD-DOCK3 USB Docking Station, Note: Only one required per fleet	each	\$ 387.05	7%	\$ 361.67
Safe Fleet School Bus Products	HDD3-STB-LMK	Software kit Includes: vMax View Software, Handheld mouse, 5.6 inch monitor, HDD-DOCK3 USB Docking Station, BNC F-RCA adapter Note: Only one required per fleet	each	\$ 692.66	2%	\$ 675.74
Safe Fleet School Bus Products	HDD3USBKIT	Software kit includes: vMax View software and HDD-DOCK3 USB Docking Station. Only one required per fleet.	each	\$ 338.40	20%	\$ 269.66
Safe Fleet School Bus Products	HDD-DOCK3	HDD USB docking station. Works with TH4/TH6/TH8/TL/MX/TX/DX/HX/NX	each	\$ 322.54	20%	\$ 256.97
Safe Fleet School Bus Products	HDIA20	Diagnostic indicator/alarm button 5 ft. with 20 ft. extension (for Plus Systems for use with Smart-Link module or TL) - for MX, TL, Rogue, EX4 - replaces 020-0065	each	\$ 82.49	22%	\$ 64.51
Safe Fleet School Bus Products	HDM-7IN	7" HD Touch Screen Monitor	each	\$ 396.56	13%	\$ 346.86
Safe Fleet School Bus Products	HDMI-AM-AM-50-CP-G	50' HDMI Cable (for use with our Media Players)	each	\$ 269.66	47%	\$ 142.76
Safe Fleet School Bus Products	HE3HD	ASSY, CBL, HD, 2X3Micro-Fit M-M, 75ft for AHD Wedge and Dome Cameras	each	\$ 122.67	24%	\$ 93.06
Safe Fleet School Bus Products	HEDM20	RGY-Button indicator/alarm with 5 ft harness plus 20 ft interconnect cable for compatible DVR	each	\$ 154.40	31%	\$ 106.81
Safe Fleet School Bus Products	HEDM50	RGY-Button indicator/alarm with 5 ft harness plus 50 ft interconnect cable for compatible DVR	each	\$ 335.23	35%	\$ 217.85
Safe Fleet School Bus Products	HEHD05	2x3 Micro-Fit M-M Camera Harness, 5 ft, for use with SD Analog and AHD Cameras. Lead time is 16 weeks.	each	\$ 39.13	43%	\$ 22.21
Safe Fleet School Bus Products	HEHD10	ASSY, CBL, HD, 2X3Micro-Fit M-M, 10ft	each	\$ 47.59	36%	\$ 30.67
Safe Fleet School Bus Products	HEHD20	ASSY, CBL, HD, 2X3Micro-Fit M-M, 20ft for AHD Wedge and Dome Cameras	each	\$ 51.82	47%	\$ 27.50
Safe Fleet School Bus Products	HEHD50	ASSY, CBL, HD, 2X3Micro-Fit M-M, 50ft for AHD Wedge and Dome Cameras	each	\$ 83.54	28%	\$ 60.28
Safe Fleet School Bus Products	HI20	Signal five input cable 20 ft. (for Plus Systems for use with Smart-Link module) - only for MX and DX DVRs - replaces 060-0032	each	\$ 30.67	34%	\$ 20.09
Safe Fleet School Bus Products	HIP100	Cable RJ45 to Microfit	each	\$ 176.60	17%	\$ 145.94
Safe Fleet School Bus Products	HIP20	Cable RJ45 to Microfit	each	\$ 50.76	15%	\$ 43.36
Safe Fleet School Bus Products	HIP50	Cable RJ45 to Microfit	each	\$ 107.87	19%	\$ 87.77
Safe Fleet School Bus Products	HIP75	Cable RJ45 to Microfit	each	\$ 138.53	19%	\$ 112.10
Safe Fleet School Bus Products	HL15	Smart-Link to DVR harness, 15ft. - for MX, Rogue, EX4 - replaces 060-0393	each	\$ 41.24	26%	\$ 30.67
Safe Fleet School Bus Products	HQPD20	Spare extension harness for CHQ8PD, RJ45 x 2, 20 ft	each	\$ 50.76	15%	\$ 43.36
Safe Fleet School Bus Products	HQPD50	Spare extension harness for CHQ8PD, RJ45 x 2, 50 ft	each	\$ 107.87	19%	\$ 87.77
Safe Fleet School Bus Products	HQPD75	Spare extension harness for CHQ8PD, RJ45 x 2, 75 ft	each	\$ 138.53	19%	\$ 112.10
Safe Fleet School Bus Products	HWPDP20	Spare extension harness for CHW8PD, RJ45 x 2, 20 ft	each	\$ 50.76	15%	\$ 43.36
Safe Fleet School Bus Products	HWPDP50	Spare extension harness for CHW8PD, RJ45 x 2, 50 ft	each	\$ 107.87	19%	\$ 87.77
Safe Fleet School Bus Products	HWPDP75	Spare extension harness for CHW8PD, RJ45 x 2, 75 ft	each	\$ 138.53	19%	\$ 112.10
Safe Fleet School Bus Products	inView360HD-Conn-Kit	inView 360HD Connection Kit	each	\$ 52.88	32%	\$ 35.96
Safe Fleet School Bus Products	inView360HD-T5-Linkup	inView360HD System Kit + Connection Kit	each	\$ 1,695.17	13%	\$ 1,479.44
Safe Fleet School Bus Products	inView360HD-Cal-Kit	inView 360HD Calibration Kit	each	\$ 226.31	20%	\$ 181.89
Safe Fleet School Bus Products	KS	DVR Key Set, includes Door Key and Storage Cartridge Key	each	\$ 26.44	40%	\$ 15.86
Safe Fleet School Bus Products	LMK	LCD monitor, 5.6 inch, AC charger, battery pack - replaces 020-0073	each	\$ 387.05	15%	\$ 328.88
Safe Fleet School Bus Products	MDT-HANDHELD-1-DATA	Android Tablet, GPS, built-in Cameras, SD Card, LTE Modem, and MDT-DATA-Y1- Renewal Fees Apply- Renewal Fees Apply	each	\$ 940.12	6%	\$ 886.19
Safe Fleet School Bus Products	MDT-HANDHELD-1-NODATA	Android Tablet, GPS, built-in Cameras, SD Card, LTE Modem, and MDM-Y1- Renewal Fees Apply- Renewal Fees Apply	each	\$ 907.34	14%	\$ 777.26
Safe Fleet School Bus Products	MDT-MOUNTED-1-DATA	Android Tablet, Docking Station, GPS, built-in Cameras, SD Card, LTE Modem, and MDT-DATA-Y1- Renewal Fees Apply- Renewal Fees Apply	each	\$ 1,117.78	19%	\$ 905.22
Safe Fleet School Bus Products	MDT-MOUNTED-1-NODATA	Android Tablet, Docking Station, GPS, built-in Cameras, SD Card, LTE Modem, and MDM-Y1- Renewal Fees Apply- Renewal Fees Apply	each	\$ 1,083.94	20%	\$ 869.27

Safe Fleet School Bus Products	NH16-CONV-TH8	Upgrade TH8 to NH16K (Includes Switch, Mounting Plate, Power Harness, 6ft Control Cable, 6ft Ethernet Cable)	each	\$ 3,720.29	30%	\$ 2,594.05
Safe Fleet School Bus Products	NH16V2P	NH NVR Hybrid V2 Recorder Package. Includes recorder supporting up to 16 Channels Max, 8 Analog HD Channels with Audio Built-In (Requires Optional Video Breakout Harness), 4 Port PoE Switch Built-in, Security Front Cover with Lock Set, and Mounting Plate. Excludes Power Harness, GPS RF Antenna, External Switch, Switch power harness, Switch connecting harnesses, Stacking Bracket, and Storage.	each	\$ 2,944.08	24%	\$ 2,227.10
Safe Fleet School Bus Products	NH16v2-PKG	NH NVR Hybrid V2 Recording System Base Package. Includes NH16v2 recorder supporting up to 16 Channels Max, 8 Analog HD Channels with Audio Built-In (Requires Optional Video Breakout Harness), and 4 Port PoE Switch Built-in. Also includes Security Front Cover with Lock Set, Mounting Plate, Power Harness, and GPS RF Antenna. Storage Cartridge and other accessories are optional.	each	\$ 2,268.61	10%	\$ 2,041.75
Safe Fleet School Bus Products	NH-H1T0-PKG	H Series Double-Wide Storage Cartridge Package for compatible recorders, includes Single 1TB HDD. DVR package option. Compatible carry case (CC-DW-HS) sold separately.	each	\$ 368.09	10%	\$ 331.28
Safe Fleet School Bus Products	NH-H2T0-2HDD-PKG	H Series Double-Wide Storage Cartridge Package for compatible recorders, includes Dual 1TB HDD (2TB Total). DVR package option. Compatible carry case (CC-DW-HS) sold separately.	each	\$ 688.07	10%	\$ 619.26
Safe Fleet School Bus Products	NH-H4T0-2HDD-PKG	H Series Double-Wide Storage Cartridge Package for compatible recorders, includes Dual 2TB HDD (4TB Total). DVR package option. Compatible carry case (CC-DW-HS) sold separately.	each	\$ 931.19	10%	\$ 838.07
Safe Fleet School Bus Products	NH-S1T0-PKG	H Series Double-Wide Storage Cartridge Package for compatible recorders, includes Single 1TB SSD. DVR package option. Compatible carry case (CC-DW-HS) sold separately.	each	\$ 954.19	10%	\$ 858.77
Safe Fleet School Bus Products	NH-S2T0-2SSD-PKG	H Series Double-Wide Storage Cartridge Package for compatible recorders, includes Dual 1TB SSD (2TB Total). DVR package option. Compatible carry case (CC-DW-HS) sold separately.	each	\$ 1,861.45	10%	\$ 1,675.30
Safe Fleet School Bus Products	NH-S4T0-2SSD-PKG	H Series Double-Wide Storage Cartridge Package for compatible recorders, includes Dual 2TB SSD (4TB Total). DVR package option. Compatible carry case (CC-DW-HS) sold separately.	each	\$ 3,633.67	10%	\$ 3,270.30
Safe Fleet School Bus Products	NH-S8T0-2SSD-PKG	H Series Double-Wide Storage Cartridge Package for compatible recorders, includes Dual 4TB SSD (8TB Total). DVR package option. Compatible carry case (CC-DW-HS) sold separately.	each	\$ 6,968.60	10%	\$ 6,271.74
Safe Fleet School Bus Products	NH-H1T0	H Series Double-Wide Storage Cartridge for compatible recorders, includes Single 1TB HDD. Compatible carry case (CC-DW-HS) sold separately.	each	\$ 382.74	10%	\$ 344.47
Safe Fleet School Bus Products	NH-H2T0-2HDD	H Series Double-Wide Storage Cartridge for compatible recorders, includes Dual 1TB HDD (2TB Total). Compatible carry case (CC-DW-HS) sold separately.	each	\$ 715.55	10%	\$ 644.00
Safe Fleet School Bus Products	NH-H4T0-2HDD	H Series Double-Wide Storage Cartridge for compatible recorders, includes Dual 2TB HDD (4TB Total). Compatible carry case (CC-DW-HS) sold separately.	each	\$ 972.08	10%	\$ 874.87
Safe Fleet School Bus Products	NH-S16T0-2SSD	H Series Double-Wide Storage Cartridge for compatible recorders, includes Dual 8TB SSD (16TB Total). Compatible carry case (CC-DW-HS) sold separately.	each	\$ 8,082.25	10%	\$ 7,274.02

Safe Fleet School Bus Products	NH-S2T0-ZSSD	H Series Double-Wide Storage Cartridge for compatible recorders, includes Dual 1TB SSD (2TB Total). Compatible carry case (CC-DW-HS) sold separately.	each	\$	1,905.58	10%	\$	1,715.02
Safe Fleet School Bus Products	NH-S4T0-ZSSD	H Series Double-Wide Storage Cartridge for compatible recorders, includes Dual 2TB SSD (4TB Total). Compatible carry case (CC-DW-HS) sold separately.	each	\$	3,718.41	10%	\$	3,346.57
Safe Fleet School Bus Products	NH-STK-BRK-01	NS Stacking Bracket Model 1 for Mounting Compatible Recorder on top of NS18POE16, Includes Required Mounting Hardware	each	\$	92.00	32%	\$	62.39
Safe Fleet School Bus Products	NS18POE16P	NS Network Switch, 16 Port POE, Dual G-BIT Uplink, Mounting Plate, No Harness, No Cable, Spare Part	each	\$	3,298.34	30%	\$	2,321.21
Safe Fleet School Bus Products	NS18POE16-PKG	NS Network Switch Package for DVR. Includes NS18POE16 switch with 16 PoE Ports, Dual Gbit Uplink ports, stacking bracket, power harness, and connecting harnesses for recorder.	each	\$	1,344.00	10%	\$	1,210.00
Safe Fleet School Bus Products	NS4POE2	POE switch, including mounting screws, 7A5 fuse, and install instructions	each	\$	249.57	42%	\$	144.88
Safe Fleet School Bus Products	NS4POE2-SR	NS4POE2 retrofit kit for smart reach	each	\$	286.58	16%	\$	241.11
Safe Fleet School Bus Products	NVRPOEKIT12	12V PoE Kit for SRL Wireless Bridges used with NH16 and for CHW8 cameras used with TH8 & NH16.	each	\$	63.45	30%	\$	44.42
Safe Fleet School Bus Products	PH1X3UM20	Power harness 14 AWG 20 ft., 20A and 1A fuses, fuse holders, butt splices, mounting hardware - for HX, NX, TH8, and NH16 DVRs	each	\$	100.46	20%	\$	80.37
Safe Fleet School Bus Products	PH1X3UM20-PG	Power harness 14 AWG 20 ft., 20A and 1A fuses, fuse holders, butt splices, mounting hardware - for NS18 Switch	each	\$	93.06	18%	\$	76.14
Safe Fleet School Bus Products	PH2X2MFJR	Power harness 16 AWG 20 ft., 10A and 1A fuses, fuse holders, butt splices, mounting hardware - for MX, TL, TL-HD, TH4, TH4C, TH6, DH4C, and DH4 DVRs	each	\$	83.54	24%	\$	63.45
Safe Fleet School Bus Products	POE-INJ2	2-port POE injector	each	\$	132.19	17%	\$	109.98
Safe Fleet School Bus Products	PSA2S	Predictive Stop Arm, 2 Radars, 2 Horns	each	\$	2,833.04	8%	\$	2,605.68
Safe Fleet School Bus Products	RVM2	Rear Vision 7 Inch LCD Monitor for standalone use with an SD analog Camera, DVR/NVR with Expansion Port, or InView 360/Fusion. Includes 20? camera harness, bracket, hardware kit, sunshade, and Expansion Harnesses for TH4/DH4/TH6/TH8/NH16/HX/NX/TL-HD.	each	\$	266.49	23%	\$	204.10
Safe Fleet School Bus Products	RVM2-SP	Rear Vision 7 Inch LCD Monitor for use with DVR?s with 2x3 MicroFit camera ports. Includes splitter, 20? camera harness, bracket, hardware kit and sunshade. No < 60 sec delay due to DVR/NVR boot up	each	\$	346.86	21%	\$	272.84
Safe Fleet School Bus Products	SAVES	Saves Components Bundle.	each	\$	-	0%	\$	-
Safe Fleet School Bus Products	SAVES-4-HW	Saves KIT, Violation Detection, System, 6 Cameras	each	\$	6,500.00	0%	\$	6,500.00
Safe Fleet School Bus Products	SAVES-6-HW	Saves KIT, Violation Detection, System, 4 Cameras	each	\$	7,500.00	0%	\$	7,500.00
Safe Fleet School Bus Products	SDCARD1T	1TB SD Card for use with compatible recorders	each	\$	944.35	21%	\$	749.77
Safe Fleet School Bus Products	SDCARD512	512GB SD Card for use with compatible recorders	each	\$	655.65	6%	\$	616.52
Safe Fleet School Bus Products	SDCARDM64	Micro SD Card, 64 GB (for use with C3 Series IP Cameras)	each	\$	71.91	0%	\$	71.91
Safe Fleet School Bus Products	SERVER	Server Computer. Lead time is 4 weeks.	each	\$	13,110.89	0%	\$	13,110.89
Safe Fleet School Bus Products	SRB1AC020202	SmartReach AP, 1RD, 5.8GHz, 3x7dBi Omni Antenna	each	\$	2,375.15	20%	\$	1,898.21
Safe Fleet School Bus Products	SRB1AC090909	SmartReach AP, 1RD, 2.4/5.8 GHz, 3x10dBi Mini Antenna	each	\$	2,543.29	20%	\$	2,035.69
Safe Fleet School Bus Products	SRB1AC707070	SmartReach AP, 1RD, 2.4GHz, 3x15dBi High Gain Omni Antenna	each	\$	2,594.05	20%	\$	2,074.82
Safe Fleet School Bus Products	SRB1NW300	Smart-Reach Base AP, 1 radio, 1 omni directional 2.4GHz antenna, outdoor	each	\$	2,118.17	19%	\$	1,714.21
Safe Fleet School Bus Products	SRB1NW330	Smart-Reach Base AP, 1 radio, 2 omni directional 2.4GHz antenna, outdoor	each	\$	2,458.69	19%	\$	1,988.10
Safe Fleet School Bus Products	SRB1NW333	Smart-Reach Base AP, 1 radio, 3 omni directional 2.4GHz antenna, outdoor	each	\$	2,797.09	19%	\$	2,264.11
Safe Fleet School Bus Products	SRB1NW360	Smart Reach AP, WP, 1RD, 2.4GHz/6dBi Omni antenna, 2.4GHz Mini PNL antenna	each	\$	2,458.69	19%	\$	1,988.10

Safe Fleet School Bus Products	SRB1NW400	Smart-Reach Base AP, 1 radio, 1 GRID 5.8GHz antenna, outdoor	each	\$	2,088.56	19%	\$	1,688.83
Safe Fleet School Bus Products	SRB1NW500	Smart-Reach Base AP, 1 radio, 5.8GHz Omni 9 dBi antenna, outdoor	each	\$	2,229.21	18%	\$	1,825.25
Safe Fleet School Bus Products	SRB1NW550	Smart-Reach Base AP, WP, 1RD, 2 ANT, Omni 5.8GHz, 9 dBi	each	\$	3,915.92	15%	\$	3,324.78
Safe Fleet School Bus Products	SRB1NW600	Smart-Reach Base AP, 1 radio, 2.4GHz Mini panel 12 dBi antenna, outdoor	each	\$	2,118.17	19%	\$	1,714.21
Safe Fleet School Bus Products	SRB1NW660	Smart Reach AP,WP,1RD,2 2.4GHz Mini PN antennas	each	\$	2,458.69	19%	\$	1,988.10
Safe Fleet School Bus Products	SRB1NW700	Smart-Reach Base AP, 1 radio, 2.4GHz Omni 15 dBi antenna, outdoor	each	\$	2,384.66	19%	\$	1,929.94
Safe Fleet School Bus Products	SRB1NW760	Smart Reach AP,WP,1RD, 2.4GHz/15dBi Omni antenna, 2.4GHz Mini PNL antenna	each	\$	2,458.69	19%	\$	1,988.10
Safe Fleet School Bus Products	SRB1NW800	Smart-Reach Base AP, 1 radio, 5.8GHz Omni 12 dBi antenna, outdoor	each	\$	2,249.30	18%	\$	1,838.99
Safe Fleet School Bus Products	SRB1NW880	Smart-Reach Base AP, WP, 1RD, 2 ANT, Omni 5.8GHz, 9dBi	each	\$	4,051.28	10%	\$	3,646.26
Safe Fleet School Bus Products	SRB2NW000400	Smart-Reach Base AP, 2 radio, 1 Grid 5.8GHz antenna, outdoor	each	\$	2,118.17	19%	\$	1,714.21
Safe Fleet School Bus Products	SRB2NW300300	Smart-Reach Base AP, 2 radio, 2 omni directional 2.4GHz antennas, outdoor	each	\$	2,458.69	19%	\$	1,988.10
Safe Fleet School Bus Products	SRB2NW300400	Smart-Reach Base AP, 2 radio, 1 omni directional 2.4GHz antenna, 1 GRID 5.8GHz antenna, outdoor	each	\$	2,426.96	19%	\$	1,962.72
Safe Fleet School Bus Products	SRB2NW300440	Smart-Reach Base AP, 2 radio, 1 omni directional 2.4GHz antenna, 2 GRID 5.8GHz antennas, outdoor	each	\$	2,765.36	19%	\$	2,236.61
Safe Fleet School Bus Products	SRB2NW300600	Smart Reach AP,WP,2RD,2 antennas, 2.4GHz/6dBi Omni antenna, 2.4GHz Mini PNL antenna	each	\$	2,426.96	19%	\$	1,962.72
Safe Fleet School Bus Products	SRB2NW300700	Smart-Reach Base AP, 2 radio, 1 omni directional 2.4GHz 6 dBi antenna , 1 omni directional 15 dBi 2.4GHz antennas, outdoor	each	\$	2,765.36	19%	\$	2,236.61
Safe Fleet School Bus Products	SRB2NW330300	Smart-Reach Base AP, 2 radio, 3 omni directional 2.4GHz 6 dBi antennas, outdoor	each	\$	2,763.25	17%	\$	2,301.12
Safe Fleet School Bus Products	SRB2NW330330	Smart-Reach Base AP, 2 radio, 4 omni directional 2.4GHz 6 dBi antennas, outdoor	each	\$	3,105.88	19%	\$	2,513.68
Safe Fleet School Bus Products	SRB2NW330333	Smart-Reach Base AP, 2 radio, 5 omni directional 2.4GHz 6 dBi antennas, outdoor	each	\$	4,351.61	20%	\$	3,482.35
Safe Fleet School Bus Products	SRB2NW330400	Smart-Reach Base AP, 2 radio, 2 omni directional 2.4GHz antenna, 1 GRID 5.8GHz antenna, outdoor	each	\$	2,765.36	19%	\$	2,236.61
Safe Fleet School Bus Products	SRB2NW330500	Smart-Reach Base AP, 2 radio, 2 omni directional 2.4GHz 6 dBi antennas, outdoor	each	\$	3,379.77	20%	\$	2,704.03
Safe Fleet School Bus Products	SRB2NW330660	Smart Reach AP, 2 radio, 2 2.4GHz/6dBi Omni, 2 2.4GHz Mini panel antennas, outdoor	each	\$	3,525.71	20%	\$	2,820.35
Safe Fleet School Bus Products	SRB2NW333333	Smart Reach Base AP, 2 Radio, 6 Omni Antennas 2.4GHz,6dBi	each	\$	4,716.45	20%	\$	3,774.22
Safe Fleet School Bus Products	SRB2NW333400	Smart-Reach Base AP, 2 radio, 3 omni directional 2.4GHz antenna, 1 GRID 5.8GHz antenna, outdoor	each	\$	3,105.88	19%	\$	2,513.68
Safe Fleet School Bus Products	SRB2NW360360	Smart-Reach Base AP, 2 radio, 2 omni directional 2.4GHz 6 dBi antennas, 2 2.4GHz mini panel 12dBi antennas, outdoor	each	\$	3,722.40	20%	\$	2,976.86
Safe Fleet School Bus Products	SRB2NW400400	Smart-Reach Base AP, 2 radio, 2 5.8GHz grid antennas, outdoor	each	\$	2,312.75	18%	\$	1,907.73
Safe Fleet School Bus Products	SRB2NW600400	Smart-Reach Base AP, 2 radio, 2.4GHz mini panel antenna, 5.8 GHz Grid Antenna, outdoor	each	\$	2,426.96	19%	\$	1,962.72
Safe Fleet School Bus Products	SRB2NW600600	Smart-Reach Base AP, 2 radio, 2 2.4GHz mini panel 12dBi antennas, outdoor	each	\$	2,312.75	18%	\$	1,907.73
Safe Fleet School Bus Products	SRB2NW660400	Smart-Reach Base AP, 2 radio, 2 2.4GHz mini panel Antennas, 5.8GHz Grid Antenna, outdoor	each	\$	2,765.36	19%	\$	2,236.61
Safe Fleet School Bus Products	SRB2NW660660	Smart-Reach Base AP, 2 radio, 4 2.4GHz mini panel Antennas,	each	\$	3,479.18	20%	\$	2,783.34
Safe Fleet School Bus Products	SRB2NW700400	Smart-Reach Base AP, 2 radio, 2.4GHz omni directional antenna, 5.8 GHz 15 dBi Grid Antenna, outdoor	each	\$	2,765.36	19%	\$	2,236.61
Safe Fleet School Bus Products	SRB2NW700600	Smart Reach Base AP,2 radio, 2.4GHz 15dBi omni antenna, 2.4GHz Mini panel antenna, outdoor	each	\$	2,765.36	19%	\$	2,236.61
Safe Fleet School Bus Products	SRB2NW700700	Smart-Reach Base AP, 2 radio, 2 2.4GHz omni directional 15 dBi antennas, outdoor	each	\$	2,763.25	17%	\$	2,301.12
Safe Fleet School Bus Products	SRB2NW770770	Smart-Reach Base AP, 2 radio, 4 2.4GHz omni directional 15 dBi antennas, outdoor	each	\$	4,682.61	20%	\$	3,745.67
Safe Fleet School Bus Products	SRB2NW800400	Smart-Reach Base AP, 2 radio, 2 2.4GHz omni directional 15 dBi antenna,1 5.8GHz grid antenna, outdoor	each	\$	2,294.78	-17%	\$	2,682.88

Safe Fleet School Bus Products	SRB2NW800800	Smart-Reach Base AP,2 radio,2 Omni 5.8GHz 12dBi antennas, outdoor	each	\$ 2,765.36	19%	\$ 2,236.61
Safe Fleet School Bus Products	SRB2NW880880	Smart Reach Base AP, 2 radio, 4 omnidirectional 5.8GHz 12dBi antennas, outdoor	each	\$ 4,509.18	20%	\$ 3,608.19
Safe Fleet School Bus Products	SRBLAC04	SmartReach Base,Lite AC, 2.4G/5G/22dBi WP,Grid ANT	each	\$ 544.61	15%	\$ 465.30
Safe Fleet School Bus Products	SRBLAC09	SmartReach Base,Lite AC, 2.4G/5G,WP,Mini Panel ANT	each	\$ 509.72	15%	\$ 431.46
Safe Fleet School Bus Products	SRBLAC10	SmartReach Base,Lite AC, 2.4G/5G,6dBi,WP,Omni ANT	each	\$ 460.01	16%	\$ 385.99
Safe Fleet School Bus Products	SRC-MODEM-2	LX40 SmartReach Cellular, Modem V2, LTE, and WIFI Antenna included (WIFI+Cellular) for Live Video Stream connectivity and Commander Video Wireless Download. Ideal for Retrofitting for non-WIFI DVR models. Not to be used for Hotspot. Customer Data plan.	each	\$ 859.75	14%	\$ 737.08
Safe Fleet School Bus Products	SRC-MODEM-S-2	LX40 SmartReach Cellular, Modem V2, LTE, and WIFI Antenna included (WIFI+Cellular) for Live Video Stream connectivity and Commander Video Wireless Download. Not to be used for Hotspot. Smart eSIM Tri-Carrier coverage LTE North America	each	\$ 871.38	15%	\$ 737.08
Safe Fleet School Bus Products	SRC-MODEM-3	CRADLEPOINT Semi-ruggedized Modem S750 LTE,GPS, 2 x 1 GbE RJ45 (LAN/WAN switchable). Attention LTE and GPS only - Ethernet Cable and Power Harness included *** No WIFI *** Customer Data Plan	each	\$ 564.71	23%	\$ 434.63
Safe Fleet School Bus Products	SRC-MODEM-S-3	CRADLEPOINT Semi-ruggedized Modem S750 LTE,GPS, 2 x 1 GbE RJ45 (LAN/WAN switchable). Includes SIM CARD, Power Harness, Ethernet Cable . Attention LTE and GPS only - *** No WIFI ***	each	\$ 575.28	23%	\$ 442.04
Safe Fleet School Bus Products	SRC-ROUTER-3	Cradle Point 5G router - R1900 - LTE, GPS, WIFI- HARNESSSES - No Safe Fleet SIM inserted.	each	\$ 2,606.74	21%	\$ 2,048.38
Safe Fleet School Bus Products	SRC-ROUTER-S-3	Cradle Point 5G router - R1900 - LTE, GPS, WIFI, SAFE FLEET 5G SIM - HARNESSSES - No Data Plan	each	\$ 2,617.31	21%	\$ 2,055.78
Safe Fleet School Bus Products	SRC-MODEM-SV-3	CRADLEPOINT Semi-ruggedized Modem S750 LTE,GPS, 2 x 1 GbE RJ45 (LAN/WAN switchable). Includes Verizon SIM CARD, Harness, Ethernet Cable. Attention LTE and GPS only - *** No WIFI *** Netcloud Renewal Fees apply.	each	\$ 525.30	17%	\$ 434.52
Safe Fleet School Bus Products	SRC-ROUTER-4	Product Description Cradle Point 4G router - R920 - LTE, GPS, WIFI, HARNESSSES - No SIM - Customer Data Plan. 3-Years Warranty and Safe Fleet Remote Management (Netcloud)- Netcloud Renewal fees apply After 3-Years of Remote Management (Netcloud)	each	\$ 1,643.36	9%	\$ 1,494.25
Safe Fleet School Bus Products	SRC-ROUTER-S-4	Cradle Point 4G router - R920 - LTE, GPS, WIFI, SAFE FLEET 4G SIM included - HARNESSSES - Data plan needs separate quote. 3-Years Warranty and Safe Fleet Remote Management - Netcloud Renewal fees apply After 3-Years Remote Management (Netcloud)	each	\$ 1,651.82	9%	\$ 1,501.65
Safe Fleet School Bus Products	SRLAC00	Smart Reach Lite,2.4/5GHz,No ANT	each	\$ 308.79	14%	\$ 264.38
Safe Fleet School Bus Products	SRLAC00NP	SmartReach Lite,2.4/5GHz,No ANT,No POE	each	\$ 199.87	15%	\$ 170.26
Safe Fleet School Bus Products	SRLBAA09-SV	Smart-Reach Lite, 5G, Supervisor Vehicle	each	\$ 1,386.38	21%	\$ 1,096.63
Safe Fleet School Bus Products	SRLGA00	Smart-Reach Lite, 2.2GHz, no antenna, w/ PoE adapter	each	\$ 293.99	14%	\$ 252.74
Safe Fleet School Bus Products	SRLN00	SmartReach Lite,2.4/5GHz,No ANT,-N	each	\$ 261.20	16%	\$ 219.96
Safe Fleet School Bus Products	SRLN00NP	SmartReach Lite,2.4/5GHz,No ANT,No POE,-N	each	\$ 261.20	55%	\$ 117.38
Safe Fleet School Bus Products	SRLN07MV	SmartReach Lite,2.4/5GHz,ANT,-N,MV Y Harness	each	\$ 361.67	13%	\$ 316.19
Safe Fleet School Bus Products	SRLN07NP	SmartReach Lite,2.4/5GHz,ANT,No POE,-N	each	\$ 261.20	21%	\$ 207.27
Safe Fleet School Bus Products	SRMAC00NP	SmartReach AC,Bridge,802.11ac,No Antenna,No POE	each	\$ 531.92	14%	\$ 455.78
Safe Fleet School Bus Products	SRMAC08NP	SmartReach AC,Bridge,802.11ac,3-Element MIMO Antenna,No POE	each	\$ 709.58	14%	\$ 609.12
Safe Fleet School Bus Products	TH8POEKIT12V	ASSY,POE Kit,12V	each	\$ 63.45	30%	\$ 44.42
Safe Fleet School Bus Products	TH8POEKIT48	ASSY,POE Kit,48V	each	\$ 273.89	29%	\$ 193.52
Safe Fleet School Bus Products	TH-FILTER-KIT	Slide-in Fan Filter Replacement Kit, 100 Filters, for compatible DVR	each	\$ 101.52	16%	\$ 85.66

Safe Fleet School Bus Products	VBH-8D-2SA-M-PKG	8CH Breakout Harness with 2x3 Video Connectors, includes 2 Signals and 1	each	\$ 101.52	16%	\$ 85.66
Safe Fleet School Bus Products	VLP-LMUE1Y1	LMU, for Live plus tracking PWR/SIG DVR HRNS,GPS,Plus/E-SIM TEAL ,1GB/YEAR-Renewal Fees Apply	each	\$ 839.66	29%	\$ 597.49
Safe Fleet School Bus Products	WPA00500G0	Smart-Link 24 VDC unit, HL15	each	\$ 345.80	24%	\$ 262.26
Safe Fleet School Bus Products	WSA20	Red button alarm switch & one input alarm harness 20 ft. - for all Seon DVRs - replaces 060-0061	each	\$ 39.13	30%	\$ 27.50
Safe Fleet School Bus Products	WT2	Adapter harness for compatible DVR: Includes 5 signals 20 ft. and connector for attaching RGY-Button and interconnect cable 20 ft. (HEDM20)	each	\$ 72.97	22%	\$ 57.11
Safe Fleet School Bus Products	WT2E20S20G0	Wire bundle with adapter harness, RGY-Button and interconnect cable 20 ft., 5 signal inputs 20 ft., No GPS antenna, for compatible DVR	each	\$ 197.75	19%	\$ 160.74

TIPS 240801 School Bus and Transportation Surveillance	Seon Designs USA Corp dba Safe Sleet
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TIPS PRICING FORM 2 - SERVICE PRICING

Please note that Vendor's "Minimum Percentage Discount Offered" proposed in the attribute questions shall apply to services proposed with the exception of vendor travel passed through at actual cost or GSA allowable rates. If Vendor does not seek to offer services under this contract, Vendor may type "N/A" on this form and submit. If Vendor desires to offer services under this TIPS Contract, the "Catalog Pricing" for those services must either be listed within this form as instructed, otherwise included within Vendor's proposal, or properly added during the life of the awarded contract. All services must be provided in some unit cost (Ex. Per Hour, Per Person, Per Day, etc.). If Vendor already has service "Catalog Pricing" documents, links, or files compiled, Vendor may include a note on Pricing Form 2 directing TIPS to please view those documents/links/files. (Ex. X - Please see "Service "Catalog Pricing" in uploaded document entitled "2022-2023 Vendor Service Pricing."). If Vendor utilizes the Cost-Plus Markup method anywhere in its proposal, Vendor cannot and will not be listed as federally compliant for TIPS purposes unless Vendor also certifies "Yes" in response to the Attribute entitled, "2 CFR Part 200 - Prohibition of Cost- Plus."

Providing Service "Catalog Pricing" through Pricing Form 2 Line-Item Pricing

If Vendor desires to list the services that Vendor sells by line-item, Vendor is welcome to do so below in this Pricing Form 2. All services must be provided in some unit cost (Ex. Per Hour, Per Person, Per Day, etc.). You are welcome to modify the columns and column titles as long as TIPS can identify the service being offered by name, unit-type, and "catalog price" of the service. Please note that if you are awarded after submitting your service pricing on this form, you will be able to update the pricing and add/remove services within the category as long as you honor any applicable discounts originally proposed. If Vendor already has service "Catalog Pricing" documents, links, or files compiled, Vendor may include a note below directing TIPS to please view those documents/links/files. (Ex. X - Please see "Service "Catalog Pricing" in uploaded document entitled "2022-2023 Vendor Service Pricing.") Please note that if you are awarded after submitting your service pricing through other documents/links/files, you will be able to update the pricing and add/remove services within this category as long as you honor any applicable discounts originally proposed.

Service Name	Service Description	Specify Unit Type -(Ex. Per Hour, Per Person, Per Day, etc.)	Unit Pricing Not-to-Exceed	% Discount (Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.)	TIPS Member Customer Price - Not to Exceed - (After TIPS discount, if any)
Example 1: Installation	Tech Level 1 Installation	Hourly/Tech	\$100.00/hour/tech	5.00%	\$95.00/hour/tech
Example 2: Installation	Tech Level 2 Installation	Hourly/Tech	\$150.00/hour/tech	5.00%	\$142.50/hour/tech
Example 3: Mileage	Travel by Car to installation location	Per Person/Per Mile	GSA allowable rate at the time of service. See https://www.perdiem101.com/mileage .	0.00%	GSA allowable rate at the time of service. See https://www.perdiem101.com/mileage .
Example 4: Travel	Travel to installation location	Per Person/Per Hour	50% of regular hours	5.00%	45% of regular hours
Example 5: Flights	Travel by Flight to Installation	Per Person	Installation Charge	0.00%	Installation Charge
Example 6: Custom Design Services	Custom Design	Per Designer/Per Square Foot	Actual Cost of Flight	5.00%	Actual Cost of Flight
Example 7: Training	Training Client on Use of Product	Per Trainer/Per Hour	Not-to-Exceed \$200/Square Foot	5.00%	Not-to-Exceed \$190/Square Foot
Example 7: Training	Training Client on Use of Product	Per Trainer/Per Hour	Not-to-Exceed \$20.00/Trainer/Hour	5.00%	Not-to-Exceed \$19.00/Trainer/Hour

Insert Line-items below this line. You may add cells as needed.

Service Name	Service Description	Specify Unit Type -(Ex. Per Hour, Per Person, Per Day, etc.)	Unit Pricing Not-to-Exceed	% Discount (Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.)	TIPS Price - Not to Exceed
CL-NVMB	Nexus Video Management Cloud Activation	Per Fleet	\$6,751.00	0.00%	\$6,751.00
CL-NVMB-UPG	Nexus Video Management Cloud Activation - Upgrade for existing Safe Fleet customers	Per Fleet	\$2,000.00	0.00%	\$2,000.00
CL-NVMV-RY1	Nexus Video Management Vehicle Activation - Annual Renewal Fee. Valid for 1 year	Per Vehicle/Per Year	\$180.00	0.00%	\$180.00
CL-NVMV-RY3	Nexus Video Management Vehicle Activation - Annual Renewal Fee. Valid for 3 years	Per Vehicle/Per Year	\$524.00	0.00%	\$524.00
CL-NVMV-RY5	Nexus Video Management Vehicle Activation - Annual Renewal Fee. Valid for 5 years	Per Vehicle/Per Year	\$848.00	0.00%	\$848.00
CL-NVMV-WY13	Nexus Video Management Vehicle Activation (per vehicle) - 13 years license	Per Vehicle/Per Year	\$2,128.00	0.00%	\$2,128.00
CL-NVMV-WY8	Nexus Video Management Vehicle Activation (per vehicle) - 8 years license	Per Vehicle/Per Year	\$1,328.00	0.00%	\$1,328.00
CL-NVMV-Y1	Nexus Video Management Vehicle Activation (per vehicle) - Valid for 1 year. Annual Renewal Fees Apply	Per Vehicle/Per Year	\$208.00	0.00%	\$208.00
CL-NVMV-Y3	Nexus Video Management Vehicle Activation (per vehicle) - Valid for 3 years. Annual Renewal Fees Apply	Per Vehicle/Per Year	\$552.00	0.00%	\$552.00
CL-NVMV-Y5	Nexus Video Management Vehicle Activation (per vehicle) - Valid for 5 years. Annual Renewal Fees Apply	Per Vehicle/Per Year	\$876.00	0.00%	\$876.00
CL-SAVES-C03A01Y	LIC,Software, Year One, SAVES 1/3	Per Vehicle/Per Year	\$ 1,995.00	0.00%	\$ 1,995.00
CL-SAVES-C03A02Y	LIC,Software, Year Two, SAVES 2/3	Per Vehicle/Per Year	\$ 1,995.00	0.00%	\$ 1,995.00
CL-SAVES-C03A03Y	LIC,Software, Year Three, SAVES 3/3	Per Vehicle/Per Year	\$ 1,995.00	0.00%	\$ 1,995.00
CL-SAVES-C05A01Y	LIC,Software, Year One, SAVES 1/5	Per Vehicle/Per Year	\$ 1,750.00	0.00%	\$ 1,750.00
CL-SAVES-C05A02Y	LIC,Software, Year One, SAVES 2/5	Per Vehicle/Per Year	\$ 1,750.00	0.00%	\$ 1,750.00
CL-SAVES-C05A03Y	LIC,Software, Year One, SAVES 3/5	Per Vehicle/Per Year	\$ 1,750.00	0.00%	\$ 1,750.00
CL-SAVES-C05A04Y	LIC,Software, Year One, SAVES 4/5	Per Vehicle/Per Year	\$ 1,750.00	0.00%	\$ 1,750.00
CL-SAVES-C05A05Y	LIC,Software, Year One, SAVES 5/5	Per Vehicle/Per Year	\$ 1,750.00	0.00%	\$ 1,750.00
CL-SAVES-C05A01Y-A	Saves SW - 6 CAM HW Amortized Bundle, Year One, out of Five 1/5	Per Vehicle/Per Year	\$ 4,740.00	0.00%	\$ 4,740.00
CL-SAVES-C05A02Y-A	Saves SW - 6 CAM HW Amortized Bundle, Year Two, out of Five 2/5	Per Vehicle/Per Year	\$ 4,740.00	0.00%	\$ 4,740.00
CL-SAVES-C05A03Y-A	Saves SW - 6 CAM HW Amortized Bundle, Year Three, out of Five 3/5	Per Vehicle/Per Year	\$ 4,740.00	0.00%	\$ 4,740.00
CL-SAVES-C05A04Y-A	Saves SW - 6 CAM HW Amortized Bundle, Year Four, out of Five 4/5	Per Vehicle/Per Year	\$ 4,740.00	0.00%	\$ 4,740.00

CL- SAVES-C05A05Y-A	Saves SW - 6 CAM HW Amortized Bundle, Year Five, out of Five 5/5	Per Vehicle/Per Year	\$ 4,740.00	0.00%	\$ 4,740.00
CL- SAVES-REV-SHARING-4CH-****	Saves Revenue Sharing - 4 Channel DVR and 4 Cameras, Year One	Per Vehicle/Per Year	\$ 0.00	0.00%	\$ 0.00
CL- SAVES-REV-SHARING-8CH-****	Saves Revenue Sharing - 8 Channel DVR and 8 Cameras, Year One	Per Vehicle/Per Year	\$ 0.00	0.00%	\$ 0.00
CL- SAVES-REV-SHARING-S-****	Saves Revenue Sharing - Year One	Per Vehicle/Per Year	\$ 0.00	0.00%	\$ 0.00
CL- SAVES-C00A02Y-RS-****	Revenue Sharing, Year Two SAVES 2/3 or 2/5	Per Vehicle/Per Year	\$ 0.00	0.00%	\$ 0.00
CL- SAVES-C00A03Y-RS-****	Revenue Sharing, Year Three SAVES 3/3 or 3/5	Per Vehicle/Per Year	\$ 0.00	0.00%	\$ 0.00
CL- SAVES-C00A04Y-RS-****	Revenue Sharing, Year Four SAVES 4/5	Per Vehicle/Per Year	\$ 0.00	0.00%	\$ 0.00
CL- SAVES-C00A05Y-RS-****	Revenue Sharing, Year Five SAVES 5/5	Per Vehicle/Per Year	\$ 0.00	0.00%	\$ 0.00
DATA-1G-TY1	Cellular Data,1GB Per Year,USA,CAN,1Year - No SIM included	Per Vehicle/Per Year	\$ 51.00	0.00%	\$ 51.00
DATA-10G-TY1	Cellular Data,10GB Per Year,USA,CAN,1Year- Renewal Fees Apply	Per Vehicle/Per Year	\$ 216.00	5.56%	\$ 204.00
DATA-25G-TY1	Cellular Data,25GB Per Year,USA,CAN,1Year- Renewal Fees Apply	Per Vehicle/Per Year	\$ 365.00	7.12%	\$ 339.00
DATA-60G-TY1	Cellular Data,60GB Per Year,USA,CAN,1Year- Renewal Fees Apply	Per Vehicle/Per Year	\$ 878.00	15.26%	\$ 744.00
DATA-100G-TY1	Cellular Data,100GB per Year,USA,CAN,1Year- Renewal Fees Apply	Per Vehicle/Per Year	\$ 1,350.00	8.96%	\$ 1,229.00
DATA-150G-TY1	Cellular Data,150GB Per Year,USA,CAN,1Year - No SIM included	Per Vehicle/Per Year	\$ 1,908.00	8.65%	\$ 1,743.00
DATA-200G-TY1	Cellular Data,200GB Per Year,USA,CAN,1Year - No SIM included	Per Vehicle/Per Year	\$ 2,469.00	12.27%	\$ 2,166.00
DATA-250G-TY1	Cellular Data,250GB Per Year,USA,CAN,1Year - No SIM included	Per Vehicle/Per Year	\$ 3,014.00	12.01%	\$ 2,652.00
DATA-300G-TY1	Cellular Data,300GB Per Year,USA,CAN,1Year- No SIM included	Per Vehicle/Per Year	\$ 3,446.00	9.81%	\$ 3,108.00
DATA-10G-VY1	Verizon Cellular Data,10GB per Year,USA,1Year - No SIM included Renewal Fees Apply	Per Vehicle/Per Year	\$ 220.32	5.56%	\$ 208.08
DATA-10G-VRY1	Verizon Cellular Data,10GB per Year,USA, Renew 1 Year	Per Vehicle/Per Year	\$ 220.32	5.56%	\$ 208.08
EXW-NH16-5Y	Extends Warranty of NH16 DVR to 5 years. Coverage includes DVR only. Excludes other items such as storage media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 156.00	0.00%	\$ 156.00
EXW-NH16H1T0-D5-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR and 1TB Single HDD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 176.00	0.00%	\$ 176.00
EXW-NH16H2T0-D5-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR and 2TB Single HDD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 186.00	0.00%	\$ 186.00
EXW-NH16H2T0-2HDD-D5-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR and 2TB (2x1TB) Dual HDD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 187.00	0.00%	\$ 187.00
EXW-NH16H4T0-2HDD-D5-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR and 4TB (2x2TB) Dual HDD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 200.00	0.00%	\$ 200.00
EXW-NH16S1T0-D5-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR and 1TB Single SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 203.00	0.00%	\$ 203.00
EXW-NH16S2T0-D5-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR and 2TB Single SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 254.00	0.00%	\$ 254.00
EXW-NH16S2T0-2SSD-D5-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR and 2TB (2x1TB) Dual SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 254.00	0.00%	\$ 254.00
EXW-NH16S4T0-D5-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR and 4TB Single SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 337.00	0.00%	\$ 337.00
EXW-NH16S4T0-2SSD-D5-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR and 4TB (2x2TB) Dual SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 341.00	0.00%	\$ 341.00

EXW-NH16S8T0-2SSD-DS-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR and 8TB (2x4TB) Dual SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 460.00	0.00%	\$ 460.00
EXW-NH16H1T0-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR, Network Switch, and 1TB Single HDD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 268.00	0.00%	\$ 268.00
EXW-NH16H2T0-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR, Network Switch, and 2TB Single HDD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 277.00	0.00%	\$ 277.00
EXW-NH16H2T0-2HDD-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR, Network Switch, and 2TB (2x1TB) Dual HDD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 278.00	0.00%	\$ 278.00
EXW-NH16H4T0-2HDD-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR, Network Switch, and 4TB (2x2TB) Dual HDD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 292.00	0.00%	\$ 292.00
EXW-NH16S1T0-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR, Network Switch, and 1TB Single SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 295.00	0.00%	\$ 295.00
EXW-NH16S2T0-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR, Network Switch, and 2TB Single SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 346.00	0.00%	\$ 346.00
EXW-NH16S2T0-2SSD-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR, Network Switch, and 2TB (2x1TB) Dual SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 346.00	0.00%	\$ 346.00
EXW-NH16S4T0-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR, Network Switch, and 4TB Single SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 428.00	0.00%	\$ 428.00
EXW-NH16S4T0-2SSD-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR, Network Switch, and 4TB (2x2TB) Dual SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 432.00	0.00%	\$ 432.00
EXW-NH16S8T0-2SSD-5Y	Extends Warranty of NH16 System to 5 years. Coverage includes DVR, Network Switch, and 8TB (2x4TB) Dual SSD media cartridge only. Excludes other items such as SD card media, cameras, accessories, harnessing, and wireless equipment.	each	\$ 552.00	0.00%	\$ 552.00
EV-PKGS-PRCS	Evidence Package Review and Processing - Quantity will vary based on actual amount of evidence generated	each	\$ 37.00	0.00%	\$ 37.00
INST-ANT	Install one roof mounted antenna and connection of associated antenna cables to receiving devices at one location. Receiving device install not included.	each	\$ 117.00	0.00%	\$ 117.00
INST-ANT-RETRO	Retrofit install one roof mounted antenna and connection of associated antenna cables to receiving devices at one location. Receiving device install not included.	each	\$ 169.00	0.00%	\$ 169.00
INST-BaseCharge	Base Installation Charge Required for Installation Services	each	\$ 1,625.00	0.00%	\$ 1,625.00
INST-BASECHARGE-L	Base Installation Charge Required for Installation Services - Local Availability Only - Requires approval - Valid for 60 days after quote received.	each	\$ 357.00	0.00%	\$ 357.00
INST-CAMSYS	Installation TL/TX/DH DVR with one CQ/CJ camera/GPS and Signals	Per Unit	\$ 500.00	0.00%	\$ 500.00
INST-DVAMON	Installation, Dual View Assist Monitor	each	\$ 156.00	0.00%	\$ 156.00
INST-EXTCAM	Installation, CA/CHW/HD1W/HD1S/HD3W/HD3S/C3W/RVC 400 cameras	Per Unit	\$ 156.00	0.00%	\$ 156.00
INST-FLEETAUDIT	Service, Onsite Technician Service/Day	each	\$ 1,250.00	0.00%	\$ 1,250.00
INST-GSENSOR	Installation, G-Sensor	each	\$ 38.00	0.00%	\$ 38.00
INST-HD2D	Installation for HD2D cameras	Per Unit	\$ 117.00	0.00%	\$ 117.00

INST-INTCAM	Installation, CQ/CJ/CHQ/HD1Q/HD2Q/HD3Q/HD3U/C3Q/C8 cameras	Per Unit	\$ 88.00	0.00%	\$ 88.00
INST-INVIEW360HD	INST-INVIEW360HD	Per Unit	\$ 836.00	0.00%	\$ 836.00
INST-IPCAM-RTSP	Installation, Configuration of a supported recorder and IP camera combination for RTSP communication.	each	\$ 38.00	0.00%	\$ 38.00
INST-LMU	Installation of LMU and GPS hardware	Per Unit	\$ 169.00	0.00%	\$ 169.00
INST-MDT	FEE,Installation,MDT Hardware	Per Unit	\$ 250.00	0.00%	\$ 250.00
INST-MGT	Installation Project management per day	Per Unit	\$ 1,375.00	0.00%	\$ 1,375.00
INST-MOTION	Install, Align, and Test Wake on Motion Kit (MSS-MISC-SPY-TH-KIT)	Per Unit	\$ 100.00	0.00%	\$ 100.00
INST-MP	Installation, Media Player, Excludes software configuration	Per Unit	\$ 281.00	0.00%	\$ 281.00
INST-PDM-Under20in	Installation of Public Display Monitors under 20 inches	each	\$ 281.00	0.00%	\$ 281.00
INST-PSA2S	Installation for PSA	Per Unit	\$ 797.00	0.00%	\$ 797.00
INST-RVM	Installation, Rear Vision Monitor	Per Unit	\$ 156.00	0.00%	\$ 156.00
INST-SAVES	Install of SAVES system	Per Unit	\$ 995.00	0.00%	\$ 995.00
INST-SAVES-4-HW	Saves Kit Hardware Installation,4 Cameras	Per Unit	\$ 895.00	0.00%	\$ 895.00
INST-SAVES-6-HW	Saves Kit Hardware Installation,6 Cameras	Per Unit	\$ 995.00	0.00%	\$ 995.00
INST-SB-4CHBundle	Installation of DVR, Diagnostic tag button, GPS antenna, up to 5 school bus discrete signals (typically left turn, right turn, brake, ambers and flashing reds), as well as up to 4 cameras (incl 1 Exterior) as well as G-sensor (if purchased). Pricing does not include the installation of Wi-Fi or cellular communication devices or their antennas, integration with third party devices or removals of existing equipment.	each	\$ 625.00	0.00%	\$ 625.00
INST-SB-6CHBundle	Installation of DVR, Diagnostic tag button, GPS antenna, up to 5 school bus discrete signals (typically left turn, right turn, brake, ambers and flashing reds), as well as up to 6 cameras (incl 2 exterior) as well as G-sensor (if purchased). Pricing does not include the installation of Wi-Fi or cellular communication devices or their antennas, integration with third party devices or removals of existing equipment.	each	\$ 750.00	0.00%	\$ 750.00
INST-SB-8CHBundle	Installation of DVR, Diagnostic tag button, GPS antenna, up to 5 school bus discrete signals (typically left turn, right turn, brake, ambers and flashing reds), as well as up to 8 cameras (incl 2 exterior) as well as G-sensor (if purchased). Pricing does not include the installation of Wi-Fi or cellular communication devices or their antennas, integration with third party devices or removals of existing equipment.	each	\$ 875.00	0.00%	\$ 875.00
INST-TR-4CHBundle	Installation of DVR, Diagnostic tag button, GPS antenna, up to 3 transit bus discrete signals (typically left turn, right turn, brake), as well as up to 4 cameras (Incl 1 exterior camera) and G-sensor (if purchased). Pricing does not include the installation of Wi-Fi or cellular communication devices or their antennas, any other accessories , integration with third party devices or removals of existing equipment.	each	\$ 850.00	0.00%	\$ 850.00
INST-TR-8CHBundle	Installation of DVR, Diagnostic tag button, GPS antenna, up to 3 transit bus discrete signals (typically left turn, right turn, brake), as well as up to 8 cameras (Incl 3 exterior cameras) and G-sensor (if purchased). Pricing does not include the installation of Wi-Fi or cellular communication devices or their antennas, any other accessories , integration with third party devices or removals of existing equipment.	each	\$ 1,125.00	0.00%	\$ 1,125.00
INST-TR-12CHBundle	Installation of DVR, Diagnostic tag button, GPS antenna, up to 3 transit bus discrete signals (typically left turn, right turn, brake), as well as up to 12 cameras (Incl up to 5 exterior cameras) and G-sensor (if purchased). Pricing does not include the installation of Wi-Fi or cellular communication devices or their antennas, any other accessories , integration with third party devices or removals of existing equipment.	each	\$ 1,350.00	0.00%	\$ 1,350.00

INST-TR-16CHBundle	Installation of DVR, Diagnostic tag button, GPS antenna, up to 3 transit bus discrete signals (typically left turn, right turn, brake), as well as up to 16 cameras (Incl up to 5 exterior cameras) and G-sensor (if purchased). Pricing does not include the installation of Wi-Fi or cellular communication devices or their antennas, any other accessories, integration with third party devices or removals of existing equipment.	each	\$ 1,575.00	0.00%	\$ 1,575.00
INST-SRC	Smart Reach Cellular Series hardware installation. For the SRC-ROUTERS and SRC-MODEMS and their subsequent series 1,2,3...	Per Unit	\$ 188.00	0.00%	\$ 188.00
INST-SRLB	Installation Smart Reach Wireless Bridge	Per Unit	\$ 94.00	0.00%	\$ 94.00
INST-SRLB-RETRO	Retrofitting of wifi bridges onto existing system	Per Unit	\$ 188.00	0.00%	\$ 188.00
INST-STR	Installation vMax Trac RFID Reader	Per Unit	\$ 94.00	0.00%	\$ 94.00
INST-SYSRMLV- Quick	Removal of Existing System - Quick - Non Salvagable Parts	each	\$ 156.00	0.00%	\$ 156.00
INST-SYSRMLV- Detailed	Removal of Existing System - Detailed - Main components plan to be reused	each	\$ 250.00	0.00%	\$ 250.00
INST-TRCAMSYS	Installation TX/DX/TH/NX DVR with one analog camera/GPS and Signals	Per Unit	\$ 625.00	0.00%	\$ 625.00
INST-UPS	Installation, Battery Backup UPS System	Per Unit	\$ 369.00	0.00%	\$ 369.00
INST-WRLS	Installation Smart Reach Wireless Access Point	Per Unit	\$ 2,814.00	0.00%	\$ 2,814.00
LIVESTREAM-Y1	Live Streaming software subscription includes 1st year of set-up, activation, hosting, licensing and support per vehicle- Renewal Fees Apply	Per Vehicle/Per Year	\$ 42.00	0.00%	\$ 42.00
MDM-RY1	MDM License, Annual Renewal- Renewal Fees Apply- Renewal Fees Apply	Per Vehicle/Per Year	\$ 41.00	0.00%	\$ 41.00
MDM-Y1	MDM License, First year- Renewal Fees Apply	Per Vehicle/Per Year	\$ 41.00	0.00%	\$ 41.00
PM-MGT	Project Management Per Day	Per Day	\$ 1,350.00	0.00%	\$ 1,350.00
PMP-ANNL-A	Preventative Maintenance Program - Annual Fleet Inspection - Per Vehicle - Paid Annually	Per Vehicle/Per Year	\$ 278.00	0.00%	\$ 278.00
PMP-QTR-A	Preventative Maintenance Program - Quarterly Fleet Inspection - Per Vehicle - Paid Annually	Per Vehicle/Per Year	\$ 1,113.00	0.00%	\$ 1,113.00
PMP-SEMA-A	Preventative Maintenance Program - Semi Annual Fleet Inspection - Per Vehicle - Paid Annually	Per Vehicle/Per Year	\$ 557.00	0.00%	\$ 557.00
PM-SOFTDEV	Software Development (per day rate)	Per Day	\$ 2,251.00	0.00%	\$ 2,251.00
PRS-REMOTE	Remote Engineering Service Per Day	Per Day	\$ 844.00	0.00%	\$ 844.00
PRS-WEBTRN	Webinar, remote training	Per Day	\$ 844.00	0.00%	\$ 844.00
PT-CDR-VEH	COMMANDER VEHICLE ADDITION - Cloud Configuration (Vehicle creation, DVR addition, Credentials) - Verification Test (Synchronization)	Per Vehicle	\$ 20.00	35.00%	\$ 13.00
PT-CLD-BC2	Base Charge to revisit existing Live/AVL/Hotspot - 1 Day on-site	each	\$ 3,107.00	13.10%	\$ 2,700.00
PT-HOT-BC	BASE CHARGE FOR Hotspot Includes: - 1 Days on-site and remote deployment services - Cellular Modem Configuration - End-to-End Testing & Verification	each	\$ 5,207.00	13.10%	\$ 4,525.00
PT-HOT-VEH	Hotspot Configuration & Test per Vehicle - Captive Portal Configuration on Modem - Verification Test	Per Vehicle	\$ 35.00	20.00%	\$ 28.00
PT-LIV-BC	BASE CHARGE FOR LiveStream Includes: - 1 Days on-site and remote deployment services - Live Stream Cloud Setup - Cellular Modem Configuration - End-to-End Testing & Verification	each	\$ 5,207.00	13.10%	\$ 4,525.00
PT-LV-VEH	LiveStream Configuration & Test per Vehicle for existing Live Stream customer - Cloud Configuration - DVR Configuration - Verification Test	Per Vehicle	\$ 60.00	16.67%	\$ 50.00
PT-SET-1	ONE DAY ADD-ON TO ON-SITE SETUP OR SURVEY (Add-On to PT-SET-17, PT-SET-19 or XXX)	each	\$ 1,526.00	13.11%	\$ 1,326.00

PT-SET-13	BACK OFFICE SYSTEM SETUP PACKAGE A Includes: - 1 Days on-site and remote deployment services - Management System and Network configuration and setup - Admin and User Training Project Implementation, Single Platform On-site / Remote Project Implementation.	each	\$ 5,207.00	13.10%	\$ 4,525.00
PT-SET-17	BACK OFFICE SYSTEM SETUP PACKAGE B - 50 to 149 Vehicles Includes: - 2 Days on-site and remote deployment services - Management System and Network configuration and setup - Admin and User Training Project Implementation, Single Platform On-site / Remote Project Implementation.	each	\$ 6,962.00	13.10%	\$ 6,050.00
PT-SET-19	BACK OFFICE SYSTEM SETUP PACKAGE C - 150 to 299 Vehicles Includes: - 3 Days on-site and remote deployment services - Management System and Network configuration and setup - Admin and User Training Project Implementation, Multiple Platform On-site / Remote Project Implementation.	each	\$ 8,717.00	13.10%	\$ 7,575.00
PT-SET-21	BACK OFFICE SYSTEM SETUP PACKAGE D - 300 Vehicles + Includes: - 4 Days on-site and remote deployment services - Management System and Network configuration and setup - Admin and User Training Project Implementation, Multiple Platform On-site / Remote Project Implementation.	each	\$ 10,472.00	13.10%	\$ 9,100.00
PT-SET-50	REMOTE SETUP - Management System Setup only	each	\$ 1,725.00	13.10%	\$ 1,499.00
PT-SRV-01	PROFESSIONAL SERVICES / HR. For additional professional services outside the scope of standard deployment (i.e. software customization).	Per Hour	\$ 173.00	13.29%	\$ 150.00
PT-SVY-01	INFRASTRUCTURE SITE SURVEY (Infrastructure: Power / Connectivity)	each	\$ 4,345.00	13.12%	\$ 3,775.00
PT-WLSSRVY-01	WIRELESS SITE SURVEY Ekahau On-site heatmap survey	each	\$ 4,345.00	13.12%	\$ 3,775.00
PT-TRN-02	ON-SITE ADMIN / OFFICER TRAINING (8 Hours) Includes: - Back Office and End User Training - Travel for Field Application Engineer For post-deployment refresher training.	each	\$ 4,345.00	13.12%	\$ 3,775.00
PT-TRN-04	2 HOUR REMOTE WEB TRAINING For post-deployment refresher training.	each	\$ 345.00	0.00%	\$ 345.00
PT-TRN-10	5 HOUR REMOTE WEB TRAINING For post-deployment refresher training.	each	\$ 850.00	0.00%	\$ 850.00
PT-TRN-14	REMOTE TRAINING (HOURLY)	Per Hour	\$ 175.00	0.00%	\$ 175.00
PT-VML-BC	BASE CHARGE FOR AVL Vehicle Tracking Includes: - 1 Days on-site and remote deployment services - AVL Cloud Setup - Cellular Modem Configuration - End-to-End Testing & Verification	Per Vehicle	\$ 5,207.00	14.61%	\$ 4,446.00
PT-VML-VEH	Tracking Configuration & Test per Vehicle - Cloud Configuration - DVR Configuration - Verification Test	Per Vehicle	\$ 35.00	20.00%	\$ 28.00
ROUTE-COMPASS-RY1	Annual renewal for Compass routing software- Renewal Fees Apply	Per Vehicle/Per Year	\$ 110.00	0.00%	\$ 110.00

Route-Path-RY1	Annual renewal for Path routing software- Renewal Fees Apply- Renewal Fees Apply	Per Vehicle/Per Year	\$ 110.00	0.00%	\$ 110.00
ROUTE-PATH-TRAIN	Training on Seon Path	Per Session	\$ 281.00	0.00%	\$ 281.00
Route-Path-Y1	Path routing software subscription that includes 1st year of hosting, licensing and support per vehicle- Renewal Fees Apply	Per Vehicle/Per Year	\$ 110.00	0.00%	\$ 110.00
ROUTE-SBHUB-RY1	Annual renewal for School Bus Hub software subscription- Renewal Fees Apply	Per Vehicle/Per Year	\$ 56.00	0.00%	\$ 56.00
ROUTE-SBHUB-Y1	School Bus Hub software subscription includes 1st year of hosting, licensing and support per vehicle- Renewal Fees Apply	Per Vehicle/Per Year	\$ 56.00	0.00%	\$ 56.00
ROUTE-STUDENTS-TRAC-RY1	Annual renewal for Student Tracking software- Renewal Fees Apply	Per Vehicle/Per Year	\$ 56.00	0.00%	\$ 56.00
ROUTE-STUDENTS-TRAC-Y1	Student tracking software subscription that includes 1st year of hosting, licensing and support per vehicle- Renewal Fees Apply	Per Vehicle/Per Year	\$ 56.00	0.00%	\$ 56.00
SAVES	Saves Components Bundle.	Per Vehicle/Per Year	\$ 50.00	0.00%	\$ 50.00
SAVES-PM-MGT	Project Management for Saves - Per hour Charge	Per Hour	\$ 150.00	0.00%	\$ 150.00
SRH-ROT60G-Y1	Smart Reach HotSpot - Content Filtering, Captive Portal, GPS Live tracking, 60GB, Teal, GPS Live Tracking, 1 year - No router- Renewal Fees Apply	Per Vehicle/Per Year	\$ 896.00	19.64%	\$ 720.00
SRH-ROT60G-RY1	Smart Reach HotSpot - Content Filtering, Captive Portal, GPS Live tracking, 60GB, T-Mobile, 1 year Renewal - No router- Renewal Fees Apply	Per Vehicle/Per Year	\$ 896.00	19.64%	\$ 720.00
SRH-R1T60G-RY1	Smart Reach PRE-RELEASE - Router, Content Filtering, Captive Portal, 60GB, T-Mobile, GPS Live Tracking, Renew 1 year- Renewal Fees Apply	Per Vehicle/Per Year	\$ 1,449.00	0.00%	\$ 1,449.00
SRH-R1T60G-Y1	Smart Reach HotSpot - Router, Content Filtering, Captive Portal, 60GB, Teal, GPS Live Tracking, 1 year- Renewal Fees Apply	Per Vehicle/Per Year	\$ 1,449.00	0.00%	\$ 1,449.00
SRH-R1T-CAN-2NDYR	SRH-R1T60G-Y1 Service cancellation in the second year - TMobile - 2Yr of HW due	Per Vehicle/Per Year	\$ 1,036.00	25.87%	\$ 768.00
SRH-R1T-CAN-3RDYR	SRH-R1T60G-Y1 Service cancellation in the second year - TMobile - 1Yr of HW due	Per Vehicle/Per Year	\$ 519.00	25.82%	\$ 385.00
SRH-R1TV-CAN-2NDYR	SRH-R1TV60G-Y1 SRH Service cancellation in the second year - TMobile - 2Yr of HW due	Per Vehicle/Per Year	\$ 1,036.00	25.87%	\$ 768.00
SRH-R1TV-CAN-3NDYR	SRH-R1TV60G-Y1 SRH Service cancellation in the second year - TMobile - 1Yr of HW due	Per Vehicle/Per Year	\$ 519.00	25.82%	\$ 385.00
TECHSITE	On Site Technician Service / Day	Per Day	\$ 844.00	0.00%	\$ 844.00
TRVL	Technician Travel Days To/From Site.	Per Day	\$ 1,126.00	0.00%	\$ 1,126.00
VLP-LMUE1Y1	LMU, for Live plus tracking PWR/SIG DVR HRNS, GPS, Plus/E-SIM TEAL ,1GB/YEAR- Renewal Fees Apply	Per Vehicle/Per Year	\$ 770.00	28.83%	\$ 548.00
VLP-LMUV1	vMax Live+, LMU, PWR Harness, Signal Cable, GPS, Antenna, Activation Fee, Health Check	Per Vehicle/Per Year	\$ 507.00	12.23%	\$ 445.00
VLP-REY1	VLP-LMU Service Renewal Data TEAL,1GB/YR- 1Yr	Per Vehicle/Per Year	\$ 175.00	17.14%	\$ 145.00
VLP-MULTI-STR1UY1	Trac, Student Tracking, Multi-card RFID Reader, operates via USB, 1 year- Renewal Fees Apply	Per Vehicle/Per Year	\$ 500.00	15.00%	\$ 425.00
VLP-RSY1	vMax Live Plus Annual Service, Sprint data (1 year renewal / extension)- Renewal Fees Apply	Per Vehicle/Per Year	\$ 125.00	0.00%	\$ 125.00
VLP-RVY1	vMax Live Plus Annual Service, Verizon data (1 year renewal / extension)- Renewal Fees Apply	Per Vehicle/Per Year	\$ 166.00	0.00%	\$ 166.00
VLP-RY1	Annual renewal for Live GPS software subscription which includes hosting, licensing and support per vehicle- Renewal Fees Apply	Per Vehicle/Per Year	\$ 110.00	0.00%	\$ 110.00
VLP-TRAIN	Training on vMax Live+	Per Session	\$ 268.00	4.85%	\$ 255.00
VLP-Y1	Live GPS software subscription includes 1st year of hosting, licensing and support per vehicle	Per Vehicle/Per Year	\$ 110.00	6.36%	\$ 103.00
VMCS-CS-3TB-Y1	Commander Cloud Storage, 3 TB, 1 Year	Per Fleet/Per Year	\$ 4,064.00	0.00%	\$ 4,064.00
VMCS-CS-3TB-RY1	Commander Cloud Storage, 3 TB, Renewal, 1 Year	Per Fleet/Per Year	\$ 4,064.00	0.00%	\$ 4,064.00
VMCSCLD-CS-DMP-Y1	Commander Cloud Storage, Full Cloud, No local server (DMP), 1 Year	Per Fleet/Per Year	\$ 1,004.00	0.00%	\$ 1,004.00
VMCS-CS-DMP-RY1	Commander Cloud Storage, Full Cloud, No local server (DMP), Renewal, 1 Year	Per Fleet/Per Year	\$ 1,004.00	0.00%	\$ 1,004.00
VMCS-CS-SETUP	Professional Services, Activation, and Setup for Commander Cloud Storage	Per Fleet	\$ 987.00	10.33%	\$ 885.00
VMCSB	vMax Commander 5.0: web-based wireless and automatic video management software to monitor video system health, automatically download video alarms, search video by time and location, and display historical GPS tracks of the vehicles in the fleet.	Per Fleet	\$ 6,887.00	33.34%	\$ 4,591.00
VMCSV	vMax Commander 5.0: Vehicle Activation (per vehicle)	Per Vehicle	\$ 384.00	39.84%	\$ 231.00
VMCSV-RY1	vMax Commander Renewal, Per Vehicle, 1 Year- Renewal Fees Apply	Per Vehicle/Per Year	\$ 76.50	0.00%	\$ 76.50
VMCSV-RY2	vMax Commander Renewal, Per Vehicle, 2 Years- Renewal Fees Apply	Per Vehicle	\$ 145.86	38.28%	\$ 90.02
VMCSV-RY3	vMax Commander Renewal, Per Vehicle, 3 Years- Renewal Fees Apply	Per Vehicle	\$ 207.06	39.53%	\$ 125.20

VMCSV-RY4	vMax Commander Renewal, Per Vehicle, 4 Years- Renewal Fees Apply	Per Vehicle	\$ 260.10	39.90%	\$ 156.33
VMCDATA6MT	Additional 6 months vMax Commander Seon Cloud metadata storage - Per Vehicle- Renewal Fees Apply	Per Vehicle/Per Year	\$ 20.00	0.00%	\$ 20.00
VML-LMU-STR1UY1	vMax Trac for Student Tracking with 1 year of service, operates with LMU	Per Vehicle/Per Year	\$ 275.00	0.00%	\$ 275.00
VML-MDT-STR1UY1	vMax Trac for Student Tracking with 1 year of service, operates with MDT	Per Vehicle/Per Year	\$ 760.00	0.00%	\$ 760.00
VMLPDATA12M	Additional 12 months vMax Live Plus Seon Cloud metadata storage - Per Vehicle- Renewal Fees Apply	Per Vehicle/Per Year	\$ 6.00	0.00%	\$ 6.00