**APPENDIX B**

**Vendor Capabilities – Response Forms**

As part of the vendor response package, each vendor is asked to review the following questions, provide supporting documentation as they deem appropriate and complete the pricing.

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|  | Vendor Capabilities |
|  |  |  |  |  |
| As part of the vendor response package, please provide answers to the following items. |  |
| Vendors should mark each requested item with a: |  |  |  |
|  | Yes - Our company/equipment/software can do the following |  |  |
|  | No - Our company/equipment/software can NOT do the following |  |  |
|  |  |  |  |  |
| Vendors are providing answers to the listed questions for 'at a glance' review of a vendor's capabilities.  |
| Vendors are encouraged to provide detailed descriptions of any capabilities or limitations for each question, so that the State of Delaware's user group can accurately score a proposal. |
|  |  |  |  |  |
|  | **Mark "X" in YES or NO for each question.** |
|  |  |  |  |  |
|  |  | YES | NO |  |
|   | "SAMPLE" - Are your submitting a bid? | **X** |   |   |
|  |  |  |  |  |
| System Capabilities |  |  |  |
| 1 | Remote collection of the vehicle odometer reading? |  |  |  |
| 2 | Fuel efficiency report of MPG for all vehicles? |  |  |  |
| 3 | Engine diagnostic alerts available? |  |  |  |
| 4 | Scheduled maintenance alerts via email? |  |  |  |
| 5 | Vehicle reports to determine under or over utilization? |  |  |  |
| 6 | Non-work hours and weekend utilization report? |  |  |  |
| 7 | Idle time reports for all vehicles? |  |  |  |
| 8 | System alerts for excessive idling (greater than 5 min.)? |  |  |  |
| 9 | Remote emissions reports?  |  |  |  |
| 10 | If can "YES" to remote emissions reports (#9), can you connect to DMV for emission inspection certification? |  |  |  |
| 11 | Recall notices from NHTSA? |  |  |  |
| 12 | Vehicle location? |  |  |  |
| 13 | Vehicle speed? |  |  |  |
| 14 | System alerts for excessive speed? |  |  |  |
| 15 | Driving directions? |  |  |  |
| 16 | 24/7 Roadside assistance? |  |  |  |
| 17 | 24/7 stolen vehicle recovery? |  |  |  |
| 18 | Is Geo-fencing available? |  |  |  |
| 19 | Ability to create custom vehicle groups for reporting and security purposes? |  |  |  |
| 20 | Compatible with Fleet Focus (without additional software costs or enhancements)? |  |  |  |
| 21 | Lifetime contractual warranty for supplied equipment, including any contract extensions? |  |  |  |
| Transition |  |  |  |
| 22 | Can you utilize any of Networkfleet's existing hardware? Please provide specifics about any equipment you are or are NOT able to utilize. |  |  |  |
| 23 | Will you provide labor to install 'new' equipment? |  |  |  |
| 24 | Are equipment installation training resources available?  |  |  |  |
| 25 | Software training available? |  |  |  |
|  |  |  |  |  |
| **Vendors are encouraged to provide detailed descriptions of any capabilities or limitations for each question, so that the State of Delaware's user group can accurately score a proposal.** |
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| **APPENDIX C – Response Forms**Vendor Pricing / Bid Quotation |  |
|  |  |  |  |  |
|  | Vendors are asked to provide pricing for the following items in $00.00 format. |  |  |
|  |  |  |  |  |
| Please provide the following category pricing: |  |  |  |
|  |  |  |  |  |
|  | For any service or charge that is NOT APPLICABLE, please specify "NA" in the appropriate pricing section. |  |  |  |
|  |  |  |  |  |
| MONITORING |  |
|  |  |  |  |  |
|  | **Please specify the price per unit for Monthly Monitoring.** |  |  |  |
|  |  |  | Price |  |
|  |  |  |  |  |
| Monthly 'Standard' Monitoring Fee |  |  |  |
|  | -- 'Standard' fee is the fee associated with providing comprehensive monitoring (location, speed, diagnostic, etc) for Fleet Services' 2200+ vehicles and DelDOT's 600+ light duty vehicles |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |  |
|  | Anticipated 'standard' monthly usage 3,000 units |  |  |  |
|  |  |  |  |  |
| Monthly 'Light' Monitoring Fee |  |  |  |
|  | -- 'Light' monitoring would enable GPS location and speed monitoring, but not diagnostic read or reporting. -- **IF AVAILABLE** |  |  |  |
|  |  |  |  |
|  |  |  |  |  |
|  | Anticipated 'light' monthly usage 200 |  |  |  |
|  |  |  |  |  |
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| SYSTEM ACESS |  |
|  |  |  |  |  |
|  | System Access pricing if the cost associated with obtaining reports, alerts, etc. in addition to the Monthly Monitoring Fees. |  | Price |  |
|  |  |  |  |  |
|  |  |  |  |  |
| Monthly System Access Fee (if any) |  |  |  |
|  |  |  |  |  |
| Yearly System Access Fee (if any) |  |  |  |
|  |  |  |  |  |
|  | Please specify if charges are per unit charges or are charged aggregated on a monthly or yearly basis. |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| HARDWARE COSTS |  |
|  |  |  |  |  |
|  | Please list hardware costs associated with obtaining the services identified in the Request for Proposal's Scope of Work. |  | Price |  |
|  |  |  |  |  |
| 'Standard' Monitoring UNIT |  |  |  |
|  |  |  |  |  |
| 'Light Duty' Monitoring UNIT |  |  |  |
|  |  |  |  |  |
| 'Premium Duty' Monitoring UNIT |  |  |  |
|  |  |  |  |  |
| Antennae |  |  |  |
|  |  |  |  |  |
| Heavy Equipment (6 pin - J1708) Harness |  |  |  |
|  |  |  |  |  |
| Heavy Equipment (9 pin - J1739) Harness |  |  |  |
|  |  |  |  |  |
| Multi-port SEM Module |  |  |  |
|  |  |  |  |  |
| 'Other' REQUIRED connection hardware (i.e. adapter) |  |  |  |
|  | Please list price and then equipment description below. (Attach additional pages as necessary). |  |  |  |
|  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| OTHER AVAILABLE EQUIPMENT |  |
|  |  |  |  |  |
| Touchscreen GPS Directional Units |  |  |  |
|  | Please specify Manufacture Make / Model & Price(s) or Discount to Manufacturer Catalog |  |
|  |  |  |
|  |  |  |  |  |
|  | If GPS Directional Units are provided and included with the Monitoring Unit or Monthly Monitoring Fee, please make note to the State. |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| TRANSITION EXPENSES |  |
|  |  |  |  |  |
|  |  |  | YES or NO |  |
| Can your software system utilize Networkfleet's vehicle tracking modules, or would the State have to purchase new GPS tracking modules? Please list: YES - we can utilize Networkfleet's vehicle tracking module, or NO - the State must procure new vehicle tracking modules. |  |  |  |
|  |  |  |  |  |
| Are there other costs associated with making a transition? Including, but not limited to, labor associated with replacing current GPS vehicle tracking modules with replacement modules. Please list below in as much detail as necessary. |  |  |  |
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| 'OTHER' EXPENSES |  |
|  |  |  |  |  |
| **All other charges should be identified for the State.** Please list any 'other' expenses not previously listed above that you may elect to charge for services. Include any and all incidental charges. (The State will not recognize additional expenses not previously disclosed unless separately negotiated with the contract vendor). |  |
|  |  |  |
|  |  |  |  |  |
| WARRANTY |  |
|  |  |  |  |  |
|  |  |  | YES or NO |  |
| The State requests an equipment replacement warranty for the life of the contract, including any extensions, if negotiated and agreed to between the vendor and the State. And, equipment shall have a minimum replacement warranty of three (3) years. (whichever warranty period is longer shall apply). |  |  |  |
|  |  |  |  |  |
|  |  |  | YES or NO |  |
| Warranty equipment exchanges will be replaced with new, unused equipment that shall have been manufactured not longer than twelve (12) months prior to delivery. |  |  |
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| GSS16555-VEHICLE\_TRACK CONTRACT EXPIRATION |  |
|  |  |  |  |  |
|  |  |  | YES or NO |  |
| At the expiration of Contract No. GSS16555-VEHICLE\_TRACK, titled as Vehicle Tracking System, the State requires the awarded vendor(s) to provide the security access codes, frequencies and any other equipment access materials that will allow the State to continue using the previously provided equipment, without encumbering the State to future contractual obligation. Please confirm your adherence to this policy. |  |  |  |
|  |  |  |  |  |