Jonesboro Novus Suite

TripSpark

Item	Product	Licenses	Services	Expenses	Discount	Total
	System Components					
	Novus DR	$31,081	$41,870	$6,700	-$15,540	$64,110
	Novus FFR	$8,130	$9,900	$0	-$4,065	$13,965
	Hosting	$0	$1,600	$0	$0	$1,600
	Notifications	$16,496	$22,275	$0	-$8,248	$30,523
	Inbound Confirm/Cancel	$4,589	$4,125	$0	-$2,295	$6,420
	DriverMate	$13,406	$28,670	$6,250	-$6,703	$41,623
	Total					**$158,241**

Software Maintenance	Year 1	Total
Novus DR	$13,675	$13,675
DriverMate	$5,899	$5,899
Notifications	$3,299	$3,299
Inbound Confirm/Cancel	$918	$918
		$23,791

Maintenance commences with first operational use of the software, is paid yearly, and is based on then current license value of software in use.
24/7 support is provided via TripSpark's standard support procedures

Hosting	Year 1	Year 2	Year 3	Total
Yearly Hosting Fees	$9,856	$10,349	$10,866	$31,072
				$31,072

Hosting Fees commence upon installation of software and require a minimum 3 year commitment

Pricing is based on the following operational metrics:

Total Trips per Day	80
Total Number of Vehicles	9
Total distinct Fixed Routes	10

Prices are budgetary only, in US dollars and valid for 90 days.
All applicable sales/use taxes are additional and payment of such is the sole responsibility of the purchaser.

Payment Terms

Milestone 1: 100% of Licenses (and hosting services if applicable) and 20% of Services and Expenses due upon execution of Agreement
Milestone 2: 20% of services and expenses due upon delivery of draft Operational Review document
Milestone 3: 20% of services and expenses due upon installation of software test environment
Milestone 4: 20% of services and expenses due upon delivery of initial training session
Milestone 5: 20% of services and expenses due upon software first operational use
Milestone 6: 100% of Equipment hardware due upon drop ship delivery to customer site

Hosting Assumptions

3 year minimum obligation, and a single production hosted instance is included
Users Included - Each Additional User $15 per month
Includes 320GB of transfer per month

Each 1GB of Disk Space after 50GB $1 per month

No Hardware Warranty

Client responsible for purchase and installation of in-vehicle devices as per TripSpark's approved device list

Assumptions

General

Novus DR Assumptions

Data loading will be completed for Clients, Common Locations / Landmarks and Client Registered Addresses.
Operational Review and Software Installation will be performed remotely.
Training will utilize 'train the trainer" training philosophy
Novus DR will use Bing Maps

Novus DR Map Assumptions

Bing Maps includes the following:
Up to 60 reverse geocode transactions (GetLocationInfo or similar) per hour.
Up to 200 geocoding transactions sessions or routing requests, all measured as an average over any 24 hour period.
Additional geocode or reverse geocode transactions will be charged at a cost of $0.01 per transaction.

Novus FFR (Friendly Fixed Route) Assumptions

Maximum of up to 10 distinct fixed routes
Training will utilize 'train the trainer" training philosophy

Notifications Assumptions

All services will be done remotely
Notifications are offered in English along with any specified additional languages
Includes Inbound Confirm and Cancel Component

Notifications Solution Functionality

      TripSpark Notifications provides outbound voice callbacks for trip reminders and notifications

      TripSpark Notifications provides outbound SMS/Email Trip Reminders and notifications

      Trips can be Confirmed/Cancelled by SMS responses to callback reminders only

      TripSpark Notifications does not provide call centre menu functionality

      Trips can be Confirmed/Cancelled by touchtone responses on client handset

Notifications Service Fee Assumptions

      Requires monthly transaction fees depending on voice minutes used. Current rate: $0.03 per minute

      Requires monthly transaction fees depending on number of SMS messages used. Current rate: $0.02 per message

Drivermate Assumptions

      Operational Review and Software Installation will be performed remotely.

      Training will utilize 'train the trainer' training philosophy

      Client is responsible for providing server hardware, space, power, network connectivity, and a dedicated (always on) high speed internet connection

      Client is responsible for configuration of router/firewall to allow two-way IP based communications with mobile devices

      Client is responsible for public data network activations and monthly airtime subscriptions for each vehicle

      Client is responsible for acquiring, installing, and maintaining in vehicle tablets

      Client is responsible for third party interface fees to any other in-vehicle equipment