

CITY OF DELRAY BEACH

Vehicle Fleet Global Position System (GPS) ITB NO: 2015-29

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ORIGINAL

Cover Letter

February 2, 2015

City of Delray Beach
Purchasing Office
100 NW 1ST Avenue
Delray Beach, FL 33444

Dear Sir,

Thank you for this opportunity to respond to ITB NO: 2015-25 Vehicle Fleet Global Position System (GPS). We meet or exceed all of the identified technical requirements. As required, no person acting for, or employed by, the City of Delray Beach has a direct or indirect financial interest in the proposal or in any portion of the profits, which may be derived there from. Synovia Solutions has read and understood all conditions as outlined in the request for Proposal.

Why Synovia Solutions for Your - Vehicle Fleet Global Position System (GPS)? **5 Compelling Reasons...**

1. Subject Matter Experts | we develop software. Specifically, we help people manage their fleets of vehicles or their assets more effectively. The emphasis is always on better safety, greater service or greater efficiency and finally a savings to their fleet budget. We've been doing it for over 14 years and are headquartered in Indianapolis providing these services all over North America. Our solution has been deployed on approximately 80,000 vehicles across North America.

"Don't' ask. Know!"

2. SynsuranceSM | Synovia Insurance, or Synsurance for short, enables us to provide a turnkey solution with no upfront costs and a simple monthly (36 months), all-inclusive fee, that becomes self-funding in months. With Synsurance, everything is covered including hardware warranty over the length of the agreement. We take care of all installation and training and if something breaks, we fix it at no additional charge. And all pricing is fixed over the life of the contract. **We also provide spare hardware so that you can quickly make a change if a unit stops functioning.**

- 3. Silverlining™ | our** hosted, Software as a Service (SaaS) solution, is easy-to-use and since it is Web-enabled, simple to deploy across your department. You will get real-time information and have the flexibility to go back in time and replay an event or run a report to confirm what really happened -- "Mr./Ms. Smith, the refuse truck was at your home at 6:25am this morning..."
- 4. Support | our** Support Department assists customers with hardware and software questions and related issues. The Support Team has doubled staffing levels over the last year to ensure that our service is at the highest level. We field questions from customers via phone, email, Go-To-Meeting, Skype and our Customer Support Portal. Our new Customer Support Portal is a Web based software tool that allows customers to report and monitor hardware and software questions/issues.
- 5. Training | our** Training Team consists of three full time professional staff. These individuals provide training in all aspects of the various Silverlining Software Modules. Instructor lead on-line training is included and only needs to be scheduled. On-line training videos are also easily accessible to customer staff. These subject matter videos are imbedded in the Silverlining Help section and can be accessed at any time. A Regular Monthly Training Schedule is emailed to every Silverlining user to ensure they are aware of the classes available for the month. There is no cost to any of these training classes. On-site instructor led training is available for an additional fee.

Sensor Monitoring: Synovia Solutions provides the functionality for customers to monitor various sensors within different types of vehicles. The GPS units offered in this proposal will monitor either 0 or 4 sensors depending upon the GPS unit selected. These sensors can monitor any device that is activated by a switch (electrical). Our ODBII based GPS unit is not connected to sensors but reports information from the engine computer system. A signal will be sent from the vehicle to the software each time the sensor is activated or deactivated. Each signal includes the following information:

Vehicle ID, Date, Time, Speed, Location and Direction of Travel.

Based on your requirements we have configured a system that meets or exceeds all expectations.

Optional Offering - Cell Service through State of Florida, Department of Telecommunications Contract

Significant cost savings is available to the City of Delray Beach for the GPS system if cell service for the GPS system is purchased directly from the State of Florida Contract rather than Synovia Solutions. The State of Florida Cell Service Contract provides Verizon cell (data) service for approximately \$.20 per bus per month. This is significantly below what any GPS provider can provide the same service for. Synovia Solutions always brings this option to the attention of potential customers as an alternative to lower their total cost of operating the GPS system. Please note that Synovia Solutions can lower their system price by \$3.00 per bus per month if the cell service requirement is removed.

Only city, county and state governmental bodies can purchase from the State of Florida Contract and therefore, to take advantage of this lower pricing, the cell service must be purchased by the City directly from the Contract. Virtually every Synovia Florida government customer purchasing a system during the last 18 months has selected this alternative. There is a standard contract that must be executed between the City and State of Florida for this service. We can provide the contact information upon request.

We use a Municipal Lease which includes a funding out clause in the event that your membership does not get funding approved for the next fiscal year. The non-appropriation of funds clause means that they can cancel without penalty if funds are not available.

The Synovia Solutions system includes Verizon Wireless service. They offer the best network coverage and the best backup in the event of a natural or man-made disaster.

Synovia is based in Indianapolis, IN and we have sales and support offices located throughout the United States. We have implemented our solution for both small (under 30 vehicles) and large (over 3,000 vehicles) customers and are confident that we can deploy our solution for your fleet of service vehicles.

Synovia is honored to offer the industry's most advanced and reliable solution along with unmatched service and delivery. I am authorized to negotiate the contract and please contact me if you have questions about our submission at 978 202-8604.

Best Regards,

A handwritten signature in blue ink that reads "Bill Westerman".

Bill Westerman

Synovia Solutions, LLC

Bwesterman@synoviasolutions.com

978 202-8604

P.S. The best way to see the value of Silverlining is to schedule a product demo.

ORIGINAL

Section I – Scope of Work

The city is seeking bids from qualified contractors who have the expertise necessary to furnish, install and service a Vehicle Fleet GPS System and Equipment.

Contractor shall provide and install, for purchase or lease by the City, hardware and software to equip approximately 109 vehicles with a Fleet GPS System. The City intends to establish a three-year service agreement with the vendor who offers the most cost effective option. Proposals shall include detailed information describing the manufacturer and model of the equipment.

Synovia Response:
Understood and Agreed

System functionality, reporting capabilities, monitoring fees and services will be major factors in determining award. System specifications are as follows:

- Capability to track multiple vehicles (real-time and logged tracking)

Synovia Response:

A user may track one, many or all vehicles in Silverlining. In fact, a user may select all vehicles in a fleet or sub fleet with one click of the mouse. All vehicle activity is reported in real time. Both live tracking and historical tracking are included.

- Transmit, for recording and storage in the proposed software solution, the location of each vehicle at intervals of two (2) minutes or less

Synovia Response:

The Synovia standard data reporting intervals is **every 30 seconds, on right and left turns and each time a monitored sensor is turned on or off.** Every time a vehicle reports their location among other items is captured.

- Simultaneous real-time mapping of multiple vehicles

Synovia Response:

A user may track one, many or all vehicles in Silverlining. In fact, a user may select all vehicles in a fleet or sub fleet with one click of the mouse. All vehicle activity is reported in real time. Both live tracking and historical tracking are included.

- Ability to track each vehicle after scheduled hours

Synovia Response:

Silverlining provides vehicle tracking 24 hours a day. There is no difference between tracking during or after work hours.

- Ability to track each vehicle's speed and number of starts and stops

Synovia Response:

Silverlining reports the vehicle's speed with each signal. Keep in mind that signals are sent from the vehicle every 30 seconds, at each right or left turn and each time a monitored sensor event is turned On or Off. The user may select to display on the map or in a report any event monitored.

Vehicle	Fleet	Time	Event	Ignition	Speed	Headir	Location	Distance
7131	Maintenance (White Fleet)	1/24/2015 11:19:57 AM	Ignition Off	OFF	0	-	905 E Castalia Rd, Nashville, NC	0.00 mi
7108	Maintenance (White Fleet)	1/6/2015 1:44:44 PM	GPS Update	ON	19	E	7843 Red Oak Battleboro Rd, Battleboro, NC	44.32 mi
7102	Maintenance (White Fleet)	11/18/2014 1:02:49 PM	GPS Update	ON	0	-	406 Essex Rd, Nashville, NC	54.37 mi

- Ability to detect if any vehicle's engine is running

Synovia Response:

Silverlining reports the engine status with each signal and includes in for use. The filtering capability of Silverlining allows the user to filter out those records with the engine (ignition) Off.

Vehicle	Fleet	Time	Event	Ignition	Speed	Headir	Location	Distance
7131	Maintenance (White Fleet)	1/24/2015 11:19:57 AM	Ignition Off	OFF	0	-	905 E Castalia Rd, Nashville, NC	0.00 mi
7108	Maintenance (White Fleet)	1/6/2015 1:44:44 PM	GPS Update	ON	19	E	7843 Red Oak Battleboro Rd, Battleboro, NC	44.32 mi
7102	Maintenance (White Fleet)	11/18/2014 1:02:49 PM	GPS Update	ON	0	-	406 Essex Rd, Nashville, NC	54.37 mi

- Web access for tracking, reporting and viewing maps with vehicle locations

Synovia Response:

Silverlining is a Web based software system. Users can access Silverlining from anywhere; work, home or vacation any time. All they need is Computer with Internet Explorer and Internet Access. No additional costs are incurred for this access.

- Ability to view account information online

Synovia Response:

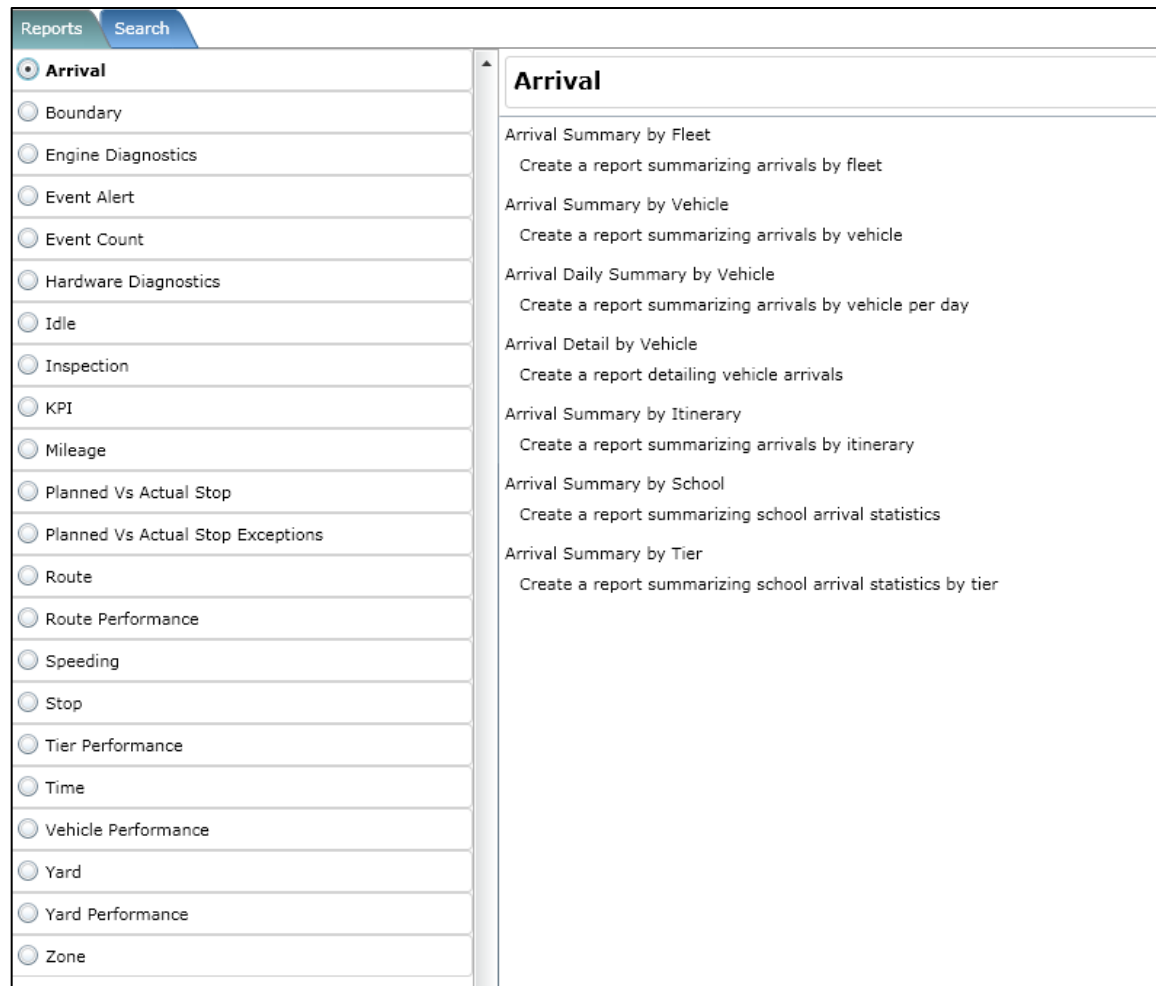
Agreed-Standard

- Printable built in reports and individual vehicle reports

Synovia Response:

Silverlining includes an extensive reporting engine that allows users to create, review and schedule reports to be delivered. Reports can include one, several or all vehicles and for specific date ranges. The following is

a screenshot of the Reports window where users can select their specific report type:



Each Report category offers detailed and summary options. Users may select vehicles, events, date/time and other pertinent details to include in the reports. In addition, the report formats are customizable by the System Administrator. The reports offer drill-down capability so that a user may stay within the same report to get additional details. The reports are hyperlinked to one-another and at the most detailed level, the report data is linked to the map view.

For example, a user may create a fleet idle report for last month as follows:

Results							Schedule	A ⁺	A ⁻
Result description for Idle Summary by Fleet									
Parameter: Date Range - Value: 12/1/12 12:00:00 AM -05:00 - 12/31/12 11:59:59 PM -05:00									
Parameter: Fleet Hierarchy - Value: All Fleet(s)									
Parameter: Idle Threshold - Value: 5									
Drag a column header and drop it here to group by that column									
Fleet	Idle Time	Excess Idle	Avg Excess Idle	Idle#					
Fleet 2	409:36:42	326:31:42	00:19:39	997					
Fleet 1	321:14:25	135:34:25	00:03:39	2,228					
Fleet 5	272:40:00	134:45:00	00:04:53	1,655					
Fleet 4	144:18:58	60:33:58	00:03:36	1,005					
Fleet 3	65:08:46	25:23:46	00:03:11	477					
	63:55:45	26:40:45	00:03:34	447					
Fleet 6	03:22:39	01:17:39	00:03:06	25					

Next, you can click to see the detail by fleet and vehicle:

Fleet	Vehicle	Idle Time	Excess Idle	Avg Excess Idle	Idle#
Fleet 1	Z1 0904 E	20:21:30	11:41:30	00:06:44	104
Fleet 1	Z1 9920 E	14:28:09	07:28:09	00:05:20	84
Fleet 1	Z1 0906 E	13:16:44	06:11:44	00:04:22	85
Fleet 1	Z1 0907 E	10:29:11	05:34:11	00:05:39	59
Fleet 1	Z1 0509 E	10:26:20	05:16:20	00:05:06	62
Fleet 1	Z1 0816 R	08:39:28	04:34:28	00:05:36	49
Fleet 1	Z1 0806 E	09:27:14	04:32:14	00:04:36	59
Fleet 1	Z1 0905 E	16:03:49	04:08:49	00:01:44	143
Fleet 1	Z1 0819 R	07:13:18	03:38:18	00:05:04	43
Fleet 1	Z1 0517 R	06:44:31	03:24:31	00:05:06	40
Fleet 1	Z1 9911 E	06:26:52	03:21:52	00:05:27	37
Fleet 1	Z1 0902 E	07:55:57	03:20:57	00:03:39	55
Fleet 1	Z1 0811 R	06:08:03	03:13:03	00:05:30	35
Fleet 1	Z1 0519 R	09:12:34	03:12:34	00:02:40	72
Fleet 1	Z1 0516 R	08:12:15	03:12:15	00:03:12	60

Additionally, users can click to see where the specific idling events took place on the map:



Results (5)

Drag a column header and drop it here to group by that column

	Vehicle	Fleet	Time	Event	Speed	Heading	Location	Distance
1	Z1 0904 E	Fleet 1	12/11/12 9:01:00 AM -05:00	Idle Alert	4	NE	Hillcrest School	10.35 mi
2	Z1 0904 E	Fleet 1	12/11/12 9:13:29 AM -05:00	Idle Alert	4	SE	Hillcrest School	10.41 mi
3	Z1 0904 E	Fleet 1	12/11/12 1:53:15 PM -05:00	Idle Alert	4	NW	Maplewood Elementary School	11.11 mi
4	Z1 0904 E	Fleet 1	12/11/12 2:14:50 PM -05:00	Idle Alert	4	S	Maplewood Elementary School	11.18 mi
5	Z1 0904 E	Fleet 1	12/11/12 3:20:01 PM -05:00	Idle Alert	4	SE	Hillcrest School	15.34 mi

Silverlining CORE Report List

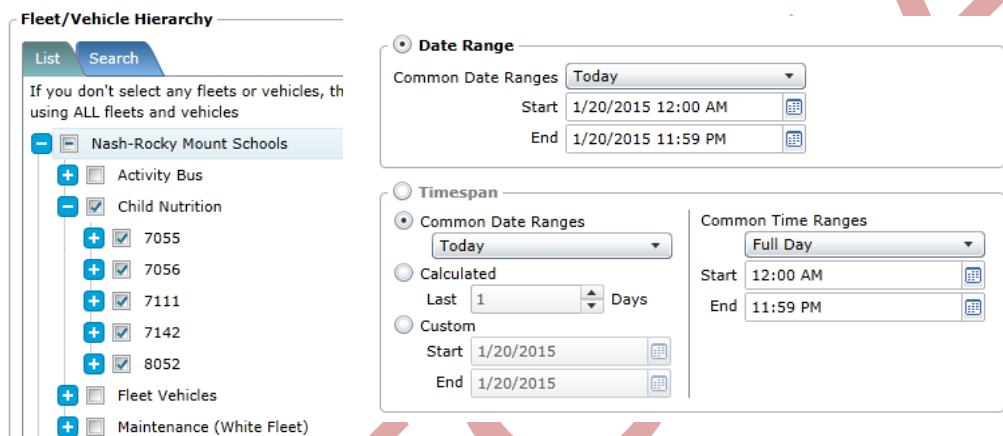
- Boundary
 - + Boundary Daily Details by Vehicle
 - + Boundary Daily Summary by Vehicle
 - + Boundary Summary by Fleet
 - + Boundary Summary by Vehicle
- Driver Performance
 - + Driver Performance Daily Details by Driver
 - + Driver Performance Daily Summary by Driver
 - + Driver Performance Summary by Department
 - + Driver Performance Summary by Driver
- Event Alert
 - + Event Alert Daily Details by Vehicle
 - + Event Alert Daily Summary by Vehicle
 - + Event Alert Summary by Fleet
 - + Event Alert Summary by Vehicle
- Event Count
 - + Event Count Daily Summary by Vehicle
 - + Event Count Summary by Fleet
 - + Event Count Summary by Vehicle
- Hardware Health
 - + Hardware Health by Fleet
 - + Hardware Health by Vehicle
- Idle
 - + Idle Daily Detail by Vehicle
 - + Idle Daily Summary by Vehicle
 - + Idle Summary by Fleet
 - + Idle Summary by Vehicle
 - + Idle Summary by Zone
- Input Time & Mileage
 - + Input Daily Details by Vehicle
 - + Input Daily Summary by Vehicle
 - + Input Summary by Fleet
 - + Input Summary by Vehicle
- Inspection
 - + Post Trip Inspection Daily Detail by Vehicle
 - + Post Trip Inspection Daily Summary by Vehicle
 - + Post Trip Inspection Summary by Fleet
 - + Post Trip Inspection Summary by Vehicle
 - + Pre Trip Inspection Daily Detail by Vehicle
 - + Pre Trip Inspection Daily Summary by Vehicle
 - + Pre Trip Inspection Summary by Fleet
 - + Pre Trip Inspection Summary by Vehicle
 - + Vehicle Inspection
- Mileage
 - + Mileage Details by Vehicle
 - + Mileage Details by Vehicle per Day
 - + Mileage Summary by Fleet
 - + Mileage Summary by Fleet per Day
 - + Mileage Summary by Vehicle
 - + Mileage Summary by Vehicle per Day
- Speeding
 - + Speeding Daily Details by Vehicle
 - + Speeding Daily Summary by Vehicle
 - + Speeding Summary by Fleet
 - + Speeding Summary by Vehicle
- Stop
 - + Stop Daily Details by Vehicle
 - + Stop Daily Summary by Vehicle
 - + Stop Summary by Fleet
 - + Stop Summary by Vehicle

- Time
 - + Time Daily Details by Vehicle
 - + Time Daily Summary by Vehicle
 - + Time Summary by Fleet
 - + Time Summary by Vehicle
- Usage
 - + Usage Daily Details by User
 - + Usage Daily Summary by User
 - + Usage Summary by Screen
 - + Usage Summary by Screen and User
 - + Usage Summary by User
- Vehicle Performance
 - + Vehicle Performance Daily Details by Vehicle
 - + Vehicle Performance Daily Summary by Vehicle
 - + Vehicle Performance Summary by Fleet
 - + Vehicle Performance Summary by Vehicle
- Yard
 - + Yard Daily Details by Vehicle
 - + Yard Daily Summary by Vehicle
 - + Yard Summary by Fleet
 - + Yard Summary by Vehicle

- Yard Performance
 - + Yard Performance Daily Detail By Vehicle Per Day
 - + Yard Performance Summary by Fleet
 - + Yard Performance Summary by Vehicle
 - + Yard Performance Summary by Vehicle and Date
- Zone
 - + Arrival Details by School Zone
 - + Zone Daily Detail by Vehicle
 - + Zone Daily Summary by Vehicle
 - + Zone Summary by Fleet
 - + Zone Summary by Vehicle

Unlike most competitors, Silverlining allows reports to be run on very large numbers of vehicles in the same report.

- The user has the ability to easily run a standard report or customize it as the need arises.
- Always standard in Synovia's report modules is the ability to easily select the vehicle(s) to be included (by bus, route, and fleet), the date ranges for the data (daily, weekly, monthly, yearly) and even the time of day.
- Reports can be saved and scheduled to be ran automatically at the time of need.
- Custom Query features are included in both reports and displaying activates on the map.



The screenshot displays the 'Fleet/Vehicle Hierarchy' section on the left, which includes a search bar and a list of vehicles under 'Nash-Rocky Mount Schools'. The list includes 'Activity Bus', 'Child Nutrition', and several vehicle IDs (7055, 7056, 7111, 7142, 8052) with expand/collapse icons. Below this are 'Fleet Vehicles' and 'Maintenance (White Fleet)'. On the right, there are two configuration panels. The top panel, 'Date Range', has a 'Common Date Ranges' dropdown set to 'Today', with 'Start' at 1/20/2015 12:00 AM and 'End' at 1/20/2015 11:59 PM. The bottom panel, 'Timespan', has a 'Common Date Ranges' dropdown set to 'Today', a 'Common Time Ranges' dropdown set to 'Full Day', and 'Start' at 12:00 AM and 'End' at 11:59 PM. There are also options for 'Calculated' (Last 1 Days) and 'Custom' (Start/End dates).

Select one vehicle, many vehicles or even a fleet of vehicles to be included in the report. The ability to select a date or date range is also standard.

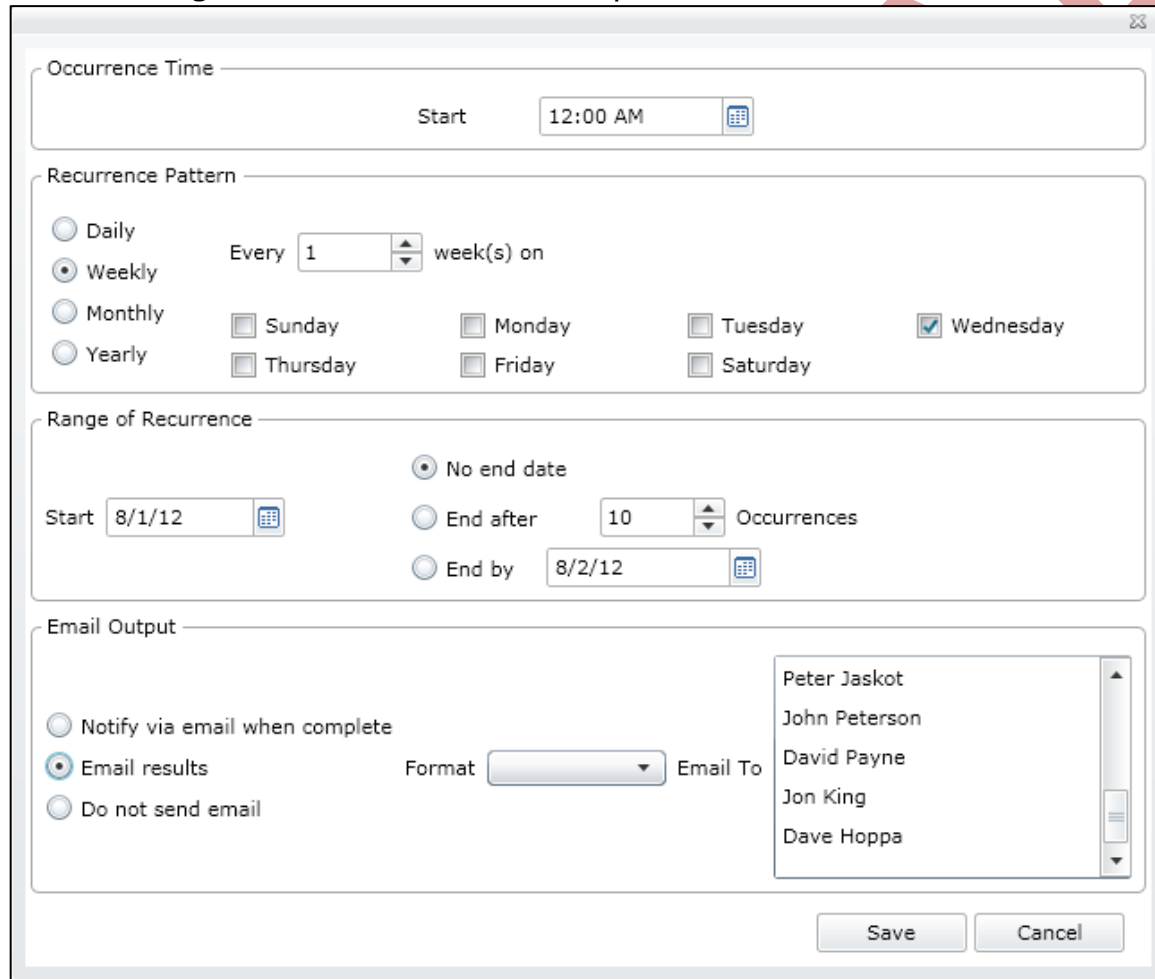
- Schedulable electronic reporting and delivery

Synovia Response:

Silverlining provides the ability to schedule any report to be ran on a regular basis.

Users may also schedule reports to be delivered via email or within the software. For example, if managers wish to review idling and other compliance reports such as speeding, the reports can be scheduled to auto-generate and send to the appropriate recipients.

The following is a screenshot of the report scheduler window:



The screenshot shows a 'Report Scheduler' window with the following sections:

- Occurrence Time:** Start time is set to 12:00 AM.
- Recurrence Pattern:**
 - Radio buttons for Daily, Weekly (selected), Monthly, and Yearly.
 - Frequency: Every 1 week(s) on.
 - Days of the week: Sunday, Monday, Tuesday, Wednesday (checked), Thursday, Friday, Saturday.
- Range of Recurrence:**
 - Radio buttons for No end date (selected), End after, and End by.
 - Start date: 8/1/12.
 - End after: 10 Occurrences.
 - End by: 8/2/12.
- Email Output:**
 - Radio buttons for Notify via email when complete, Email results (selected), and Do not send email.
 - Format: [Dropdown menu]
 - Email To: [List box containing Peter Jaskot, John Peterson, David Payne, Jon King, Dave Hoppa]

Buttons for 'Save' and 'Cancel' are located at the bottom right of the window.

- Easy hardware installation that does not require extensive modification of vehicles

Synovia Response:

The hardware used by Synovia does not require any modification of a vehicle. The LMU3000 (light duty vehicles) model requires no installation at all, just insert the unit into the OBDII port. The LMU2600 series unit is small and can be easily placed under the dash. The wiring harness is also placed under the dash and is only connected to the LMU and any sensors to be monitored.

- Durable, low maintenance equipment

Synovia Response:

The hardware is very reliable, as evidenced by the warranty covering it for the life of the agreement. Poor quality hardware would not be so covered. There is no regular maintenance required for the hardware. All firmware and software updates can be accomplished "Over-the-Air" with no customer interaction.

- Cellular and GPS antennas shall be internal to the unit, with an option for an external antenna.

Synovia Response:

Agreed. All GPS units offered by Synovia have an optional external antenna except the LMU3000. Some vehicles do not have a dash that will allow a GPS signal to pass through and thus require an external antenna. The LMU3000 has no external connections.

- Vendor shall offer a full product line of mobile device options for various input and functional needs (3G/LTE minimum)

Synovia Response:

Synovia offers a full line of products that work in conjunction with the GPS unit:

- The Operator Panel (Driver Log In and Out with Job Codes and Emergency Button)
- The Tablet – Color Touch Screen (Driver Log In & Out with Job Codes, Emergency Button, Navigation, Dispatch Communication, Inspection)
- Emergency Button
- Wi-Fi Hotspot

- Vendor shall offer optional alternative mobile devices that support 4G/LTE and Wi-Fi hotspot capabilities

Synovia Response:

Available

- Vendor must offer devices and data plans for multiple wireless network carriers including at a minimum AT&T and Verizon

Synovia Response:

Synovia is including Verizon service to Delray Beach. We offer devices that can operate on most major CDMA or GSM carriers; Verizon, TMobile, Sprint, AT&T.

Software requirements

- Accessible in an industry standard Web browser such as Microsoft Internet Explorer.

Synovia Response:

Silverlining is designed to operate under Microsoft Internet Explorer, Google Chrome and Firefox. Internet Explorer is recommended.

- Must support unlimited simultaneous users.

Synovia Response:

Standard

- Able to show vehicle location information including: ID, location, heading, address, lat/long, time of fix, status, speed, etc. All parameters shall be customizable to the client's preference.

Synovia Response:

Standard in Silverlining.

Each signal includes; ID, Fleet, Date/Time, Speed, Ignition Status, Location, Lat/Long and Mileage Traveled. The lat/long can also be displayed for any point on the map by only a mouse click.

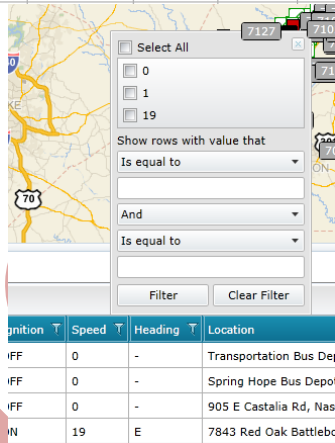
ORIGINAL

- Filtering capabilities to limit viewing vehicles to specific groups or subgroups.

Synovia Response:

- Filtering capabilities are very robust in Silverlining.
- The user can select the specific vehicles or a full fleet or sub fleet to display on the map or report.
- The user can create a report with the ability to filter the data after the report is generated for specific needs.
- After displaying all the vehicles within a fleet on the map, it is very easy to filter on any one of the items displayed on the lower portion of the screen. Simply click on the Filter icon next to each event label to specify the filter.

Vehicle	Fleet	Time	Event	Ignition	Speed	Headir	Location	Distance
7131	Maintenance (White Fleet)	1/24/2015 11:19:57 AM	Ignition Off	OFF	0	-	905 E Castalia Rd, Nashville, NC	0.00 mi
7108	Maintenance (White Fleet)	1/6/2015 1:44:44 PM	GPS Update	ON	19	E	7843 Red Oak Battleboro Rd, Battleboro, NC	44.32 mi
7102	Maintenance (White Fleet)	11/18/2014 1:02:49 PM	GPS Update	ON	0	-	406 Essex Rd, Nashville, NC	54.37 mi

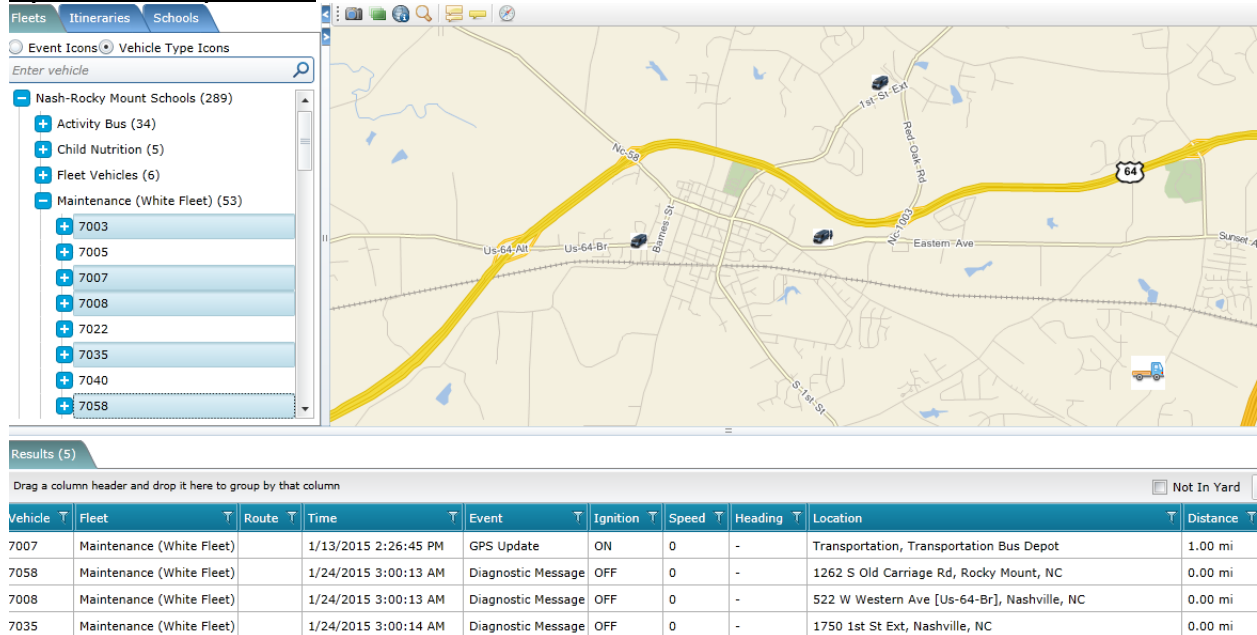


Ignition	Speed	Heading	Location
OFF	0	-	Transportation Bus Dep
OFF	0	-	Spring Hope Bus Depot
OFF	0	-	905 E Castalia Rd, Nas
ON	19	E	7843 Red Oak Battlebo

ORIGINAL

- Vehicle table or list that shows a preview of vehicle information. The vehicle list shall allow easy pan/zoom to a selected vehicle.

Synovia Response:



The screenshot displays the Synovia Solutions software interface. On the left, there is a sidebar with navigation tabs for 'Fleets', 'Itineraries', and 'Schools'. Below these, there are options for 'Event Icons' and 'Vehicle Type Icons', along with a search bar labeled 'Enter vehicle'. A list of vehicle categories is shown, including 'Nash-Rocky Mount Schools (289)', 'Activity Bus (34)', 'Child Nutrition (5)', 'Fleet Vehicles (6)', and 'Maintenance (White Fleet) (53)'. Under 'Maintenance (White Fleet)', several vehicle IDs are listed: 7003, 7005, 7007, 7008, 7022, 7035, 7040, and 7058. The main area is a map showing a route highlighted in yellow. Below the map, there is a 'Results (5)' section with a table of vehicle data.

Vehicle	Fleet	Route	Time	Event	Ignition	Speed	Heading	Location	Distance
7007	Maintenance (White Fleet)		1/13/2015 2:26:45 PM	GPS Update	ON	0	-	Transportation, Transportation Bus Depot	1.00 mi
7058	Maintenance (White Fleet)		1/24/2015 3:00:13 AM	Diagnostic Message	OFF	0	-	1262 S Old Carriage Rd, Rocky Mount, NC	0.00 mi
7008	Maintenance (White Fleet)		1/24/2015 3:00:13 AM	Diagnostic Message	OFF	0	-	522 W Western Ave [Us-64-Br], Nashville, NC	0.00 mi
7035	Maintenance (White Fleet)		1/24/2015 3:00:14 AM	Diagnostic Message	OFF	0	-	1750 1st St Ext, Nashville, NC	0.00 mi

- Capable of creating “geofences” using a radius and polygon selection, as well as, distance from a configurable line (routes).

Synovia Response:

Silverlining provides the functionality to create and report on Geofences. The geofences can be drawn directly on the map of Silverlining. A user may create a geofence using the “polygon” drawing tool that allows free form geofences to be created.

Reporting requirements

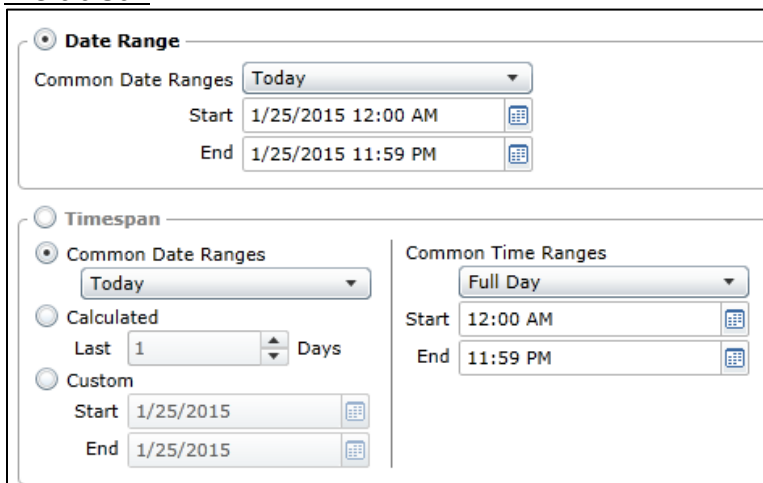
Synovia Response:

The Reports module of Silverlining is very extensive and user managed. It appears the requirements were created to mirror an existing set of reports. While Silverlining Reports are different from those currently being used, they provide all of the useful information needed.

- Detailed Summary: This report provides an overview of all events that happened for the vehicle(s) during a given date/time range.

Synovia Response:

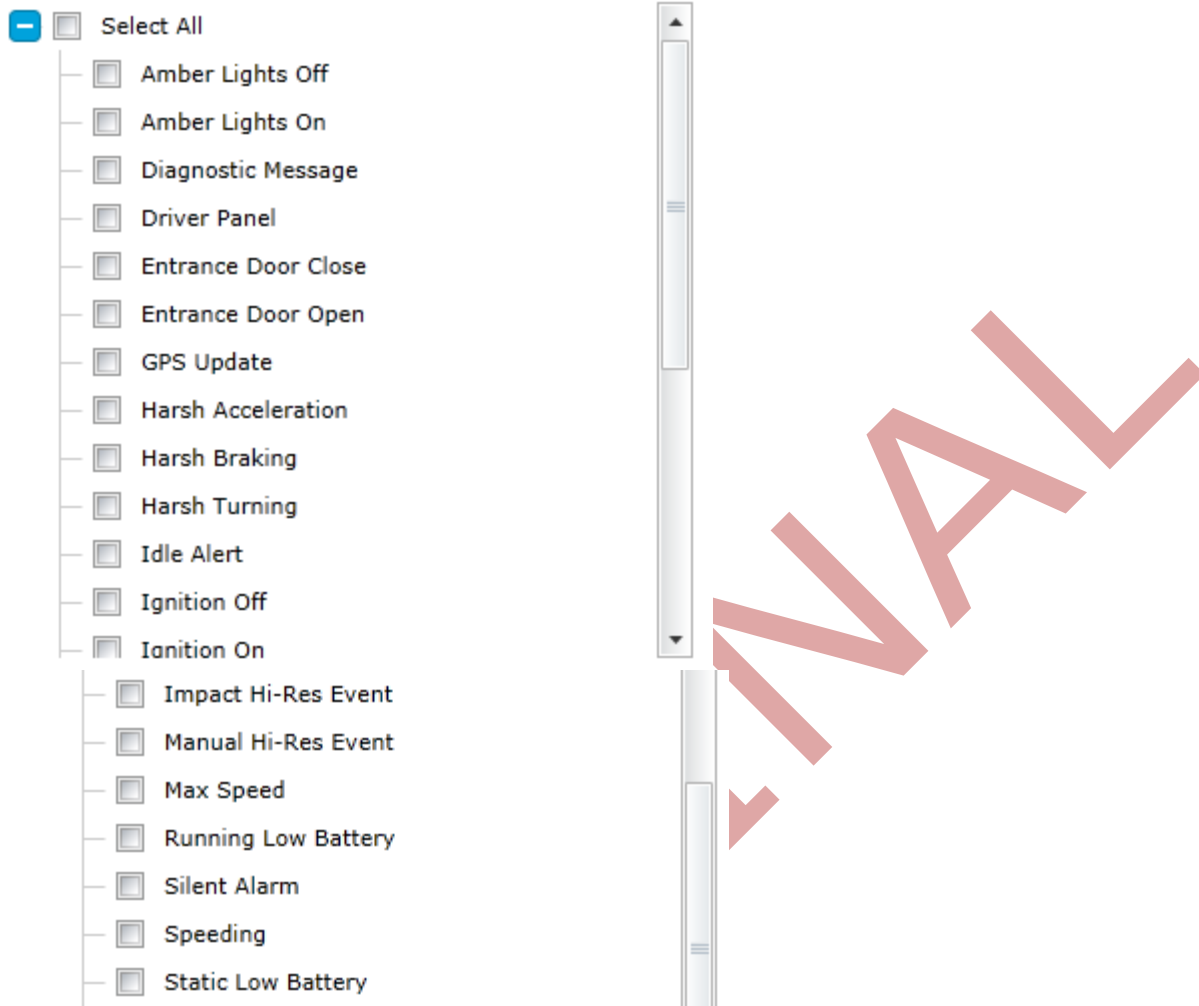
The user may select one or more vehicles to include in the report. They can also select a date or date range as well as a time or a time range to be included.



The screenshot displays a reporting interface with two main sections: "Date Range" and "Timespan".

- Date Range:** Includes a "Common Date Ranges" dropdown set to "Today", and "Start" and "End" fields with calendar icons. The start is 1/25/2015 12:00 AM and the end is 1/25/2015 11:59 PM.
- Timespan:** Includes a "Common Date Ranges" dropdown set to "Today", a "Common Time Ranges" dropdown set to "Full Day", and "Start" and "End" fields with calendar icons. The start is 12:00 AM and the end is 11:59 PM.
- Calculated:** Includes a "Last" field set to "1" and a "Days" label.
- Custom:** Includes "Start" and "End" fields with calendar icons, both set to 1/25/2015.

A user may select one, some or all of the events being monitored to be included in the report:



The user is given almost total flexibility to create the report that is needed at any given time.

- Duration Detailed: This report should compute the elapsed time between two statuses such as time spent at site or on the road.

Synovia Response:
All detail reports have time.

- Event Summary: This report should list all violations of established Exception Condition parameters and its details.

Synovia Response:
Standard, one example is provided:

Result description for Vehicle Performance Daily Details

Parameter: Date Range - Value: 1/18/2015 - 1/24/2015

Parameter: Fleet/Vehicle Hierarchy - Value: 54 selected items

Parameter: Event - Value: Idle Alert, Max Speed, Harsh Acceleration, Harsh Braking, Speeding, Zone Speeding, Harsh Turning

Drag a column header and drop it here to group by that column

Fleet	Vehicle	Timestamp	Event	Points	Location
Maintenance (White Fleet)	7003	1/23/2015 9:36:50 AM	Idle Alert	1.15	Transportation, Transportation Bus Depot
Maintenance (White Fleet)	7003	1/20/2015 10:13:39 AM	Harsh Braking	0.05	1119 Eastern Ave [Us-64-Br], Nashville, NC
Maintenance (White Fleet)	7003	1/20/2015 10:16:15 AM	Harsh Braking	0.05	1655 Red Oak Rd, Nashville, NC
Maintenance (White Fleet)	7005	1/20/2015 6:46:53 AM	Idle Alert	0.27	547 Forrest Rd W, Wilson, NC
Maintenance (White Fleet)	7005	1/21/2015 9:50:50 AM	Idle Alert	0.26	Spring Hope Bus Depot, SPRING HOPE ELEMENTARY SCHOOL
Maintenance (White Fleet)	7005	1/21/2015 8:16:33 AM	Idle Alert	0.20	Rocky Middle Bus Depot, ROCKY MOUNT MIDDLE SCHOOL
Maintenance (White Fleet)	7005	1/22/2015 6:58:00 AM	Idle Alert	0.16	545 Forrest Rd W, Wilson, NC
Maintenance (White Fleet)	7005	1/22/2015 8:18:20 AM	Idle Alert	0.15	1234 S Old Carriage Rd, Rocky Mount, NC
Maintenance (White Fleet)	7005	1/20/2015 7:59:03 AM	Idle Alert	0.14	1234 S Old Carriage Rd, Rocky Mount, NC
Maintenance (White Fleet)	7005	1/23/2015 11:03:35 AM	Idle Alert	0.11	Southern Nash Middle Bus Depot, SOUTHERN NASH MIDDLE SCHOOL
Maintenance (White Fleet)	7005	1/21/2015 7:01:55 AM	Harsh Braking	0.05	Cozart Rd NW, Wilson, NC
Maintenance (White Fleet)	7005	1/21/2015 12:36:04 PM	Harsh Braking	0.05	12062 Us Highway 64 [Us-64-Alt/Us-64-Alt], Spring Hope, NC
Maintenance (White Fleet)	7005	1/22/2015 7:00:35 AM	Harsh Braking	0.05	Cozart Rd NW, Wilson, NC

ORIGINAL

- Exception Conditions: This report must list all Exception Conditions that have been recorded.

Synovia Response:

Standard, a user may select one, some or all exceptions:

Event

If you don't select any events, then the report will run using ALL events

Select All

- Harsh Acceleration
- Harsh Braking
- Harsh Turning
- Idle Alert
- Max Speed
- Speeding
- Zone Speeding

- Landmarks: This report should show the location that has been recorded.

Synovia Response:

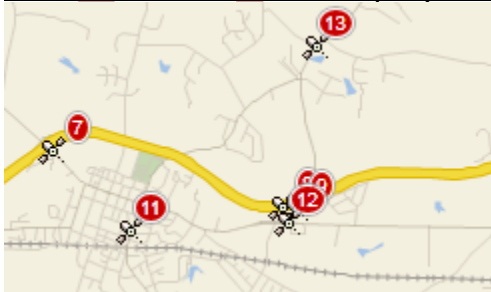
Silverlining deals with both Geofences and Landmarks in the same flexible way. They can be user created and named as desired. Users have a choice of displaying the Landmark name or the address of the location.

- Location Event: This report should show the locations for the selected vehicle(s) for a given date/time.

Synovia Response:

Silverlining provides the ability to show the location of the vehicle or vehicles at any time, 24 hours a day. The user can select a specific time or a range of times.

The vehicles can be displayed on the map:



A user may specify a date or date range along with a time or time range.

The data events with location will be displayed on the bottom of the map in a text report:

Time	Event	Speed	Heading	Location
1/13/2015 8:00:18 AM	Harsh Braking	7	E	3687 Oak Level Rd, Rocky Mount, NC
1/13/2015 8:01:33 AM	Harsh Braking	18	NE	1259 S Old Carriage Rd, Rocky Mount, NC
1/13/2015 8:51:27 AM	Harsh Braking	10	N	587 N Church St [Us-301-Br], Rocky Mount, NC
1/13/2015 10:11:22 AM	Harsh Braking	37	SW	1302 N Wesleyan Blvd [Us-301-Byp], Rocky Mount, NC

A report including the same data is also available.

Data may be mapped for up to 6 months while it can be included in a report for up to 2 years before it is achieved.

- Off/Out of Service Summary: This report should list the times and duration a vehicle is off/out of the service area.

Synovia Response:

Geofences can be created that identify a vehicles service area. Both alerts and reports are available to manage when vehicles leave the service area with the engine on or off.

- Routing Detail: This report should provide the route statistics such as total stops, total drive time, and total break/lunch time for the entire route.

Synovia Response:

Standard

- Stationary Summary: This report should list all of the vehicles(s) that went past a pre-set stationary vehicle time parameter and the location where the vehicle was stationary.

Synovia Response:

Silverlining allows activating an Alert that will notify the user in multiple ways when a vehicle has been turned off and not moving over a specified time limit.

- Vehicle List: This report should provide any vehicle information entered in the database.

Synovia Response:

Standard

Silverlining provides the ability for the customer to add user defined vehicle information as the need arises. This data can be viewed, updated and reported on.

- Reports shall be exportable to Word, Excel, PDF, and other formats.

Synovia Response:

Standard

The user simply clicks on the desired format.

CONFIDENTIAL

Synovia Solutions, LLC

Vehicle Fleet Global Position System (GPS) – ITB: NO: 2015-29

Section II – Summary of Vendor Qualification/Experience

ORIGINAL

Proposal Submitted By:

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Qualification/Experience

Synovia Solutions has been in business for 14 years and specializes in providing fleet management solutions for the public sector – municipalities and school districts.

Synovia Solutions, LLC was created by the merger of Synovia, Inc. and Everyday Solutions, Inc. in September 2012. Both companies provided service to the School Transportation Industry. The Synovia Solutions system has now been deployed on approximately 80,000 vehicles across North America. We have numerous customers in Florida.

Synovia Solutions has an extremely experienced staff that is divided into five departments to support our customers: Technology (Software and Hardware Development & Training), Operations (Implementation & Support), Sales/Marketing, Administrative and Finance.

Staff is located throughout North America with corporate offices located in Indianapolis, Indiana.

Project Manager & Implementation

Synovia will provide an experienced Project Manager to the City of Delray Beach project. This Project Manager will be responsible for coordinating all aspects of the project from planning to training. The Synovia Project Manager will be on-site during the installation of hardware. The Project Manager will manage the installation and provide on-site mentoring and support.

One of the most critical components of a successful GPS system implementation is the installation of hardware and wiring. If the hardware installation and wiring connections are not done professionally, the system will be saddled with problems and issues from the start.

Synovia Solutions has used On-Site Communications as our installation team on major projects for several years. They have successfully completed several thousand school bus installations over the last few years.

The Synovia Project Manager will plan and coordinate the process keeping in mind that communication between the vendor and the customer is critical. Actual installation times will be a subject of discussion between the Project Manager and the Austin ISD representative.

Training & Implementation

User training will be provided just prior and after install to ensure users can generate information from Silverlining. User training is never finished with Synovia. On-going training is always available and at no cost through our extensive Web and Video sessions. A monthly training schedule is published and made available to all Silverlining users identifying the various instructor led Web sessions on each topic. Specific Web training can be scheduled for customers upon request, again at no additional cost. On-Site training is the only training that has an associated cost.

Synovia Solutions Hardware, Software and Implementation Overview

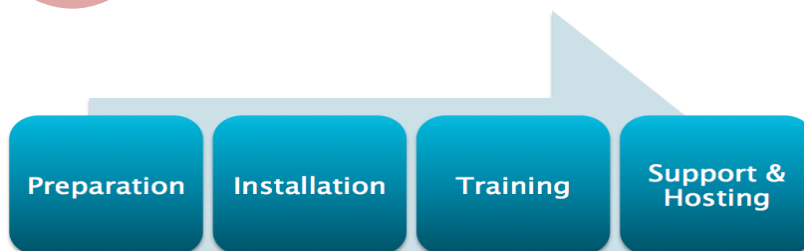
Proposed Implementation Plan

Synovia's experience performing implementations on large to super large fleets is unsurpassed in the industry. This experience has taught us that planning is the key (on our part and the customers) to success. Synovia provides a Project Manager (PM) for all projects. The PM appointed will be one of the experienced, full time PMs employed by Synovia. The PM is responsible for all planning and implementation with the customer prior to installation. On projects over 100 vehicles, the PM will actually be on-site during the hardware installation and manage/coordinate the effort.

Complete implementation ranges between 4 and 6 weeks (longer on very large projects) from the date of agreement finalization. On large projects, a larger group of install techs work on the project (the PM is very important on larger projects). Our techs will spend about 45 minutes per man per bus. Depending upon the location and availability of the vehicles, our install team can complete upward of 20 - 45 vehicles per day. The complete installation time will not be pre-planned, it will be based on discussions with the customer. Our installation teams are very experienced with the Synovia installation process and do not cut corners. We have found that if the installation is not of top quality, the system will never function as planned. For that reason, we use the same install crews throughout the county. They are not green to our process.

The following is a sample project plan. A final Project Plan will be developed by the PM after award and in-depth discussions with the customer. We have executed several hundred projects using this as a template (some as large as 1,500 vehicles). Customer input is always used to develop the final process plan. Upon receiving the award, we will work with your team to create a detailed plan that is specific to all of your requirements.

Our implementation plans are divided into four components:



<u>PHASE DESCRIPTION & DELIVERABLES</u>	<u>TIMELINE TO COMPLETION</u>
<p><u>Phase 1 – Preparation</u></p> <ul style="list-style-type: none"> • <u>Identify stakeholders for project</u> • <u>Review & confirm all contractual requirements</u> • <u>Identify potential project risks and mitigation strategies</u> • <u>Review Change Order process</u> • <u>Schedule status meetings with stakeholders</u> • <u>Create Master Scope of Work with all appropriate information</u> <ul style="list-style-type: none"> ○ <u>Customer contact information</u> ○ <u>Shipping/installation locations</u> ○ <u>Training locations</u> ○ <u>GPS Event Profile</u> ○ <u>Bus list with details</u> • <u>Outline all software requirements</u> <ul style="list-style-type: none"> ○ <u>Username/passwords</u> ○ <u>Privilege group assignments</u> ○ <u>Routing integration requirements</u> • <u>Routing system type</u> • <u>Access to data</u> • <u>Outline all training requirements</u> <ul style="list-style-type: none"> ○ <u>Staff to train on-site</u> ○ <u>Staff to train via webinar</u> ○ <u>Training tracks to complete</u> • <u>Outline all service and support requirements</u> • <u>Create formal timeline for deployment</u> <ul style="list-style-type: none"> ○ <u>Hardware installation</u> ○ <u>Software training</u> ○ <u>Support access</u> • <u>Sign-off on Master Scope of Work</u> • <u>Prepare hardware kits</u> <ul style="list-style-type: none"> ○ <u>Inventory assignment to customer</u> ○ <u>Activation on selected carrier</u> ○ <u>Programming based on GPS event profile</u> ○ <u>Testing and labeling of units</u> ○ <u>Kit assembly</u> ○ <u>Shipping/tracking to specified locations</u> 	<p><u>2-4 Weeks</u></p>

<p><u>Phase 2 – Installation</u></p> <ul style="list-style-type: none"> • <u>Install AVL/GPS hardware on fleet</u> <ul style="list-style-type: none"> ○ <u>Installation based on customer priority of designated locations and vehicles</u> ○ <u>Average of 20 - 40 buses per day</u> • <u>Test all hardware functionality at local sites</u> • <u>Track and document all progress relative to stakeholder objectives</u> • <u>Confirm all resources required for training</u> 	<p><u>4 Days</u></p>
<p><u>Phase 3 – Training –Web-based</u></p> <ul style="list-style-type: none"> • <u>Prepare training materials</u> <ul style="list-style-type: none"> ○ <u>Review Training Tracks required</u> • <u>Review software configuration for turnkey deployment</u> <ul style="list-style-type: none"> ○ <u>Fleet hierarchy</u> ○ <u>Privilege groupings</u> • <u>Train customer staff on software functionality</u> <ul style="list-style-type: none"> ○ <u>Instructor led Web-based training</u> ○ <u>Web-based training</u> • <u>Provide hands-on application of data relative to business objectives</u> 	<p><u>Personalized Web Training</u></p> <p><u>Monthly Synovia Web Training Classes</u></p> <p><u>Web Training</u></p>
<p><u>Synsurance Support</u></p> <ul style="list-style-type: none"> • <u>Review help desk support process</u> <ul style="list-style-type: none"> ○ <u>Regular hours of operation</u> ○ <u>Support protocols</u> ○ <u>Severity levels</u> ○ <u>Alternate contact points</u> ○ <u>After hours support process</u> • <u>Provide support documentation as required</u> • <u>Provide additional documentation as identified during installation and training phases</u> • <u>Recommend additional training, consulting, and/or analysis based on user feedback</u> • <u>Monitor and measure system performance</u> • <u>Provide as-needed support and consulting assistance for the application, database, hardware troubleshooting, professional development, and end-user support areas</u> • <u>Train users in use of Customer Portal.</u> 	<p><u>Immediate and Ongoing</u></p>

Synovia's hardware and software will allow you to track buses in a live environment, manage morning/afternoon dispatch timing, monitor and manage route performance, and create real-time or historical reports on all bus activity.

GPS Hardware Details

The Synovia solution will send a multitude of information, based on the requirements of the customer.

The data can be categorized into three sections: GPS information, Basic Electrical Inputs and Additional Electrical Inputs. The following is a summary:

1) GPS Information

- Location
- Speed
- Heading (Direction)
- Mileage
- Idling
- Zone Entry/Exit
- Hard Braking
- Rapid Acceleration
- Harsh Turning
- Left/Right Turns

2) Basic Electrical Inputs

- 12V or 24V Power (includes a Low Battery Voltage reading)
- Ground
- Ignition On/Off

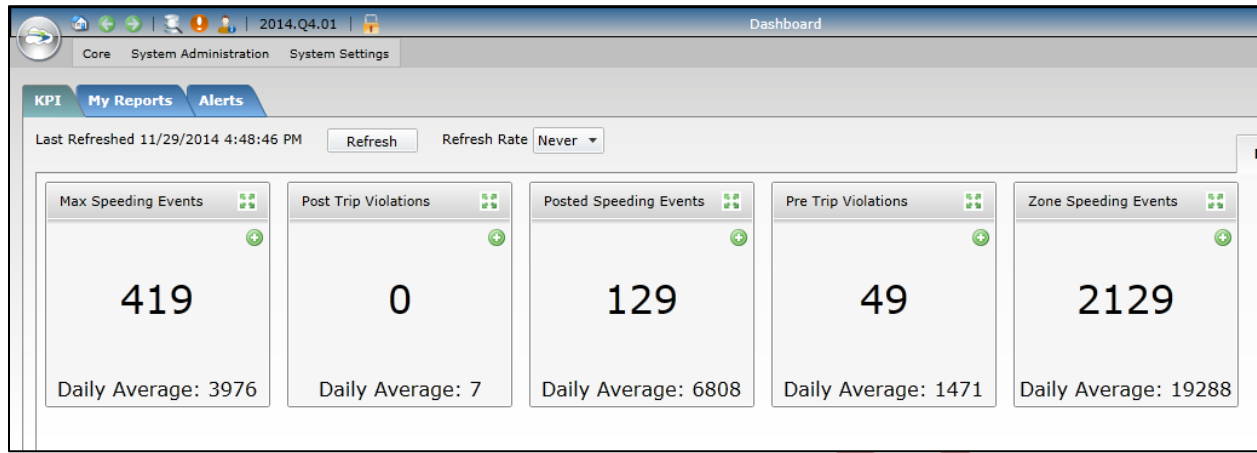
3) Additional Electrical Inputs (up to 7 max):

- Stop Arm/Red Flashers
- Amber Flashers
- Entrance Door Open/Close
- Railroad Crossing Procedure (based on Hazards and Entrance Door)
- Emergency (Panic) Button

Synovia's GPS hardware uses a 50 channel GPS receiver, which translates into a high degree of accuracy. The hardware also supports store and forward technology to accommodate potential "dead-zones" in cellular coverage.

Silverlining Software Functionality – CORE Module

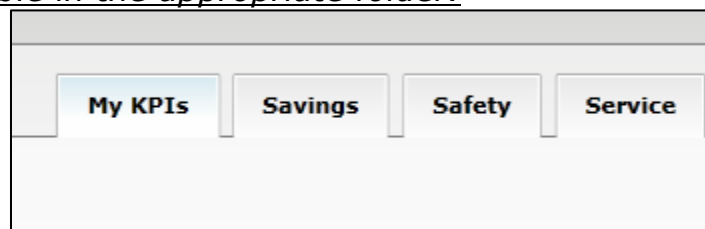
Key Performance Indicators on Dashboard



Synovia’s software platform offers districts the ability to manage their operations using Key Performance Indicators (KPIs). These are set by the districts based on what they prefer to measure and manage. The following are some examples of KPIs that will help districts improve their efficiency, enhance safety and manage costs:

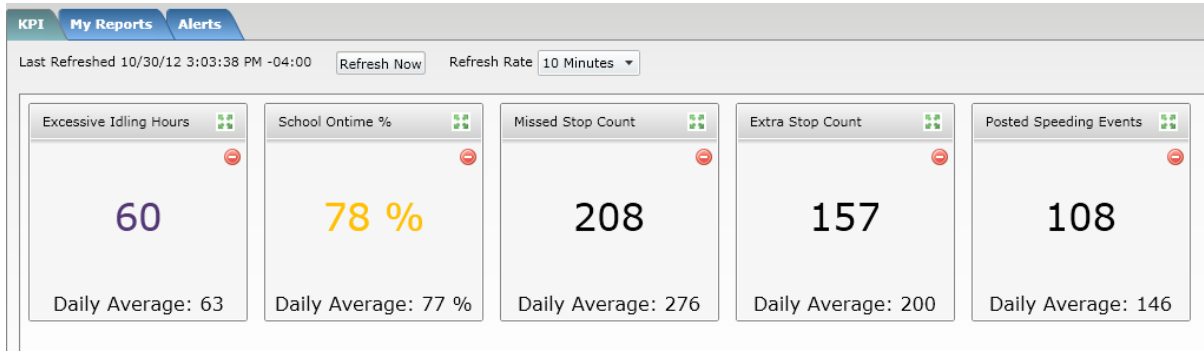
- Excessive Idling Hours
- Excessive Idling Cost
- Max Speeding Count
- Zone Speeding Count
- Posted Speeding Count
- Asset Utilization
- Pre-Trip Exception Count
- Post-Trip Exception Count
- Railroad Crossing Compliance
- On-Time Performance
- Missed/Extra Stops
- Early/Late Stops

The KPIs are initially placed in the appropriate folder. Each user may transfer any or all KPIs to their “My KPIs” folder. The KPIs selected by the user will be displayed on the Silverlining Dashboard. Those not selected to be monitored will remain available in the appropriate folder.

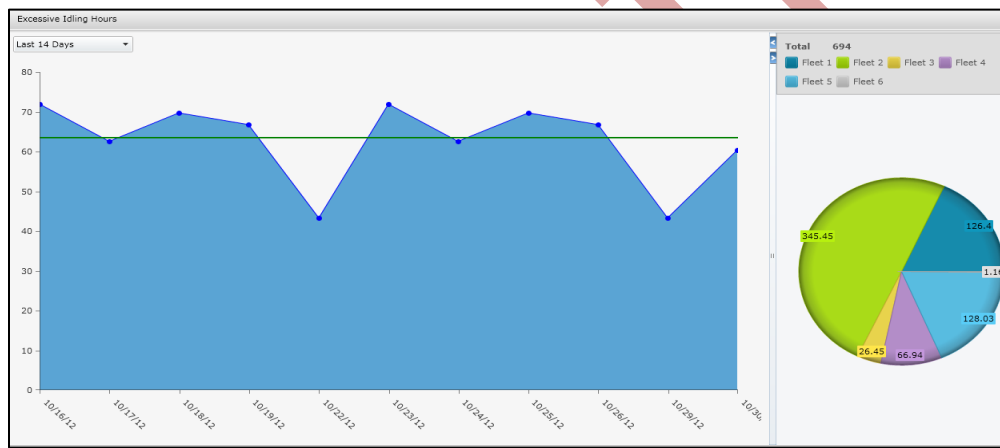


The "My KPIs" folder is displayed as the based screen of Silverlining for this user.

Each KPI is updated throughout the operating day. The following is an example of a customer's "My KPI" folder located on the Dashboard:



Users can click on a KPI to drill down to the actual data based on the selected time frame. This will allow them to see where extra idling is taking place and how much it is costing them:



A user can drill down on a specific date to see the idling for that specific day by fleet.

Result description for Idle Summary by Fleet

Parameter: Idle Threshold - Value: 5
 Parameter: Date Range - Value: 11/18/2014 12:00:00 AM - 11/18/2014 11:59:59 PM

Drag a column header and drop it here to group by that column

Fleet	Idle Time	Excess Idle	Avg Excess Idle	Idle#
Northern Division	27:54:31	17:29:31	00:08:23	125
Southeast Division	18:45:16	11:00:16	00:07:05	93
Southwest Division	22:19:08	14:09:08	00:08:39	98

Another drill down will display the idling for the specific buses in the fleet. The specific detail for a specific bus can be seen by clicking on the bus number.

Fleet	Vehicle	Idle Time	Excess Idle	Avg Excess Idle	Idle#
Northern Division	115	00:07:40	00:02:40	00:02:40	1
Northern Division	117	00:09:58	00:04:58	00:04:58	1
Northern Division	118	02:27:59	01:47:59	00:13:29	8
Northern Division	120	00:23:47	00:13:47	00:06:53	2
Northern Division	131	00:26:37	00:16:37	00:08:18	2
Northern Division	132	00:23:37	00:08:37	00:02:52	3
Northern Division	137	00:42:29	00:27:29	00:09:09	3

Silverlining Fleet Tracking Functionality

As seen from the screenshot below, the home screen layout is very simple and easy to use. On the left are up to three tabs: Fleets Tab (All Fleets, Subfleets and Vehicles are listed), Itineraries Tab (All Route Tiers with assigned runs are listed), Schools Tab (All Schools with assigned Vehicles are listed). Comparative Analysis is required to access the Itineraries and Schools Tabs. In the center, the nationwide NAVTEQ map is displayed. At the top of the screen is the list of easy-to-use icons (explained below) to access all mapping, reporting, dispatch and administration tools.

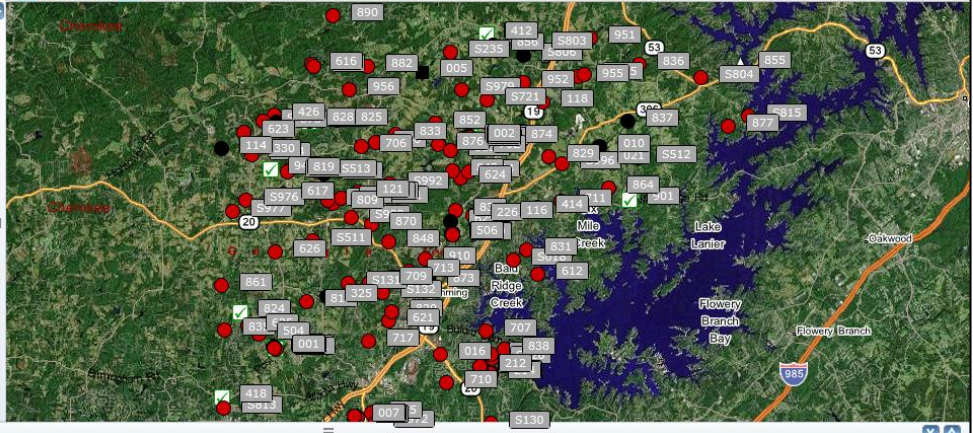
Fleet Tracking

Quick Search

Fleets Itineraries Schools

Enter vehicle

- All Buses (348)
 - Regular (239)
 - Regular Leads (33)
 - Special (76)
 - Repair (5)
 - Transportation (4)



Results (343)

Drag a column header and drop it here to group by that column

Watch Live Clear Results

Vehicle	Fleet	Timestamp	Event	Ignition	Speed	Heading	Location
001	Regular	5/6/2010 5:09:47 PM	Ignition Off	N	0	-	6276 Post Rd [GA-371] Cumming, GA 30040
002	Regular	5/6/2010 3:30:34 AM	Diagnostic Message	N	0	-	3720 Matt Hwy [GA-369] Cumming, GA 30028

ORIGINAL

Silverlining allows users to perform necessary tasks very easily through a selection of icons. Use of these icons can assist with securing answers quickly and are available at any time. The following Silverlining Icons toggle specific functionality on or off:



- ↑ Map Satellite View
- ↑ Map Layer Options
- ↑ Current Latitude / Longitude
- ↑ Advanced Pan Control
- ↑ Event Info Balloons
- ↑ Vehicle IDs
- ↑ Re-Center Map Display



- ↑ Display Geo-Fences (Zones)
- ↑ Find Location
- ↑ Map Nearby
- ↑ Weather Forecast
- ↑ Map Legend
- ↑ Export to Excel
- ↑ Export to PDF
- ↑ On-Line Help with Training Videos
- ↑ Close Screen

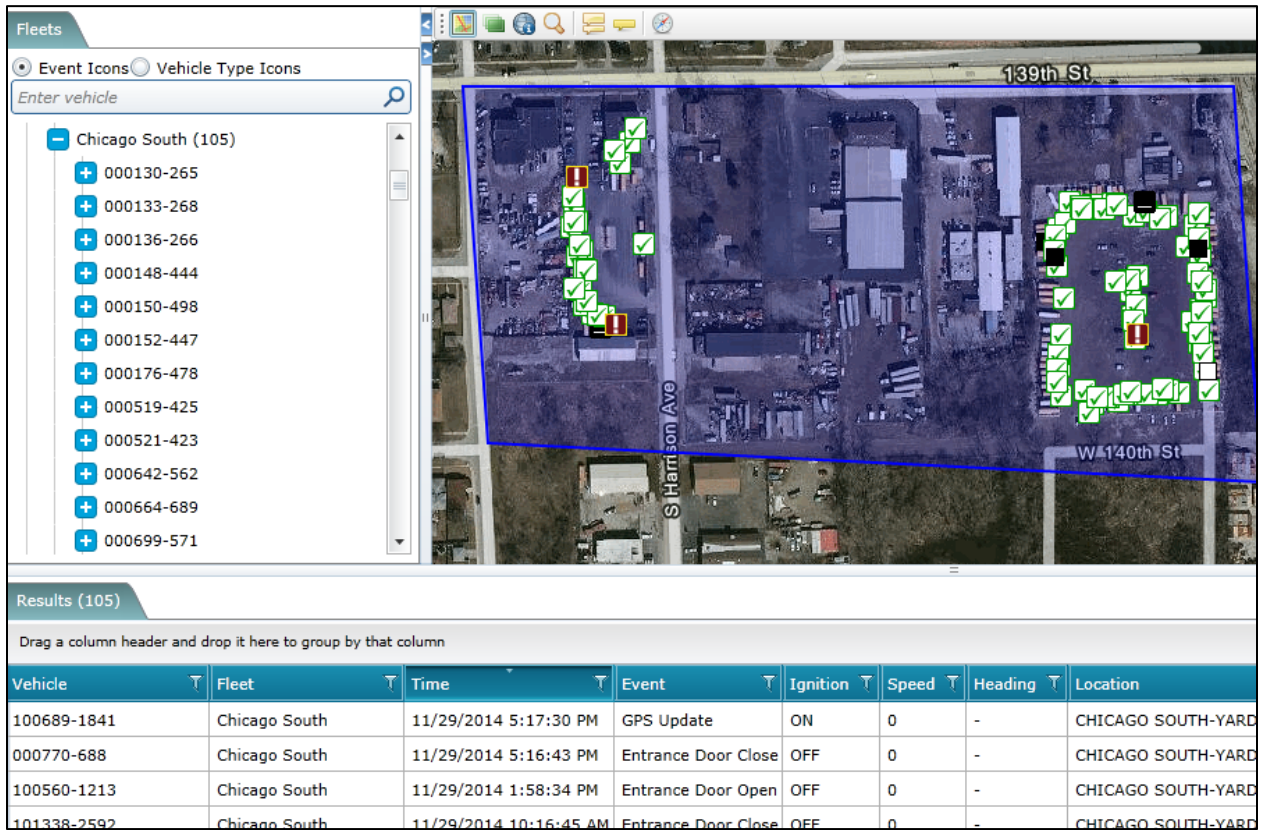
Dispatch Tools

The detailed Fleet Tracking tools are commonly called the Synovia "Dispatch Tools" by users. Dispatchers and support staff answering phone calls use the various Fleet Tracking tools to allow accurate and timely response to questions from parents, transportation staff, school staff and central administrative staff. As explained in the previous pages the following functionality provides timely access to critical information to the individuals that need it:

- Map Vehicles (Where is my bus)
- Map Vehicle History (My bus is not come today)
- Map Nearby Vehicle (My bus is broken down and I have students on board)
- Watch Vehicles Live (Where is bus 49 going)

Locate a Vehicle or a Fleet of Vehicles

Silverlining provides the user the ability to locate one, many, or all vehicles with one click (Map Vehicles). It is even possible to locate a fleet or all vehicles at a previous point in time with a click of the mouse (Map Fleet Snapshot). Vehicle numbers can be toggled on or off. The Satellite view of the map can also be toggled on or off as needed.

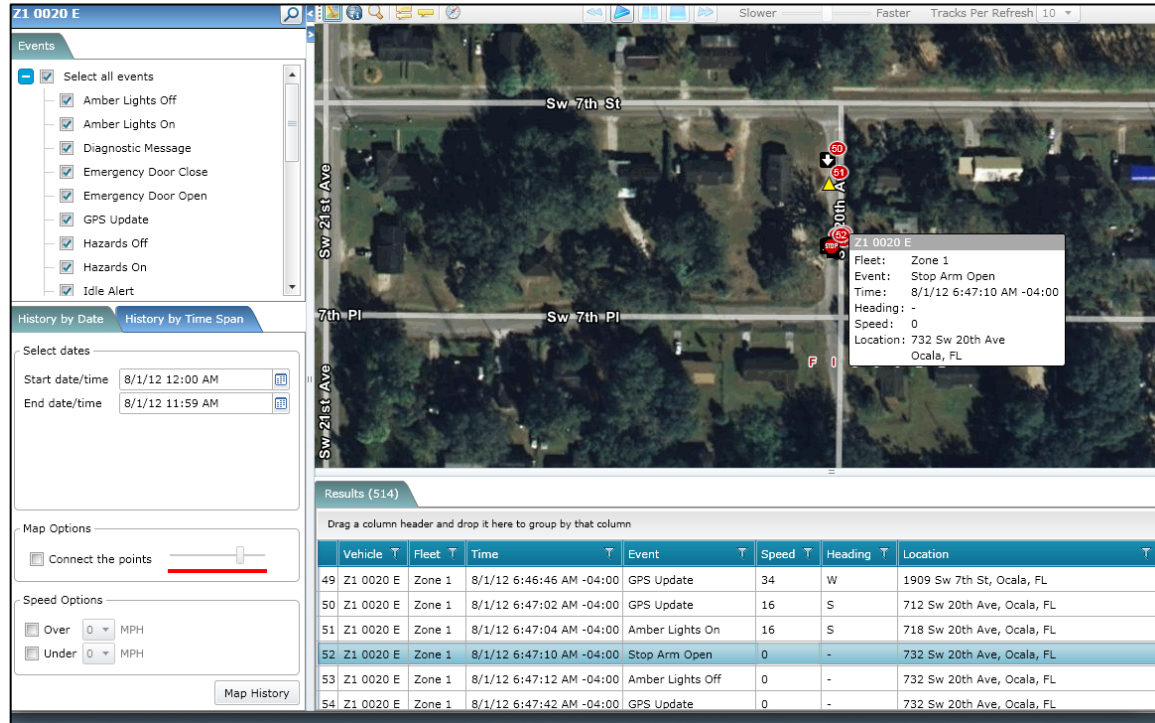


Vehicle	Fleet	Time	Event	Ignition	Speed	Heading	Location
100689-1841	Chicago South	11/29/2014 5:17:30 PM	GPS Update	ON	0	-	CHICAGO SOUTH-YARD
000770-688	Chicago South	11/29/2014 5:16:43 PM	Entrance Door Close	OFF	0	-	CHICAGO SOUTH-YARD
100560-1213	Chicago South	11/29/2014 1:58:34 PM	Entrance Door Open	OFF	0	-	CHICAGO SOUTH-YARD
101338-2592	Chicago South	11/29/2014 10:16:45 AM	Entrance Door Close	OFF	0	-	CHICAGO SOUTH-YARD

To display the location of all vehicles in a specific fleet, left click on the fleet name. The vehicles will be located and displayed on the map and included in the text list at the bottom of the map.

Map History Function

To display the travel and event history of a vehicle, left click on the "Map History" option. A menu appears allowing users to select one, several or all of the tracked events to be included. The user then selects the start and end date/time to be included in the travel/event history to be displayed. Several additional options are also available for display.



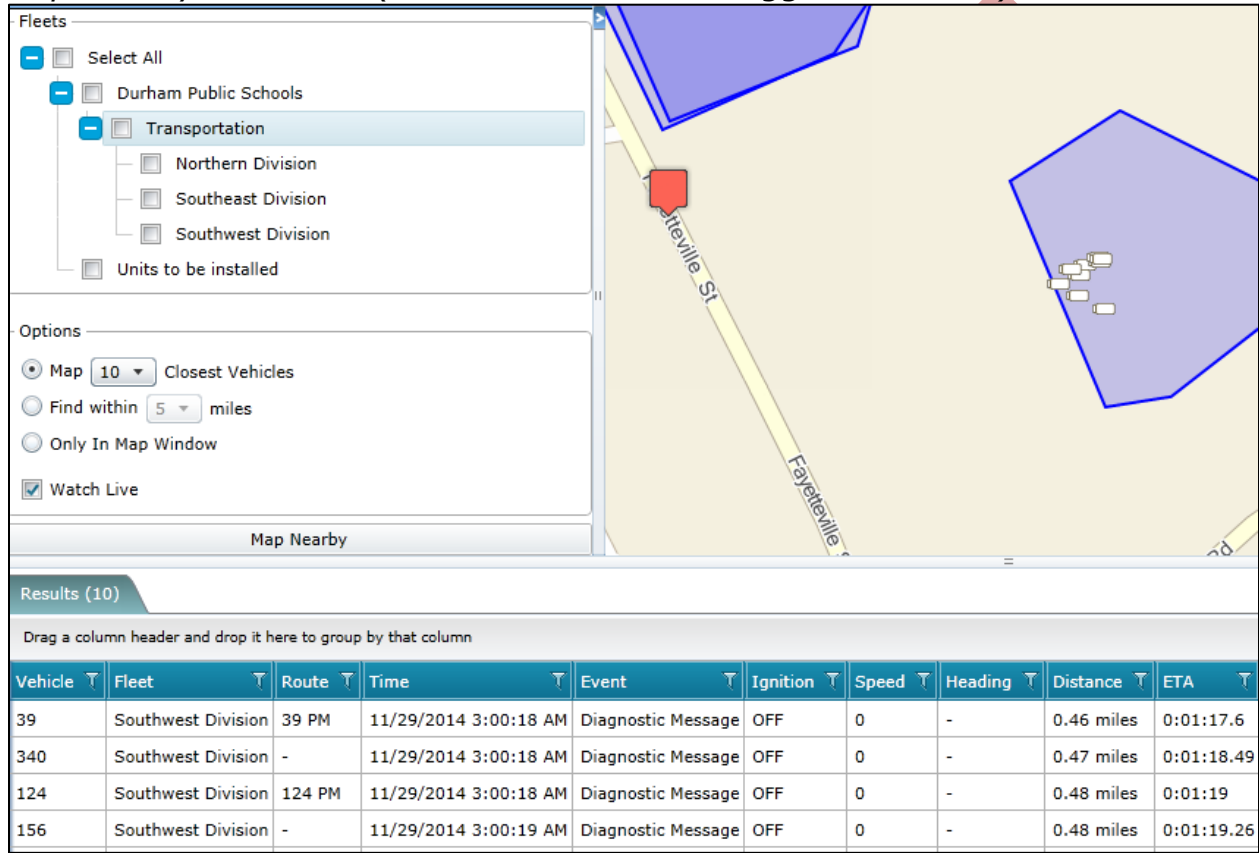
Vehicle	Fleet	Time	Event	Speed	Heading	Location	
49	Z1 0020 E	Zone 1	8/1/12 6:46:46 AM -04:00	GPS Update	34	W	1909 Sw 7th St, Ocala, FL
50	Z1 0020 E	Zone 1	8/1/12 6:47:02 AM -04:00	GPS Update	16	S	712 Sw 20th Ave, Ocala, FL
51	Z1 0020 E	Zone 1	8/1/12 6:47:04 AM -04:00	Amber Lights On	16	S	718 Sw 20th Ave, Ocala, FL
52	Z1 0020 E	Zone 1	8/1/12 6:47:10 AM -04:00	Stop Arm Open	0	-	732 Sw 20th Ave, Ocala, FL
53	Z1 0020 E	Zone 1	8/1/12 6:47:12 AM -04:00	Amber Lights Off	0	-	732 Sw 20th Ave, Ocala, FL
54	Z1 0020 E	Zone 1	8/1/12 6:47:42 AM -04:00	GPS Update	0	-	732 Sw 20th Ave, Ocala, FL

All travel and tracked events that occurred between the start and end date/time specified by user will be displayed in the map area of the main screen. Vehicle travel and tracked events may be selected for today, yesterday, last week, last month or etc..

Map Nearby Function

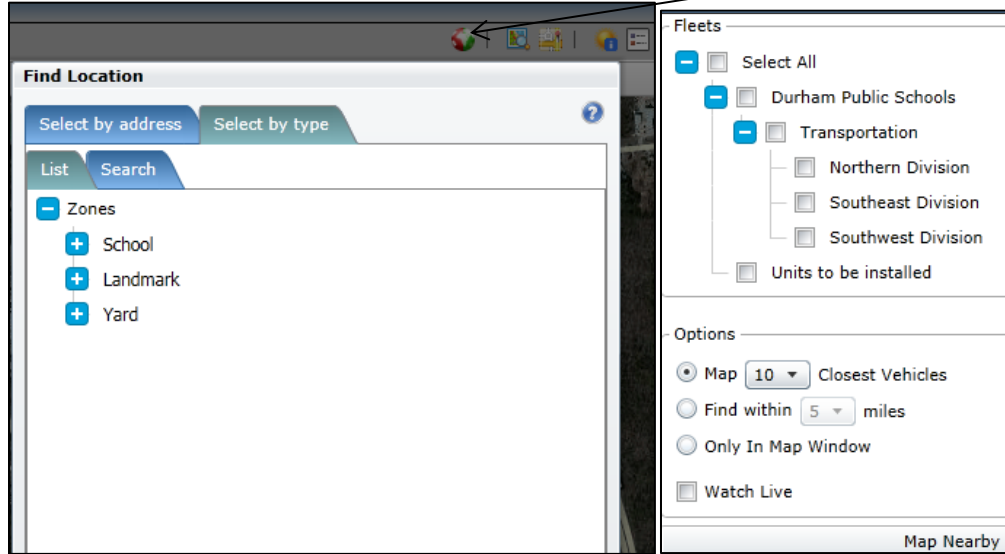
Silverlining provides the ability to locate the nearest vehicles to a specific bus location, an address or an established geo-fence (zone). The user may specify the fleet or fleets to draw from, the nearest number of vehicles to be included and the maximum distance to draw vehicles from. The user can also select the ability to put the selected vehicles in watch live mode.

Map Nearby to a bus: (Bus numbers can be toggled on or off)

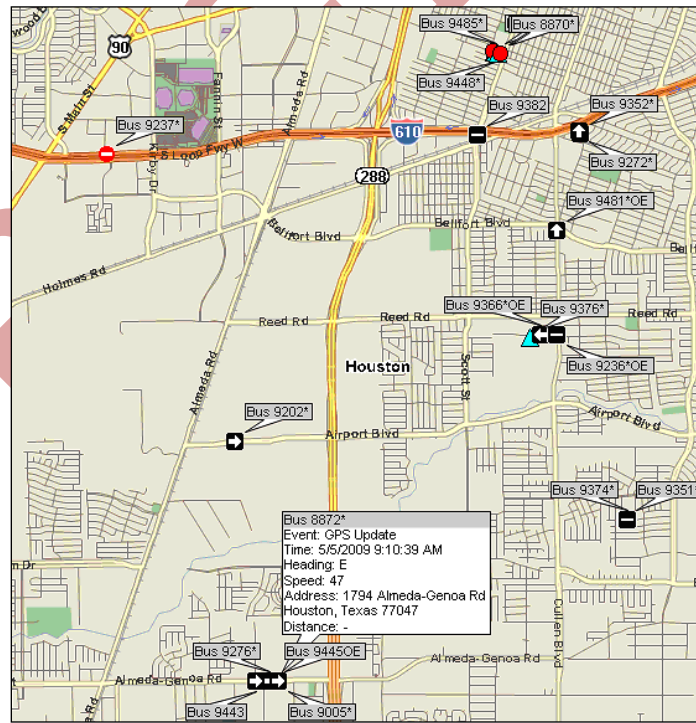


Vehicle	Fleet	Route	Time	Event	Ignition	Speed	Heading	Distance	ETA
39	Southwest Division	39 PM	11/29/2014 3:00:18 AM	Diagnostic Message	OFF	0	-	0.46 miles	0:01:17.6
340	Southwest Division	-	11/29/2014 3:00:18 AM	Diagnostic Message	OFF	0	-	0.47 miles	0:01:18.49
124	Southwest Division	124 PM	11/29/2014 3:00:18 AM	Diagnostic Message	OFF	0	-	0.48 miles	0:01:19
156	Southwest Division	-	11/29/2014 3:00:19 AM	Diagnostic Message	OFF	0	-	0.48 miles	0:01:19.26

Map Nearby to a Geo-Fence (Zone) – School, Yard, Landmark
While in Fleet Tracking, a user may select the Map Nearby Icon to identify a specific address or a Geo-Fence (Zone).



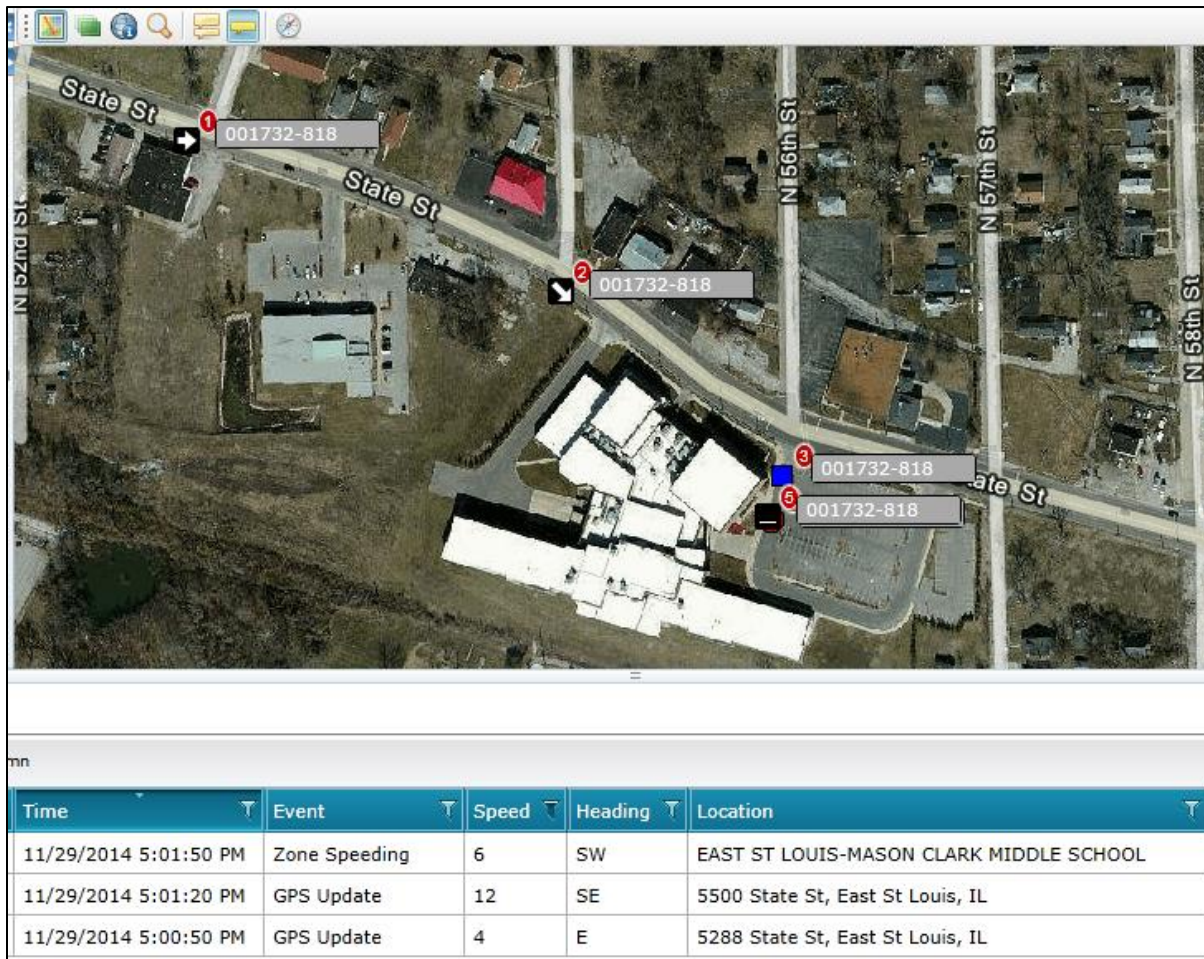
The location of the vehicle, address or Geo-Fence in question is displayed along with the nearest vehicles from the identified fleets. The table below provides textual data.



Vehicle	Fleet	Route	Time	Event	Ignition	Speed
346	Southwest Division	-	11/29/2014 3:00:18 AM	Diagnostic Message	OFF	0
2004	Southwest Division	-	11/29/2014 3:00:17 AM	Diagnostic Message	OFF	0
351	Southwest Division	-	11/29/2014 3:00:19 AM	Diagnostic Message	OFF	0

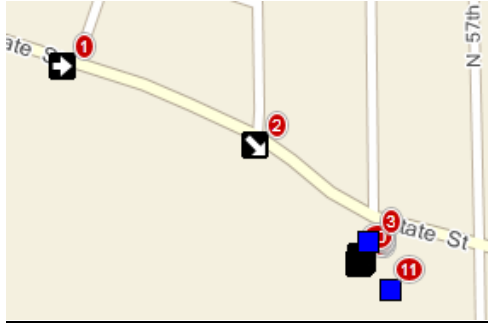
Watch Live Function

Silverlining provides the ability for users to watch the real time movement/travel of a fleet of vehicles, a group of vehicles or a specific vehicle. Each time a signal is received from the vehicle, the location of the vehicle(s) will be plotted on the map. Keep in mind that signals are received from the vehicle(s) every 30 seconds, on each right or left turn and each time a connected sensor is turned on or off.



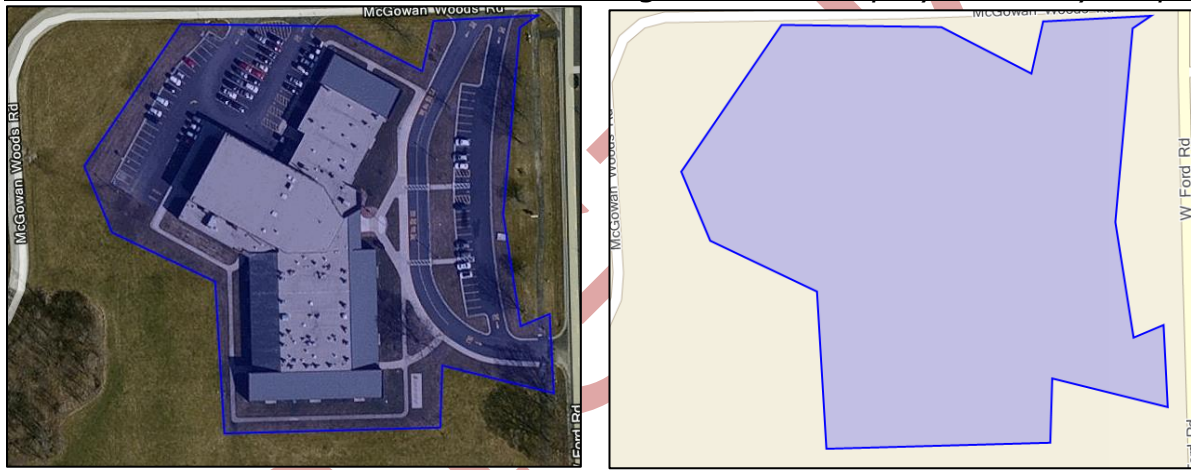
Time	Event	Speed	Heading	Location
11/29/2014 5:01:50 PM	Zone Speeding	6	SW	EAST ST LOUIS-MASON CLARK MIDDLE SCHOOL
11/29/2014 5:01:20 PM	GPS Update	12	SE	5500 State St, East St Louis, IL
11/29/2014 5:00:50 PM	GPS Update	4	E	5288 State St, East St Louis, IL

The user can toggle on or off the vehicle number, event info or the Satellite view of the map. The red event numbers are provided to easily match the event with the text list below.

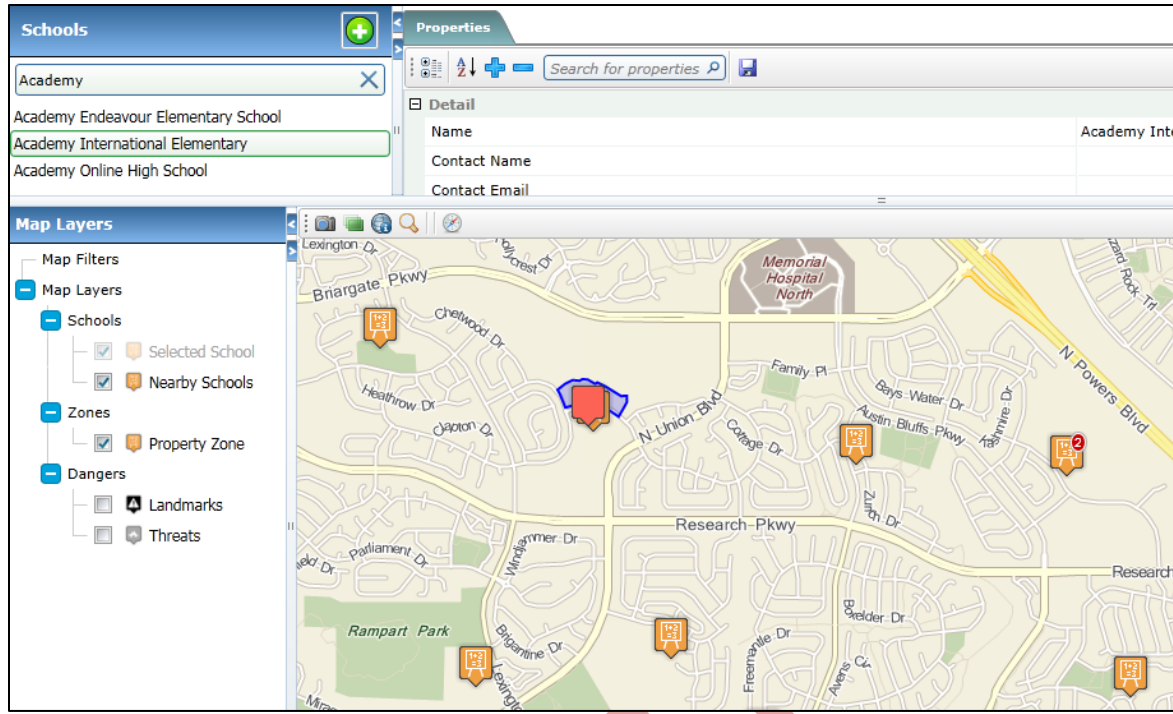


Geo-Fences (Zones)

Silverlining provides the functionality to draw multi-sided Geo-Fences (Zones) around school bus parking areas, bus yards and landmarks. Note the zone below was drawn in Silverlining with multiple corners and sides to match the possible parking areas for buses. The same school bus zone is displayed on the left under the Satellite view while the right zone is displayed in only map view.



By drawing zones in Silverlining, the ability to track school arrivals is available. In most operations, being in a position to prove the drivers are arriving on-time is important. School is listed by name with their location and parking areas clear. Nearby schools, yards and landmarks can be included.



The screenshot displays a GIS application interface. On the left, there are three main panels: 'Schools', 'Map Layers', and 'Map Filters'. The 'Schools' panel lists 'Academy Endeavour Elementary School', 'Academy International Elementary', and 'Academy Online High School'. The 'Map Layers' panel includes 'Map Filters', 'Map Layers', 'Schools', 'Zones', and 'Dangers'. The 'Map Filters' panel has sub-sections for 'Selected School', 'Nearby Schools', 'Property Zone', 'Landmarks', and 'Threats'. The main map area shows a street grid with several orange location pins. A red and blue pin is highlighted in the center. The 'Properties' panel on the right shows a search bar and a 'Detail' section with fields for 'Name', 'Contact Name', and 'Contact Email'. The map includes labels for 'Memorial Hospital North' and 'Rampart Park'.

ORIGINAL

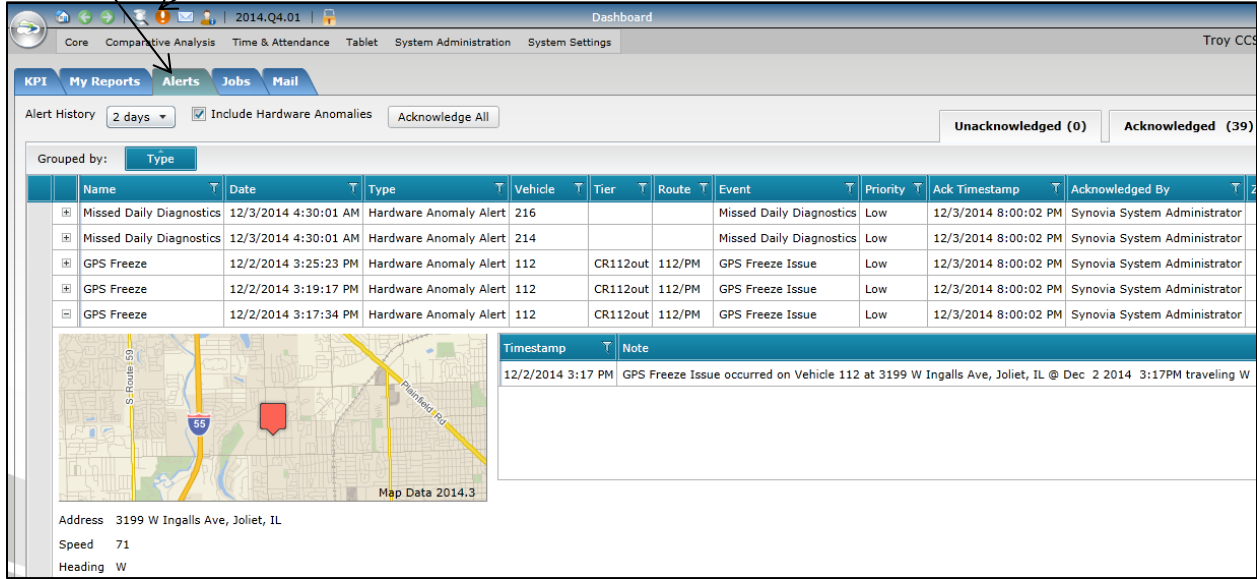
Alerts Module

Silverlining includes a very robust Alerts Designation and Monitoring function that is customizable and configurable. Almost everything can be configured as an alert to notify one or more users as well as non-users through email or text. Alerts can be easily be configured to notify of activity(authorized and unauthorized), battery low voltage (both static and running), zone entry and exit, idle and max speed. An example of some Alerts that are being used by various customers:

<u>After Hours Door Open</u>	<u>DVR Failure</u>	<u>Harsh Turning</u>
<u>Amber Lights Off</u>	<u>DVR Recording</u>	<u>Hazards Off</u>
<u>Amber Lights On</u>	<u>Early</u>	<u>Hazards On</u>
<u>Arm Lift Start</u>	<u>Emergency Button Off</u>	<u>Heater Started</u>
<u>Arm Lift Stop</u>	<u>Engine On</u>	<u>Hi-Res GPS Event</u>
<u>Chair Lift Off</u>	<u>Entrance Door Close</u>	<u>Horn Pressed</u>
<u>Chair Lift On</u>	<u>Entrance Door Open</u>	<u>Idle Alert</u>
<u>Child Check Complete</u>	<u>Failed Post-trip Inspection</u>	<u>Ignition Off</u>
<u>Child Check Complete No Movement</u>	<u>Failed Pre-trip Inspection</u>	<u>Ignition On</u>
<u>Child Check Off</u>	<u>GPS Acquired</u>	<u>Ignition Wiring Issue</u>
<u>Comm Acquired</u>	<u>GPS Antenna Issue</u>	<u>Impact Hi-Res Event</u>
<u>Comm Connected</u>	<u>GPS Freeze Issue</u>	<u>Input Wiring Issue</u>
<u>Comm Lost</u>	<u>GPS Lost</u>	<u>JBUS General Fault</u>
<u>Diagnostic Message</u>	<u>GPS Update</u>	<u>JBUS Manufacturer Fault</u>
<u>Driver Door Close</u>	<u>Grouped Input Wiring Issue</u>	<u>Late</u>
<u>Driver Door Open</u>	<u>Harsh Acceleration</u>	<u>Left Turn Signal Off</u>
<u>Driver Panel</u>	<u>Harsh Braking</u>	

Additional Alerts are in use by customers.

A very effective Alerts screen is also included. This screen is in addition to the Alerts notifications (pop ups, emails, texts). When alerts have been captured by the system, the ALERT icon flashes as a reminder to the user. The icon is at the top of the screen so that it appears all the time a user is logged in. A user can display all the active Alerts by clicking on the Alerts tab.



The screenshot shows the Alerts screen in a web application. At the top, there are navigation tabs for KPI, My Reports, Alerts, Jobs, and Mail. Below the tabs, there are filters for Alert History (2 days), Include Hardware Anomalies, and Acknowledge All. The main area displays a table of alerts with columns for Name, Date, Type, Vehicle, Tier, Route, Event, Priority, Ack Timestamp, and Acknowledged By. A map view is also visible, showing the location of an alert at 3199 W Ingalls Ave, Joliet, IL. The map includes a red pin and a note: "12/2/2014 3:17 PM GPS Freeze Issue occurred on Vehicle 112 at 3199 W Ingalls Ave, Joliet, IL @ Dec 2 2014 3:17PM traveling W".

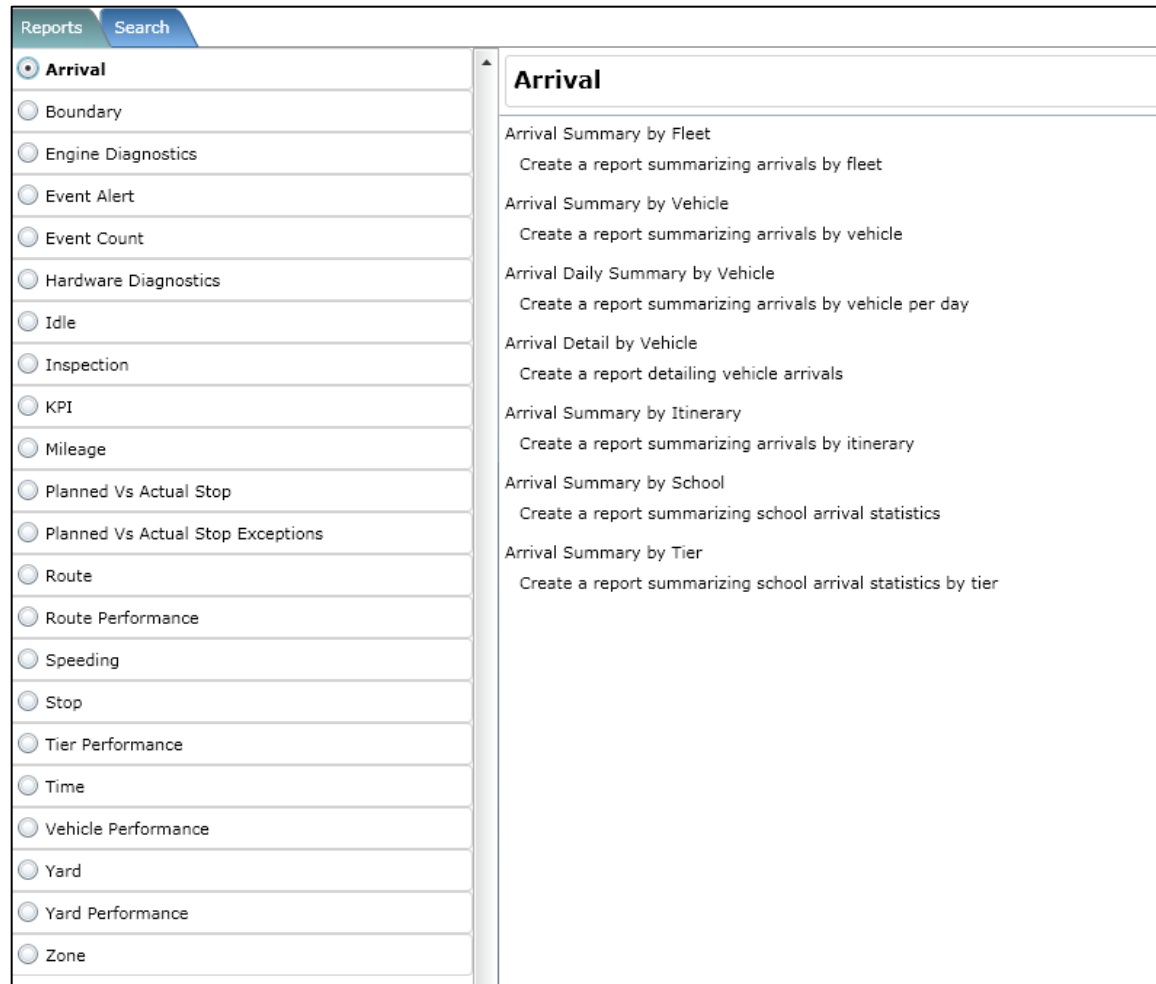
Name	Date	Type	Vehicle	Tier	Route	Event	Priority	Ack Timestamp	Acknowledged By
Missed Daily Diagnostics	12/3/2014 4:30:01 AM	Hardware Anomaly Alert	216			Missed Daily Diagnostics	Low	12/3/2014 8:00:02 PM	Synovia System Administrator
Missed Daily Diagnostics	12/3/2014 4:30:01 AM	Hardware Anomaly Alert	214			Missed Daily Diagnostics	Low	12/3/2014 8:00:02 PM	Synovia System Administrator
GPS Freeze	12/2/2014 3:25:23 PM	Hardware Anomaly Alert	112	CR112out	112/PM	GPS Freeze Issue	Low	12/3/2014 8:00:02 PM	Synovia System Administrator
GPS Freeze	12/2/2014 3:19:17 PM	Hardware Anomaly Alert	112	CR112out	112/PM	GPS Freeze Issue	Low	12/3/2014 8:00:02 PM	Synovia System Administrator
GPS Freeze	12/2/2014 3:17:34 PM	Hardware Anomaly Alert	112	CR112out	112/PM	GPS Freeze Issue	Low	12/3/2014 8:00:02 PM	Synovia System Administrator

Considerable flexibility is provided to the user in how they want to display the Alerts. Each Alert can be expanded to display a map of where the Alert was captured.

All alerts can be delivered via pop-up window, email or text message and are user definable. Non users (Data Consumers) of the customers Silverlining system can also be included in Alert Notifications. Silverlining also includes an Alerts Page that provides the user the considerable flexibility to manage Alerts.

Silverlining Core Reporting Functionality

Synovia provides an extensive reporting engine that allows users to create, review and schedule reports to be delivered. Reports can include one, several or all vehicles and for specific date ranges. The following is a screenshot of the Reports window where users can select their specific report type:



Each Report category offers detailed and summary options. Users may select vehicles, events, date/time and other pertinent details to include in the reports. In addition, the report formats are customizable by the System Administrator. The reports offer drill-down capability so that a user may stay within the same report to get additional details. The reports are hyperlinked to one-another and at the most detailed level, the report data is linked to the map view.

For example, a user may create a fleet idle report for last month as follows:

Results							Schedule	A ⁺	A ⁻
Result description for Idle Summary by Fleet									
Parameter: Date Range - Value: 12/1/12 12:00:00 AM -05:00 - 12/31/12 11:59:59 PM -05:00									
Parameter: Fleet Hierarchy - Value: All Fleet(s)									
Parameter: Idle Threshold - Value: 5									
Drag a column header and drop it here to group by that column									
Fleet	Idle Time	Excess Idle	Avg Excess Idle	Idle#					
Fleet 2	409:36:42	326:31:42	00:19:39	997					
Fleet 1	321:14:25	135:34:25	00:03:39	2,228					
Fleet 5	272:40:00	134:45:00	00:04:53	1,655					
Fleet 4	144:18:58	60:33:58	00:03:36	1,005					
Fleet 3	65:08:46	25:23:46	00:03:11	477					
	63:55:45	26:40:45	00:03:34	447					
Fleet 6	03:22:39	01:17:39	00:03:06	25					

Next, you can click to see the detail by fleet and vehicle:

Fleet	Vehicle	Idle Time	Excess Idle	Avg Excess Idle	Idle#
Fleet 1	Z1 0904 E	20:21:30	11:41:30	00:06:44	104
Fleet 1	Z1 9920 E	14:28:09	07:28:09	00:05:20	84
Fleet 1	Z1 0906 E	13:16:44	06:11:44	00:04:22	85
Fleet 1	Z1 0907 E	10:29:11	05:34:11	00:05:39	59
Fleet 1	Z1 0509 E	10:26:20	05:16:20	00:05:06	62
Fleet 1	Z1 0816 R	08:39:28	04:34:28	00:05:36	49
Fleet 1	Z1 0806 E	09:27:14	04:32:14	00:04:36	59
Fleet 1	Z1 0905 E	16:03:49	04:08:49	00:01:44	143
Fleet 1	Z1 0819 R	07:13:18	03:38:18	00:05:04	43
Fleet 1	Z1 0517 R	06:44:31	03:24:31	00:05:06	40
Fleet 1	Z1 9911 E	06:26:52	03:21:52	00:05:27	37
Fleet 1	Z1 0902 E	07:55:57	03:20:57	00:03:39	55
Fleet 1	Z1 0811 R	06:08:03	03:13:03	00:05:30	35
Fleet 1	Z1 0519 R	09:12:34	03:12:34	00:02:40	72
Fleet 1	Z1 0516 R	08:12:15	03:12:15	00:03:12	60

Additionally, users can click to see where the specific idling events took place on the map:



Results (5)

Drag a column header and drop it here to group by that column

	Vehicle ↑	Fleet ↑	Time ↑	Event ↑	Speed ↑	Heading ↑	Location ↑	Distance ↑
1	Z1 0904 E	Fleet 1	12/11/12 9:01:00 AM -05:00	Idle Alert	4	NE	Hillcrest School	10.35 mi
2	Z1 0904 E	Fleet 1	12/11/12 9:13:29 AM -05:00	Idle Alert	4	SE	Hillcrest School	10.41 mi
3	Z1 0904 E	Fleet 1	12/11/12 1:53:15 PM -05:00	Idle Alert	4	NW	Maplewood Elementary School	11.11 mi
4	Z1 0904 E	Fleet 1	12/11/12 2:14:50 PM -05:00	Idle Alert	4	S	Maplewood Elementary School	11.18 mi
5	Z1 0904 E	Fleet 1	12/11/12 3:20:01 PM -05:00	Idle Alert	4	SE	Hillcrest School	15.34 mi

Silverlining CORE Report List

- Boundary
 - + Boundary Daily Details by Vehicle
 - + Boundary Daily Summary by Vehicle
 - + Boundary Summary by Fleet
 - + Boundary Summary by Vehicle
- Driver Performance
 - + Driver Performance Daily Details by Driver
 - + Driver Performance Daily Summary by Driver
 - + Driver Performance Summary by Department
 - + Driver Performance Summary by Driver
- Event Alert
 - + Event Alert Daily Details by Vehicle
 - + Event Alert Daily Summary by Vehicle
 - + Event Alert Summary by Fleet
 - + Event Alert Summary by Vehicle
- Event Count
 - + Event Count Daily Summary by Vehicle
 - + Event Count Summary by Fleet
 - + Event Count Summary by Vehicle
- Hardware Health
 - + Hardware Health by Fleet
 - + Hardware Health by Vehicle
- Idle
 - + Idle Daily Detail by Vehicle
 - + Idle Daily Summary by Vehicle
 - + Idle Summary by Fleet
 - + Idle Summary by Vehicle
 - + Idle Summary by Zone
- Input Time & Mileage
 - + Input Daily Details by Vehicle
 - + Input Daily Summary by Vehicle
 - + Input Summary by Fleet
 - + Input Summary by Vehicle
- Inspection
 - + Post Trip Inspection Daily Detail by Vehicle
 - + Post Trip Inspection Daily Summary by Vehicle
 - + Post Trip Inspection Summary by Fleet
 - + Post Trip Inspection Summary by Vehicle
 - + Pre Trip Inspection Daily Detail by Vehicle
 - + Pre Trip Inspection Daily Summary by Vehicle
 - + Pre Trip Inspection Summary by Fleet
 - + Pre Trip Inspection Summary by Vehicle
 - + Vehicle Inspection
- Mileage
 - + Mileage Details by Vehicle
 - + Mileage Details by Vehicle per Day
 - + Mileage Summary by Fleet
 - + Mileage Summary by Fleet per Day
 - + Mileage Summary by Vehicle
 - + Mileage Summary by Vehicle per Day
- Speeding
 - + Speeding Daily Details by Vehicle
 - + Speeding Daily Summary by Vehicle
 - + Speeding Summary by Fleet
 - + Speeding Summary by Vehicle
- Stop
 - + Stop Daily Details by Vehicle
 - + Stop Daily Summary by Vehicle
 - + Stop Summary by Fleet
 - + Stop Summary by Vehicle

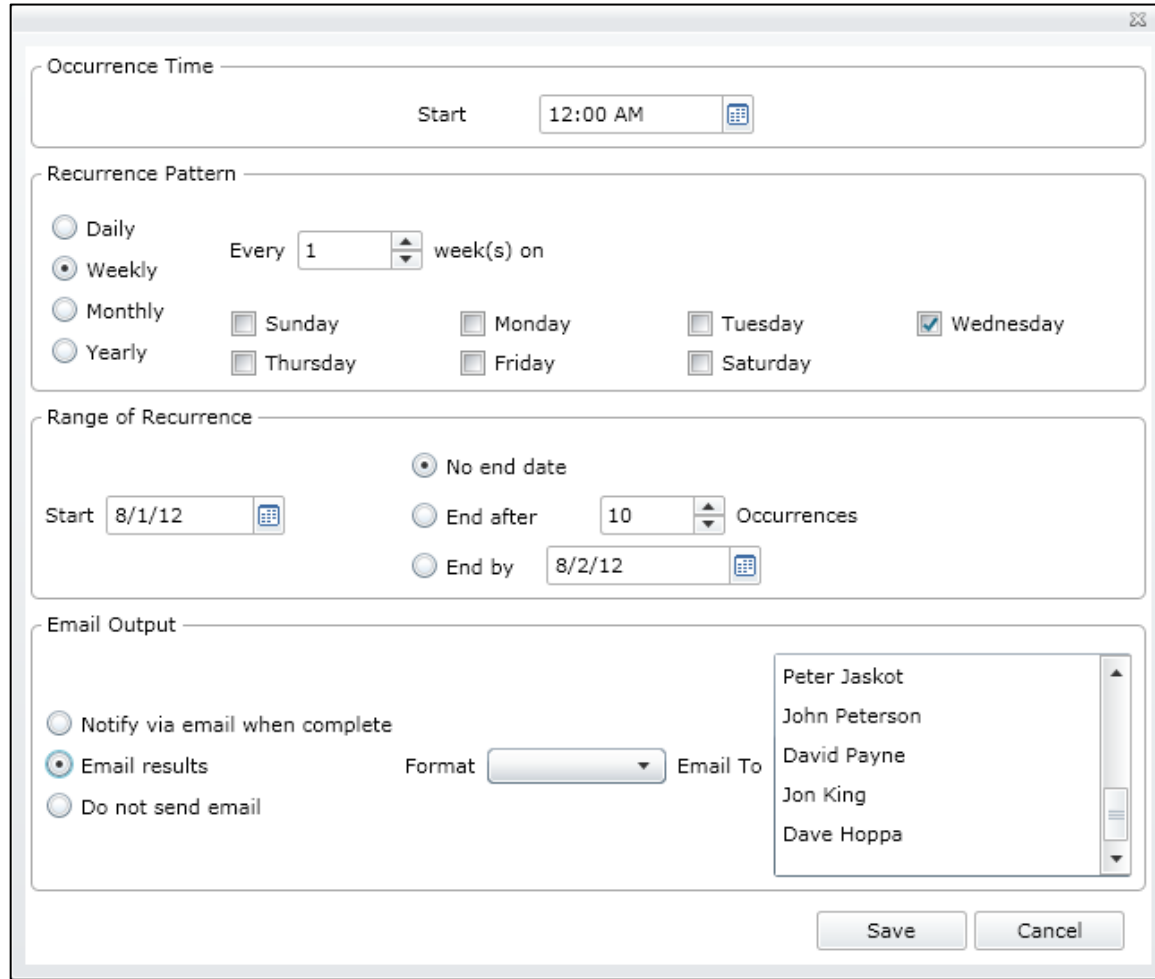
- Time
 - + Time Daily Details by Vehicle
 - + Time Daily Summary by Vehicle
 - + Time Summary by Fleet
 - + Time Summary by Vehicle
- Usage
 - + Usage Daily Details by User
 - + Usage Daily Summary by User
 - + Usage Summary by Screen
 - + Usage Summary by Screen and User
 - + Usage Summary by User
- Vehicle Performance
 - + Vehicle Performance Daily Details by Vehicle
 - + Vehicle Performance Daily Summary by Vehicle
 - + Vehicle Performance Summary by Fleet
 - + Vehicle Performance Summary by Vehicle
- Yard
 - + Yard Daily Details by Vehicle
 - + Yard Daily Summary by Vehicle
 - + Yard Summary by Fleet
 - + Yard Summary by Vehicle

- Yard Performance
 - + Yard Performance Daily Detail By Vehicle Per Day
 - + Yard Performance Summary by Fleet
 - + Yard Performance Summary by Vehicle
 - + Yard Performance Summary by Vehicle and Date
- Zone
 - + Arrival Details by School Zone
 - + Zone Daily Detail by Vehicle
 - + Zone Daily Summary by Vehicle
 - + Zone Summary by Fleet
 - + Zone Summary by Vehicle

Report Scheduling:

Users may also schedule reports to be delivered via email or within the software. For example, if managers wish to review idling and other compliance reports such as speeding, the reports can be scheduled to auto-generate and send to the appropriate recipients.

The following is a screenshot of the report scheduler window:



The screenshot shows a 'Report Scheduler' window with the following sections:

- Occurrence Time:** Start time is set to 12:00 AM.
- Recurrence Pattern:**
 - Daily
 - Weekly: Every 1 week(s) on
 - Sunday
 - Monday
 - Tuesday
 - Wednesday
 - Thursday
 - Friday
 - Saturday
 - Monthly
 - Yearly
- Range of Recurrence:**
 - No end date
 - End after 10 Occurrences
 - End by 8/2/12
- Email Output:**
 - Notify via email when complete
 - Email results: Format [dropdown] Email To [list]
 - Do not send email

The 'Email To' list includes: Peter Jaskot, John Peterson, David Payne, Jon King, and Dave Hoppa. 'Save' and 'Cancel' buttons are at the bottom right.

Engine Diagnostics

Synovia Solutions offers an Engine Diagnostics module that allows for monitoring of the school bus engine parameters. The GPS unit will be connected directly to the vehicle engine (J-Bus) with the following cable:



The following are some additional data points available with this option:

- VIN
- Fault codes
- Odometer reading
- Fuel Consumption

Note: while manufacturers generally adhere to specifications as set forth by the SAE, not all parameters may be available on every engine.

The following are potential benefits of implementing the Engine Diagnostics module:

- Eliminate early or late preventative maintenance by standardizing on odometer/engine hour data from the ECM
- Reduce vehicle wear and tear and improve fuel economy by setting engine operating limits and receiving alerts when conditions are violated
- Improve fuel economy by charting MPG over time to identify staff that requires additional education on smarter driving habits
- Reduce accidents and improve driver safety by identifying erratic driving behavior such as hard braking or hard acceleration
- Compare gallons consumed against fuel card expenditure to identify abuse

- Engine Protocols & Ports – Heavy Duty vs. Light Duty
- Hardware Requirements
- Current Functionality
- Future Capabilities
- Considerations

Engine Protocols

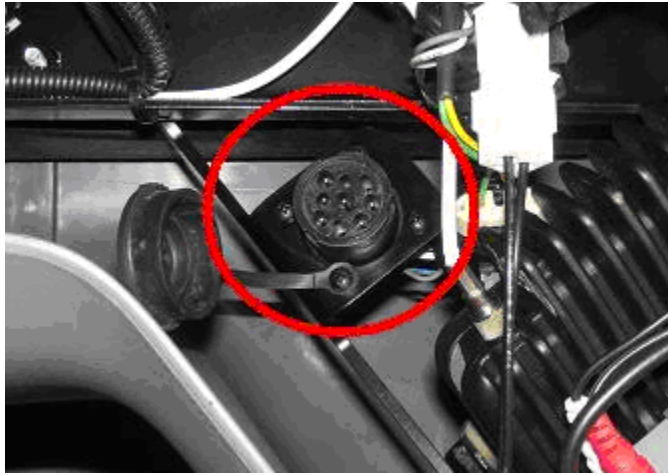
Heavy Duty
(J1939 or J1708/J1587)

Light Duty
(OBD-II)

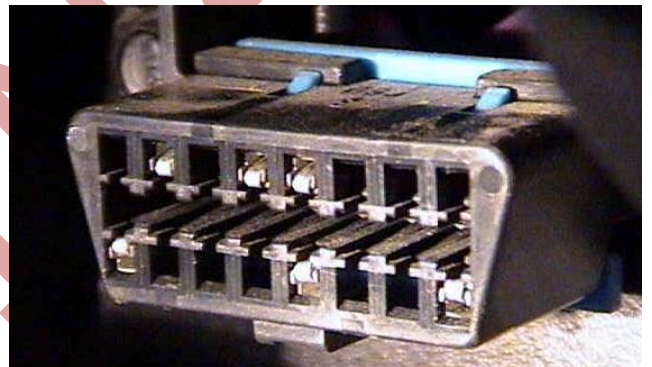


Engine Ports

*Heavy Duty
(J1939 or J1708/J1587)
(6 or 9 pin Deutsch connector)*



*Light Duty
(OBD-II)*



ORIGINAL

Silverlining Engine Diagnostics Software Features

Fault code email and/or text alerts

Properties	
Name	JBUS General Fault
Alert Type	JBUS Alert
Role	Viewer
Group	All Vehicles
Event	JBUS General Fault
Priority	Medium
Days Of Week	<input checked="" type="checkbox"/> Su <input checked="" type="checkbox"/> Mo <input checked="" type="checkbox"/> Tu <input checked="" type="checkbox"/> We <input checked="" type="checkbox"/> Th <input checked="" type="checkbox"/> Fr <input checked="" type="checkbox"/> Sa
Start Time	12:00 AM
End Time	11:59 PM
Show	<input checked="" type="checkbox"/>
Email	<input checked="" type="checkbox"/>
SMS	<input checked="" type="checkbox"/>
Alert Message	<div style="border: 1px solid gray; padding: 5px;"> <div style="display: flex; justify-content: space-between; align-items: center;"> <div> <F> <V> <E> <T> <A> <S> <H> <N> <L> </div> <div style="border: 1px solid gray; padding: 2px;">Select from a template</div> </div> <p>JBUS fault occurred on Vehicle <V> at <A> @ <T> --- <FAULTNO> (<FMINO>); <FAULTDESC>(<FMIDESC>)</p> </div>

-----Original Message-----

From: noreply@synovia.com [<mailto:noreply@synovia.com>]

Sent: Thursday, November 21, 2013 10:42 AM

To: Wolfe, Steve

Subject: J1708/J1939 Fault Code

JBUS fault occurred on Vehicle 4842001583 at 358 Bluebird Blvd [Ga-49], Fort Valley, GA @ 11/21/2013 10:40:18 AM --- 111(3); Engine Coolant Level(Voltage Above Normal or Shorted to High Source)

Fault Code Reports

Result description for Fault Code Detail by Vehicle

Parameter: Fleet Hierarchy - Value: City of College Station Sanitation, Midwest Region, Missoula, MT, West Region, East Region, ARC of Rockland, South Region

Parameter: Date Range - Value: 10/1/2013 - 12/20/2013

Drag a column header and drop it here to group by that column					
Fleet	Vehicle	Date	Fault Code	Fault Description	
Sub-Fleet Two	S06 Winter Park	10/23/2013	P0979	Shift Solenoid "C" Control Circuit Low	
East Region	Goat 3	11/04/2013	P0171	System Too Lean	
Sub-Fleet Two	S06 Winter Park	11/13/2013	P0926	Gear Shift Reverse Actuator Circuit Low	
Sub-Fleet Two	S06 Winter Park	11/19/2013	P0950	Auto Shift Manual Control Circuit	
Sub-Fleet Two	S06 Winter Park	11/22/2013	P0982	Shift Solenoid "D" Control Circuit Low	
Sub-Fleet One	S03 - Cheatham	12/04/2013	P0171	System Too Lean	
Sub-Fleet One	S03 - Cheatham	12/04/2013	P0174	System Too Lean	
Sub-Fleet Two	S07 Coral Springs	12/05/2013	P0401	Exhaust Gas Recirculation Flow Insufficient Detected	

Fuel Economy Reports

Result description for Fuel Economy Daily Summary by Vehicle

Parameter: Date Range - Value: 12/1/2013 - 12/20/2013

Parameter: Fleet Hierarchy - Value: City of College Station Sanitation, Midwest Region, Missoula, MT, West Region, East Region, ARC of Rockland, South Region

Drag a column header and drop it here to group by that column

Fleet	Vehicle	Date	Distance	Total Fuel	MPG	Idle Time
East Region	E05	12/01/2013	28.35	2.64	11.67	01:16:36
East Region	E05	12/08/2013	2.86	0.24	11.67	00:00:00
East Region	E05	12/09/2013	46.40	3.17	14.35	00:00:00
East Region	E05	12/10/2013	27.87	1.86	14.73	00:00:00
East Region	E01	12/02/2013	192.04	13.38	14.40	00:45:52
East Region	E01	12/03/2013	149.51	16.18	15.08	00:00:00

ORIGINAL

Time & Attendance Functionality – Optional

The Synovia Time and Attendance (TAA) software module offers management the ability to track employee work time, manage that time, review and update the employee electronic time cards and provide the work time to the payroll department. The software accepts employee log In/Out time captured on the bus.

District staff with the appropriate privileges for this module has the ability to enter employees, review and edit time cards, build work schedules, track absences and holiday and approve work time. Reports are available to assist in those efforts.

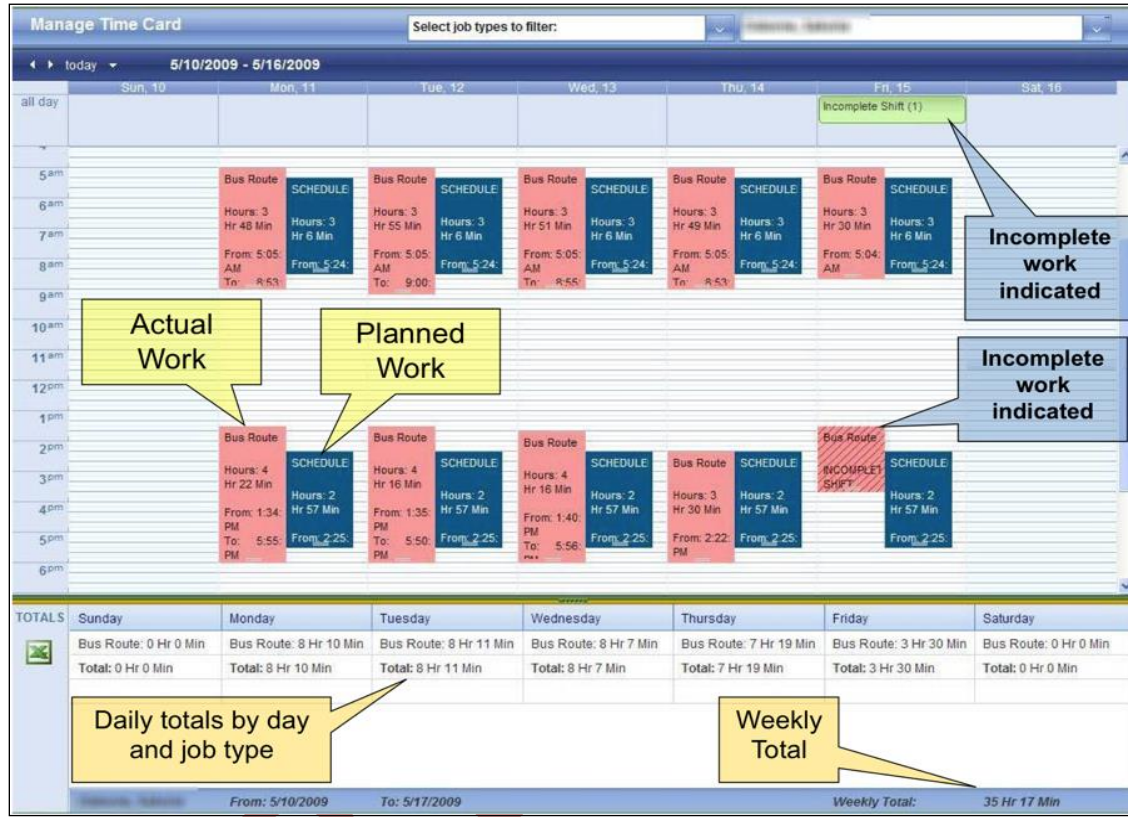
Hardware - Synovia Operator Panel

The Synovia Operator Panel (SOP) is a simple solution to the complex problem of tracking driver ID, route/trip ID and job type. This simple device allows drivers to log their unique ID, the route/trip they are driving and a job type. The SOP also allows for bus aides to log into the system and provide similar information. The SOP is installed in the driver console area of the vehicle and is connected directly to the GPS hardware unit. The following is an installed Synovia Operator Panel:



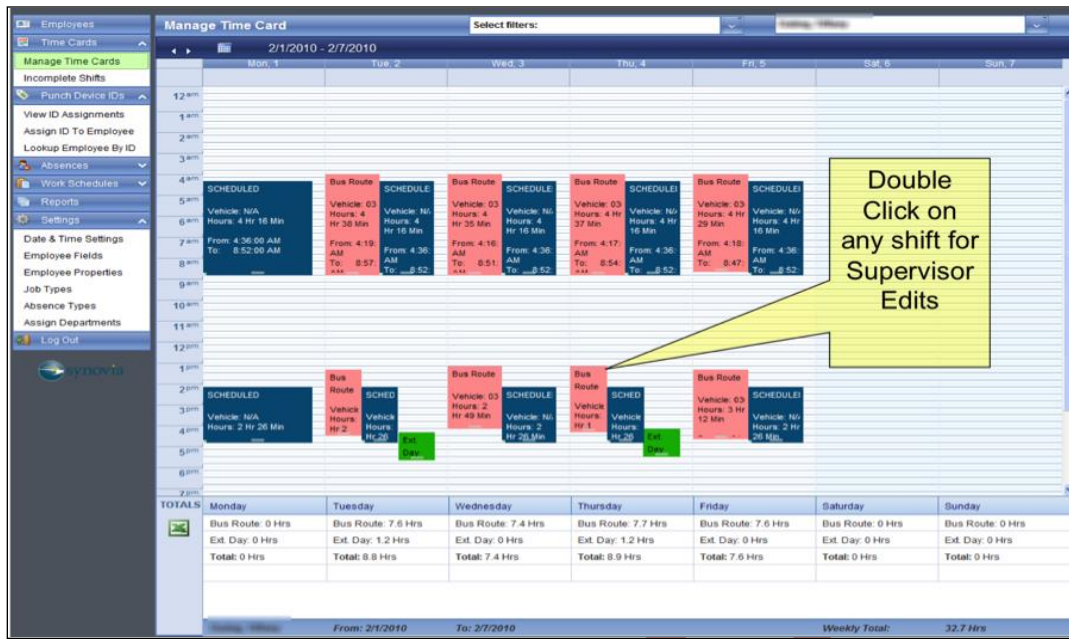
Time Card Software

The Electronic Time Card for an individual can be easily accessed for any weekly work period. Each individual work period is displayed and can be easily expanded to allow more detailed analysis and editing.



CONFIDENTIAL

An example of the calendar based tool available to users that allows display and editing of Time & Attendance data entered by driver.

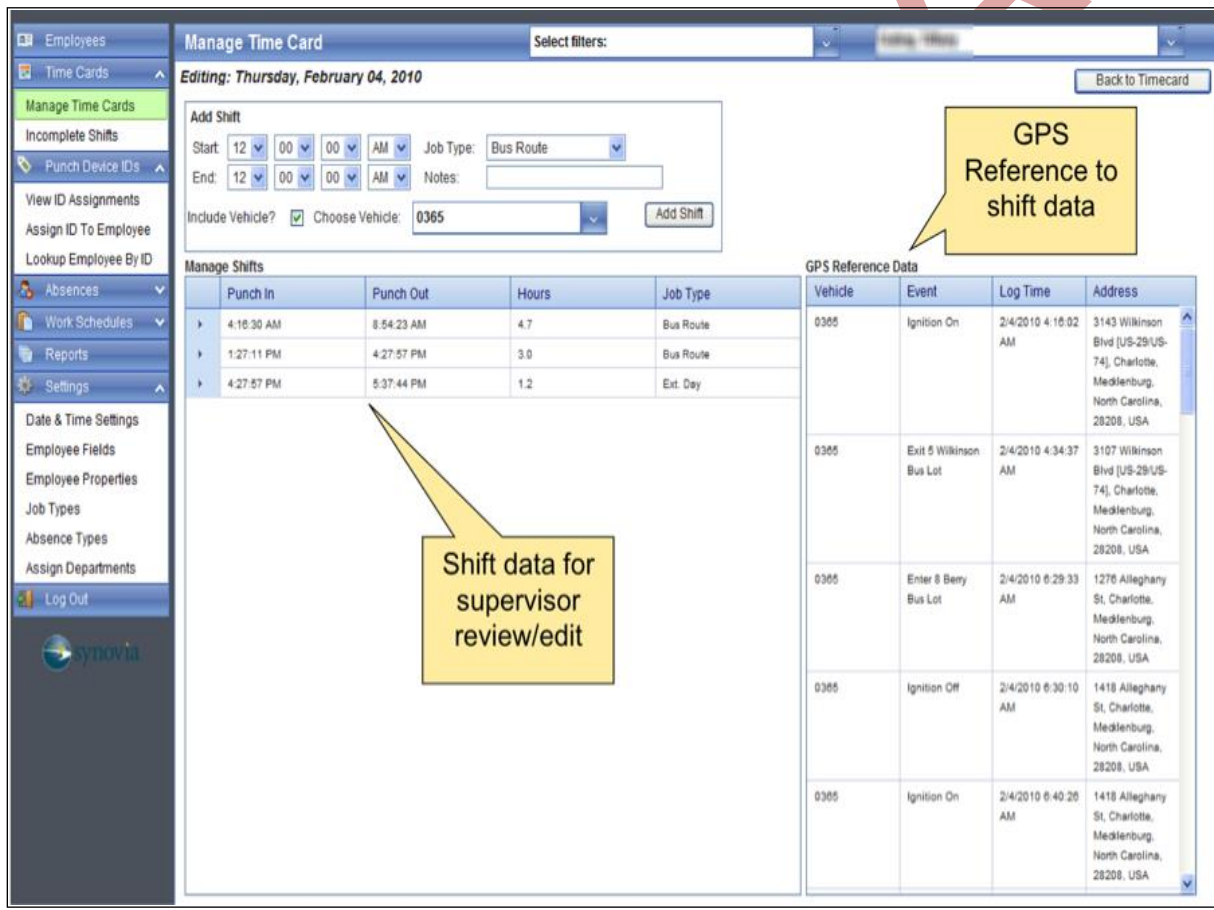


ORIGINAL

Editing Shifts

In the Synovia Time & Attendance module, a shift is defined as a block of time between a punch in and punch out. If an employee makes a mistake and clocks in or out too early or too late, a system administrator may make manual edits to the shift. Specific and actual GPS data is included to assist management in their review efforts.

To make an edit to a shift, double click on the appropriate shift on the time card. A new screen will appear that will display the specified shift. The system administrator can manually change the punch in or punch out of the shift, as well as the job type:



The screenshot displays the 'Manage Time Card' interface for Thursday, February 04, 2010. The interface includes a sidebar with navigation options like 'Employees', 'Time Cards', and 'Settings'. The main area is divided into two sections: 'Add Shift' and 'Manage Shifts'.

Add Shift Form:

- Start: 12:00:00 AM
- End: 12:00:00 AM
- Job Type: Bus Route
- Notes: (empty)
- Include Vehicle? Choose Vehicle: 0365

Manage Shifts Table:

Punch In	Punch Out	Hours	Job Type
4:16:30 AM	8:54:23 AM	4.7	Bus Route
1:27:11 PM	4:27:57 PM	3.0	Bus Route
4:27:57 PM	5:37:44 PM	1.2	Ext. Day

GPS Reference Data Table:

Vehicle	Event	Log Time	Address
0365	Ignition On	2/4/2010 4:16:02 AM	3143 Wilkinson Blvd [US-29/US-74], Charlotte, Mecklenburg, North Carolina, 28208, USA
0365	Exit 5 Wilkinson Bus Lot	2/4/2010 4:34:37 AM	3107 Wilkinson Blvd [US-29/US-74], Charlotte, Mecklenburg, North Carolina, 28208, USA
0365	Enter 8 Berry Bus Lot	2/4/2010 6:29:33 AM	1276 Alleghany St, Charlotte, Mecklenburg, North Carolina, 28208, USA
0365	Ignition Off	2/4/2010 6:30:10 AM	1418 Alleghany St, Charlotte, Mecklenburg, North Carolina, 28208, USA
0365	Ignition On	2/4/2010 6:40:26 AM	1418 Alleghany St, Charlotte, Mecklenburg, North Carolina, 28208, USA

Annotations in the image include a yellow callout box pointing to the 'Add Shift' form labeled 'GPS Reference to shift data' and another yellow callout box pointing to the 'Manage Shifts' table labeled 'Shift data for supervisor review/edit'.

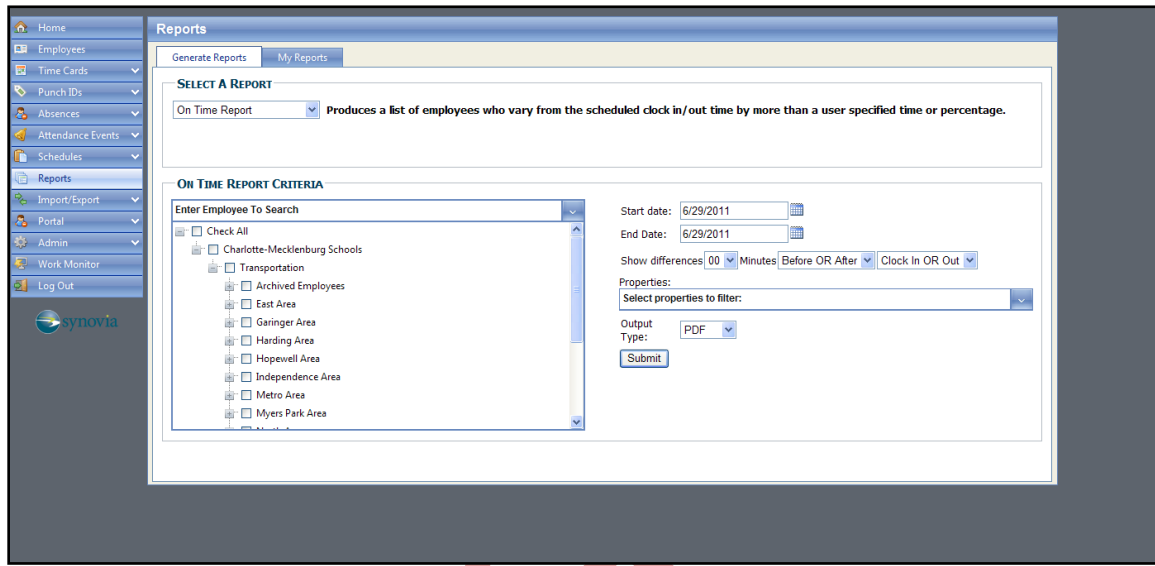
Schedules can be created for each employee in order to measure planned work to actual work. Master schedule templates can be created and applied to groups of employees. Once the master schedule template is assigned to the employee, the schedule becomes unique to them and can be adjusted as needed:

View Master Templates							
	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
12 am							
1 am							
2 am							
3 am							
4 am	Non-Driving Time	Non-Driving Time	Non-Driving Time	Non-Driving Time	Non-Driving Time		
5 am	Hours: 5 Hr 0 Min	Hours: 5 Hr 0 Min	Hours: 5 Hr 0 Min	Hours: 5 Hr 0 Min	Hours: 5 Hr 0 Min		
6 am	From: 4:00:00 AM To: 9:00:00 AM	From: 4:00:00 AM To: 9:00:00 AM	From: 4:00:00 AM To: 9:00:00 AM	From: 4:00:00 AM To: 9:00:00 AM	From: 4:00:00 AM To: 9:00:00 AM		
7 am							
8 am							
9 am							
10 am	Non-Driving Time	Non-Driving Time	Non-Driving Time	Non-Driving Time	Non-Driving Time		
11 am	Hours: 3 Hr 0 Min	Hours: 3 Hr 0 Min	Hours: 3 Hr 0 Min	Hours: 3 Hr 0 Min	Hours: 3 Hr 0 Min		
12 pm	From: 10:00:00 AM To: 1:00:00 PM	From: 10:00:00 AM To: 1:00:00 PM	From: 10:00:00 AM To: 1:00:00 PM	From: 10:00:00 AM To: 1:00:00 PM	From: 10:00:00 AM To: 1:00:00 PM		
1 pm							
2 pm							
3 pm							
4 pm							
5 pm							
6 pm							
TOTALS	Non-Driving Time: 8 Hrs Total: 8 Hrs	Non-Driving Time: 8 Hrs Total: 8 Hrs	Non-Driving Time: 8 Hrs Total: 8 Hrs	Non-Driving Time: 8 Hrs Total: 8 Hrs	Non-Driving Time: 8 Hrs Total: 8 Hrs	Non-Driving Time: 0 Hrs Total: 0 Hrs	Non-Driving Time: 0 Hrs Total: 0 Hrs

DRAFT

Reports in the system allow the user to compare planned vs. actual shifts. For example, the On Shift report compares actual punch in/out against scheduled start/end and calculates a deviation.

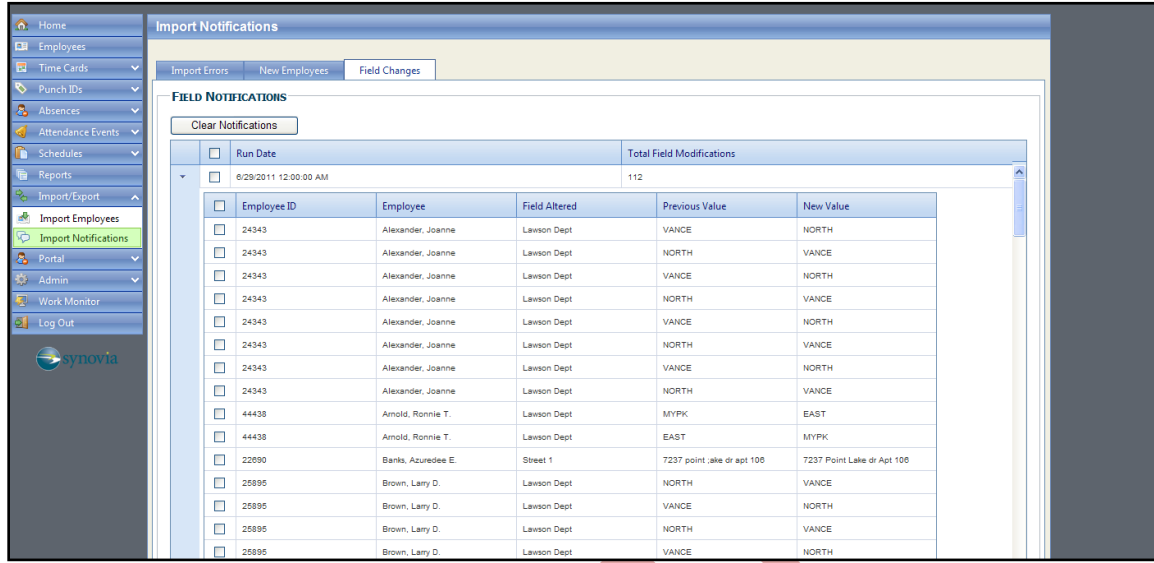
When creating the report, the user can specify a threshold so that the report only returns employees that clocked in or out more than, say 15 minutes from what was planned:



Unique job types can be created to allow the organization to manage tasks and separate them for possible varied rates of compensation. The Manage Job Types screen allows an end user to edit the name and color associated with a job type, as well as enable and disable the type. When viewing an employee's time on the timecard, hours worked under each type will correspond to the color code chosen.

Job Name	Abbreviation	Color Code	Enabled	
Bus Route	EDRV	Red	<input checked="" type="checkbox"/>	Edit
Field Trip-Activity Bus	ELXB	Cornflower	<input checked="" type="checkbox"/>	Edit
Layover-FT	ELAY	Gray	<input checked="" type="checkbox"/>	Edit
Ext. Day	EEXB	Green	<input checked="" type="checkbox"/>	Edit
Sat. School	EEXB	Yellow	<input checked="" type="checkbox"/>	Edit
Extra Bus Use	EEXB	Orange	<input checked="" type="checkbox"/>	Edit
Non-Driving Time	ENDR	Magenta	<input checked="" type="checkbox"/>	Edit
Field Trip-Yellow Bus	ESXB	Teal	<input checked="" type="checkbox"/>	Edit
Monitor	EREG	Violet	<input checked="" type="checkbox"/>	Edit

The Synovia Employee Import routine will allow a user to track changes made to specific fields of an employee record. The change dates, as well as the old and new value of the field are stored:

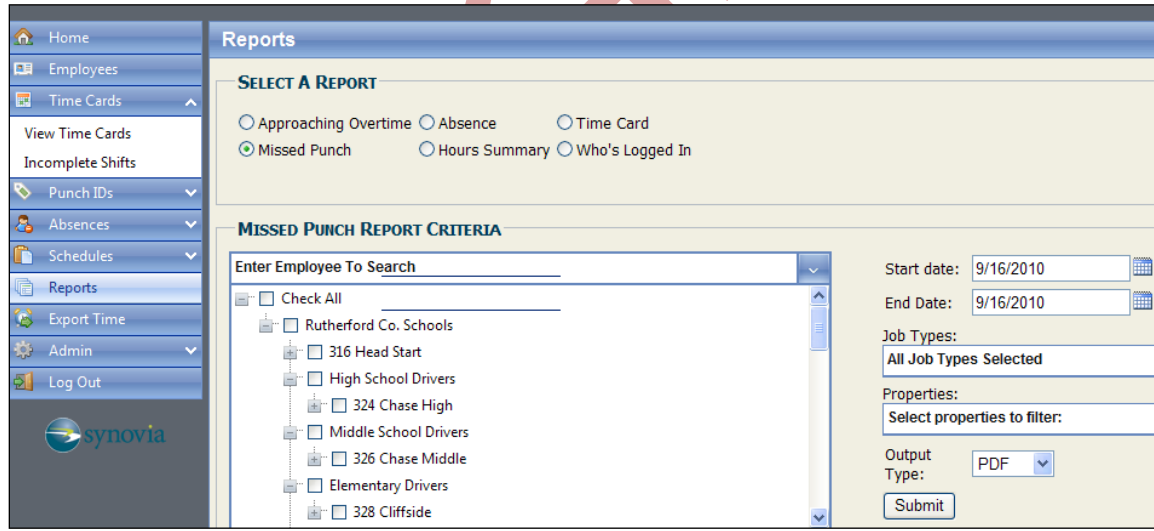


The screenshot shows the 'Import Notifications' window with the 'Field Changes' tab selected. It displays a table of field modifications for various employees. The table includes columns for Employee ID, Employee Name, Field Altered, Previous Value, and New Value. A 'Total Field Modifications' column shows 112 changes for the selected run date of 8/29/2011 12:00:00 AM.

Run Date	Total Field Modifications
8/29/2011 12:00:00 AM	112

Employee ID	Employee	Field Altered	Previous Value	New Value
24343	Alexander, Joanne	Lawson Dept	VANCE	NORTH
24343	Alexander, Joanne	Lawson Dept	NORTH	VANCE
24343	Alexander, Joanne	Lawson Dept	VANCE	NORTH
24343	Alexander, Joanne	Lawson Dept	NORTH	VANCE
24343	Alexander, Joanne	Lawson Dept	VANCE	NORTH
24343	Alexander, Joanne	Lawson Dept	NORTH	VANCE
24343	Alexander, Joanne	Lawson Dept	VANCE	NORTH
24343	Alexander, Joanne	Lawson Dept	NORTH	VANCE
24343	Alexander, Joanne	Lawson Dept	VANCE	NORTH
24343	Alexander, Joanne	Lawson Dept	NORTH	VANCE
44438	Arnold, Ronnie T.	Lawson Dept	MYPK	EAST
44438	Arnold, Ronnie T.	Lawson Dept	EAST	MYPK
22090	Banks, Azuredee E.	Street 1	7237 point lake dr apt 100	7237 Point Lake dr Apt 100
25895	Brown, Larry D.	Lawson Dept	NORTH	VANCE
25895	Brown, Larry D.	Lawson Dept	VANCE	NORTH
25895	Brown, Larry D.	Lawson Dept	NORTH	VANCE
25895	Brown, Larry D.	Lawson Dept	VANCE	NORTH

Synovia Time & Attendance (TAA) Reports



The screenshot shows the 'Reports' section of the Synovia system. Under 'SELECT A REPORT', the 'Missed Punch' option is selected. The 'MISSED PUNCH REPORT CRITERIA' section includes a search field for employees, a tree view of organizational units, and filters for dates, job types, and properties. The output type is set to PDF.

SELECT A REPORT

Approaching Overtime
 Absence
 Time Card
 Missed Punch
 Hours Summary
 Who's Logged In

MISSED PUNCH REPORT CRITERIA

Enter Employee To Search: _____

Check All

- Rutherford Co. Schools
 - 316 Head Start
 - High School Drivers
 - 324 Chase High
 - Middle School Drivers
 - 326 Chase Middle
 - Elementary Drivers
 - 328 Cliffside

Start date: 9/16/2010
 End Date: 9/16/2010
 Job Types: All Job Types Selected
 Properties: Select properties to filter:
 Output Type: PDF
 Submit

Time Card Report

- Returns the total number of hours worked for any number of employees for the current pay period. Hours can be subtotaled or filtered by job code.
 - Example – How many hours has Driver A worked this week?
 - Example – How many Field Trip hours have been logged by my staff this week?

Employee ID - 4130					
Department - 326 Chase Middle					
Date	Punch In	Punch Out	Job Type	Hours Worked	
09/13/2010	6:10:12 AM	7:30:51 AM	Regular Bus Route	1.35	
09/13/2010	2:36:43 PM	3:43:54 PM	Regular Bus Route	1.11	
09/14/2010	6:10:08 AM	7:27:30 AM	Regular Bus Route	1.30	
09/14/2010	2:36:31 PM	3:47:59 PM	Regular Bus Route	1.18	
09/15/2010	6:28:56 AM	7:28:42 AM	Regular Bus Route	1.00	
09/15/2010	2:34:02 PM	3:52:05 PM	Regular Bus Route	1.30	
09/16/2010	6:08:39 AM	7:36:19 AM	Regular Bus Route	1.45	
I certify that the above time card is correct.				Total Hours:	8.69
Employee Signature: _____ Date: _____				Leave Hours:	0.00
Supervisor Signature: _____ Date: _____				Grand Total:	8.69

DRAFT

Approaching Overtime Report

- Generates a list of employees who have accumulated a user-determined percentage of the defined daily or weekly work period, within a specified date range.
 - Example – How many lead drivers will qualify for overtime this week and what is the total number of hours?

Approaching Overtime Report					
9/13/2010 - 9/16/2010					
Period: 9/13/2010 - 9/19/2010					
Employee ID	Employee	Department	Hours Worked	Overtime	Hours Remaining
1164	BIRD, TIMOTHY S.	340 East High	17.66	35.00	17.34
3749	BRADLEY, CONNIE C.	324 Chase High	15.07	35.00	19.93
88026	BROOKS, DONALD D.	EC Drivers	22.63	35.00	12.37
3212	BROWN, MELINDA A.	Substitute Drivers	24.18	35.00	10.82
4378	BYRD, DONNA T.	EC Drivers	14.79	35.00	20.21
6020	CAMPBELL, MARILYN T.	EC Monitors	21.55	35.00	13.45
3809	CARROLL, MELISSA E.	EC Drivers	22.52	35.00	12.48

DRAFT

Synovia Tablet (Multi-Function) - Optional



Synovia Solutions offers a Touch-Screen, Color Tablet that offers additional capabilities beyond Time & Attendance. The following is an example of the device installed on a bus:

The Tablet includes the following additional capabilities:

Time & Attendance

- Driver confirmation with name
- View hours for week
- Multiple employee login
- Job codes (by name) with transfers

2-Way Messaging - Dispatch

- Dispatch free form
- Canned response and messages from drivers

Navigation-Optional

- Based on routing system exposing turn by turn directions
- Driver enters route and directions are retrieved
- Driver can also enter in destination and get directions
- Perfect for Field Trips

Vehicle Inspection

- Inspection Forms Creation Tool for Various Vehicle Types
- Driver enters Pre/Post Trip Inspection Results
- Review of previous inspections
- Completed Inspection Forms Viewed or Printed by Admin in Silverlining

Section III - Financial Proposal

Pricing Overview

Pricing is provided on the following pages for Light Duty Vehicles and Heavy Duty Vehicles separately. Based on the vehicle list provided it appears there are 93 Light Duty and 16 Heavy Duty Vehicles.

The equipment specified for the Light Duty Vehicles is a plug and play unit that plugs directly into the OBDII port with no installation required. All vehicle data is pulled from the engine computer. Engine Diagnostics is included. This GPS unit can only be used on Light Duty Vehicles.

The equipment specified for the Heavy Duty Vehicles is a hard wired unit with an Engine Diagnostics module attached. Sensor connections are included. This GPS unit can be used for all vehicles.

Optional Offering - Cell Service through State of Florida, Department of Telecommunications Contract

Significant cost savings is available to the City of Delray Beach for the GPS system if cell service for the GPS system is purchased directly from the State of Florida Contract rather than Synovia Solutions. The State of Florida Cell Service Contract provides Verizon cell (data) service for approximately \$.20 per bus per month. This is significantly below what any GPS provider can provide the same service for. Synovia Solutions always brings this option to the attention of potential customers as an alternative to lower their total cost of operating the GPS system. Please note that Synovia Solutions can lower their system price by \$3.00 per bus per month if the cell service requirement is removed.

Only city, county and state governmental bodies can purchase from the State of Florida Contract and therefore, to take advantage of this lower pricing, the cell service must be purchased by the City directly from the Contract. Virtually every Synovia Florida government customer purchasing a system during the last 18 months has selected this alternative. There is a standard contract that must be executed between the City and State of Florida for this service. We can provide the contact information upon request.

We have provided a special pricing page for both the Heavy Duty and Light Duty Vehicles if the City of Delray Beach purchases the cell service directly from the State of Florida, Department of Telecommunications Contract.

White Fleet Pricing – Heavy Duty Vehicles – **State of Florida Cell Service**
36 Month Agreement

SCHEDULE OF PRICING	
Bid #2015-29	
Vehicle Fleet Global Position System	
A.	
Description	Cost
Monthly Cost per unit including warranty and installation	\$ <u>28.19 Per Vehicle</u> ea.
B. JOINT BIDDING, CO-OPERATIVE PURCHASING AGREEMENT: Will extend same price, terms, and conditions of this bid to other Palm Beach, Martin and Broward County Governmental agencies?	
<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
C. BID INFORMATION WAS OBTAINED FROM:	
<input type="checkbox"/> DemandStar	<input type="checkbox"/> Newspaper Ad
<input checked="" type="checkbox"/> Other, please specify: <u>Cellular Carrier</u>	<input type="checkbox"/> City Hall

Includes removal of existing GPS hardware.

Cell Service Purchased by City of Delray Beach from State of Florida

\$28.19 Per Month Per Vehicle – 36 Months

Based on provided vehicle list it appears there are 16 Heavy Duty Vehicles.

The 36 month cost would be:

$$\$28.19 \times 16 = \$451.04 \times 36 = \$16,237.44$$

Components included for Heavy Duty Truck are listed on next page.

Includes the following components for Heavy Duty Vehicles:

- GPS Hardware: LMU2600, Internal Antenna, Harness (Maximum of 4 sensor connections plus ignition with 1 serial connection.)
- Engine Diagnostics
- Existing GPS Hardware Removal
- Hardware Installation
- Project Management (Planning, Implementation and Start-Up)
- Synsurance
 - Spare Live Hardware on Site (Equal to 2% of the fleet size)
 - Hardware Warranty (Life of Contract – 36 months)
 - Support
 - Toll-free Support Line
 - Customer On-Line Support Portal
 - Software Updates & Upgrades
- Silverlining Software Modules (CORE, Engine Diagnostics, Time & Attendance*)
 - *Optional Hardware required to use Time & Attendance Module
 - Software as a Service (SaaS) – Unlimited Number of Users
- User Training - Unlimited
 - Regular Instructor Lead On-Line Training Sessions
 - Unlimited On-line Training (topic based)
 - Training videos embedded in the online help.
- Server Hosting

Cell Service – Purchased by City of Delray Beach from State of Florida

Optional Components:

- **External Antenna** – Permanent Roof Mount: \$2.00 per month per vehicle
- **External Antenna** – Window Mont: \$1.50 per month per vehicle
- **Operator Panel** for Driver Time & Attendance (instead of Tablet), Driver Emergency: \$4 per month per vehicle
- **Tablet, Color with Touch Screen** for Driver Time and Attendance, Pre/Post Trip Inspection, Two-way communication between dispatch and driver, Alert Button:
\$12 per month per vehicle
 - **Navigation Software:** \$4 per month per vehicle

White Fleet Pricing – Heavy Duty Vehicles

36 Month Agreement

SCHEDULE OF PRICING	
Bid #2015-29	
Vehicle Fleet Global Position System	
A.	
Description	Cost
Monthly Cost per unit including warranty and installation	\$ <u>31.19 per vehicle</u> ea.
B. JOINT BIDDING, CO-OPERATIVE PURCHASING AGREEMENT: Will extend same price, terms, and conditions of this bid to other Palm Beach, Martin and Broward County Governmental agencies?	
<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
C. BID INFORMATION WAS OBTAINED FROM:	
<input type="checkbox"/> DemandStar	<input type="checkbox"/> Newspaper Ad
<input checked="" type="checkbox"/> Other, please specify: <u>Cellular Carrier</u>	<input type="checkbox"/> City Hall

Includes removal of existing GPS hardware.

\$31.19 Per Month Per Vehicle – 36 Months

Based on provided vehicle list it appears there are 16 Heavy Duty Vehicles.

The 36 month cost would be:

$\$31.19 \times 16 = \$499.04 \times 36 = \$17,965.44$

Components included for Heavy Duty Truck are listed on next page.

Includes the following components for Heavy Duty Vehicles:

- GPS Hardware: LMU2600, Internal Antenna, Harness (Maximum of 4 sensor connections plus ignition with 1 serial connection.)
- Engine Diagnostics
- Existing GPS Hardware Removal
- Hardware Installation
- Project Management (Planning, Implementation and Start-Up)
- Synsurance
 - Spare Live Hardware on Site (Equal to 2% of the fleet size)
 - Hardware Warranty (Life of Contract – 36 months)
 - Support
 - Toll-free Support Line
 - Customer On-Line Support Portal
 - Software Updates & Upgrades
- Silverlining Software Modules (CORE, Engine Diagnostics, Time & Attendance*)
 - *Optional Hardware required to use Time & Attendance Module
 - Software as a Service (SaaS) – Unlimited Number of Users
- User Training - Unlimited
 - Regular Instructor Lead On-Line Training Sessions
 - Unlimited On-line Training (topic based)
 - Training videos embedded in the online help.
- Server Hosting
- Cell Service – Verizon Provided by Synovia

Optional Components:

- **External Antenna** – Permanent Roof Mount: \$2.00 per month per vehicle
- **External Antenna** – Window Mont: \$1.50 per month per vehicle
- **Operator Panel** for Driver Time & Attendance (instead of Tablet), Driver Emergency: \$4 per month per vehicle
- **Tablet, Color with Touch Screen** for Driver Time and Attendance, Pre/Post Trip Inspection, Two-way communication between dispatch and driver, Alert Button: \$12 per month per vehicle
 - **Navigation Software:** \$4 per month per vehicle

**Light Duty Vehicles (ODBI Port Plug In) – State of Florida Cell Service
36 Month Agreement**

SCHEDULE OF PRICING	
Bid #2015-29	
Vehicle Fleet Global Position System	
A.	
Description	Cost
Monthly Cost per unit including warranty and installation	\$ <u>20.54 Per Vehicle</u> ea.
B. JOINT BIDDING, CO-OPERATIVE PURCHASING AGREEMENT: Will extend same price, terms, and conditions of this bid to other Palm Beach, Martin and Broward County Governmental agencies?	
<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
C. BID INFORMATION WAS OBTAINED FROM:	
<input type="checkbox"/> DemandStar	<input type="checkbox"/> Newspaper Ad
<input checked="" type="checkbox"/> Other, please specify: Cellular Carrier	<input type="checkbox"/> City Hall

Includes removal of existing GPS hardware.

Cell Service Purchased by City of Delray Beach from State of Florida

\$20.54 Per Month Per Vehicle – 36 Months

Based on provided vehicle list it appears there are 93 Light Duty Vehicles.

The 36 month cost would be:

$$\$20.54 \times 93 = \$1,910.22 \times 36 = \$68,767.92$$

Components included for Light Duty Truck are listed on next page.

Includes the following components for Light Duty Vehicles:

- GPS Hardware: LMU3000 (No sensor connections)
- Engine Diagnostics
- Existing GPS Hardware Removal
- Hardware Installation
- Project Management (Planning, Implementation and Start-Up)
- Synsurance
 - Spare Live Hardware on Site (Equal to 2% of the fleet size)
 - Hardware Warranty (Life of Contract – 36 months)
 - Support
 - Toll-free Support Line
 - Customer On-Line Support Portal
 - Software Updates & Upgrades
- Silverlining Software Modules (CORE and Engine Diagnostics)
 - Software as a Service (SaaS) – Unlimited Number of Users
- User Training - Unlimited
 - Regular Instructor Lead On-Line Training Sessions
 - Unlimited On-line Training (topic based)
 - Training videos embedded in the online help.
- Server Hosting

Cell Service – Purchased by City of Delray Beach from State of Florida

ORIGINAL

**Light Duty Vehicles (ODBI Port Plug In)
36 Month Agreement**

SCHEDULE OF PRICING	
Bid #2015-29	
Vehicle Fleet Global Position System	
A.	
Description	Cost
Monthly Cost per unit including warranty and installation	\$ <u>23.54</u> per vehicle ea.
B. JOINT BIDDING, CO-OPERATIVE PURCHASING AGREEMENT: Will extend same price, terms, and conditions of this bid to other Palm Beach, Martin and Broward County Governmental agencies?	
<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
C. BID INFORMATION WAS OBTAINED FROM:	
<input type="checkbox"/> DemandStar	<input type="checkbox"/> Newspaper Ad
<input checked="" type="checkbox"/> Other, please specify: <u>Cellular Carrier</u>	<input type="checkbox"/> City Hall

Includes removal of existing GPS hardware.

\$23.54 Per Month Per Vehicle - 36 Months

Based on provided vehicle list it appears there are 93 Light Duty Vehicles.

The 36 month cost would be:

$\$23.54 \times 93 = \$2,189.22 \times 36 = \$78,811.92$

Components included for Light Duty Truck are listed on next page.

Includes the following components for Light Duty Vehicles:

- GPS Hardware: LMU3000 (No sensor connections)
- Engine Diagnostics
- Existing GPS Hardware Removal
- Hardware Installation
- Project Management (Planning, Implementation and Start-Up)
- Synsurance
 - Spare Live Hardware on Site (Equal to 2% of the fleet size)
 - Hardware Warranty (Life of Contract – 36 months)
 - Support
 - Toll-free Support Line
 - Customer On-Line Support Portal
 - Software Updates & Upgrades
- Silverlining Software Modules (CORE and Engine Diagnostics)
 - Software as a Service (SaaS) – Unlimited Number of Users
- User Training - Unlimited
 - Regular Instructor Lead On-Line Training Sessions
 - Unlimited On-line Training (topic based)
 - Training videos embedded in the online help.
- Server Hosting
- Cell Service – Verizon Provided by Synovia

ORIGINAL

Section IV – References

ORIGINAL

Reference 1

<i>Organization:</i>	Township of Lyndhurst
<i>Address:</i>	265 Chase Avenue Lyndhurst NJ 07071
<i>Contact Name:</i>	Richard Gress
<i>Telephone:</i>	201 522-8206
<i>Email Address:</i>	richardg@lyndhurstnj.org
<i>Date of Projects/Contract:</i>	2014
<i>Description:</i>	Track and Trace

Reference 2

<i>Organization:</i>	Manalapan Township
<i>Address:</i>	120 Route 522 Manalapan, NJ 07726
<i>Contact Name:</i>	Alan Spector, Director DPW
<i>Telephone:</i>	732-446-3200
<i>Email Address:</i>	aspector@twsp.manalapan.nj.us
<i>Date of Projects/Contract:</i>	2014
<i>Description:</i>	Track and Trace

Reference 3

<i>Organization:</i>	Town of Fallsburg
<i>Address:</i>	19 railroad Plaza South, Fallsburg NY 12779
<i>Contact Name:</i>	Michael Dotoratos
<i>Telephone:</i>	845 434-4422
<i>Email Address:</i>	fpd362@fallsburgny.com
<i>Date of Projects/Contract:</i>	2013
<i>Description:</i>	Track and Trace

Reference 4

<i>Organization:</i>	North Bergen Township
<i>Address:</i>	4233 Kennedy Blvd. Room 213 North Bergen NJ 07047
<i>Contact Name:</i>	John Shaw
<i>Telephone:</i>	201 392-2071
<i>Email Address:</i>	jshaw@northbergen.org
<i>Date of Projects/Contract:</i>	2013
<i>Description:</i>	Track and Trace

Reference 5

<i>Organization:</i>	Town of Dover
<i>Address:</i>	37 N. Sussex Street Dover NJ 07801
<i>Contact Name:</i>	Don Travisano
<i>Telephone:</i>	973 366-2200 x1127
<i>Email Address:</i>	dtravisano@dover.nj.us
<i>Date of Projects/Contract:</i>	2014
<i>Description:</i>	Track and Trace

ORIGINAL

Customers in Florida

Synovia Solutions is proud that our system and services are used by City/County Governments and School Districts. The following list provides a partial list of Florida customers.

Albert Jewish Family & Children’s Service, West Palm Beach
Bay County Florida, Panama City
Bay District Schools, Panama City
Charlotte County Public Schools, Port Charlotte
Chenmed, Miami
City of West Melbourne, West Melbourne
Clay County Schools, Middleburg
Columbia County - Board of County Commissioners, Lake City
Coral Springs, Coral Springs
City of Cutler Bay, Cutler Bay
Dilo Fire, Jupiter
Duval County Public Schools, Jacksonville
Escambia Co School Board, Pensacola
Family Health Centers of Southwest Florid, Fort Myers
Flagler County School District, Bunnell
Franklin County Schools, Eastpoint
Glenn’s Greenery, Ft Lauderdale
Grace Roofing, Lauderhill
Hardee County Property Appraiser, Wauchula
Hernando County School District, Brooksville
Hillsborough County Public Schools Transportation, Tampa
Hillsborough County Public Schools - Food Service, Tampa
Jackson County School District, Marianna
Jefferson County School Board, Monticello
Lee County, Fort Myers
Leon County Public Schools Maintenance Department, Tallahassee
Loxahatchee River Environmental Control Department, Jupiter
Marion County, Ocala
Marion County Animal Services, Ocala
Marion County School Board, Ocala
Monroe County School District, Key West
Nassau County BOCC, Yulee
New College of Florida, Sarasota
Orange County Schools, Orlando

Osceola County, Kissimmee
Palatka Gas Authority, Palatka
Pinellas County School Board, Largo
Ridge Area Arc Foundation, Avon Park
Sarasota County Schools, Sarasota
School Board of Alachua County, FL, Gainesville
School District of Escambia County, Pensacola
School District of Manatee County, Bradenton
St. Lucie County Schools, Fort Pierce
Student Transportation of America-Brevard, Cocoa
Student Transportation of America-Jacksonville, Jacksonville
The School District of Palm Beach County, West Palm Beach
Village of Palmetto Bay FL, Palmetto Bay
Washington County School District, Chipley
Waterfront Rescue Mission, Pensacola

ORIGINAL

Required Completed & Signed Documents

ORIGINAL

**CITY OF DELRAY
CHECK LIST**

BID No. 2015-29

Vehicle Fleet Global Position System

- | | | |
|---|-----------------------------|--|
| <input checked="" type="checkbox"/> YES | <input type="checkbox"/> NO | Check List Form |
| <input checked="" type="checkbox"/> YES | <input type="checkbox"/> NO | Bid Signature Form |
| <input checked="" type="checkbox"/> YES | <input type="checkbox"/> NO | Schedule of Pricing (check for accuracy) |
| <input checked="" type="checkbox"/> YES | <input type="checkbox"/> NO | Addenda Acknowledgement (if any) |
| <input checked="" type="checkbox"/> YES | <input type="checkbox"/> NO | Indemnity/Hold Harmless Agreement |
| <input checked="" type="checkbox"/> YES | <input type="checkbox"/> NO | Cone of Silence |
| <input checked="" type="checkbox"/> YES | <input type="checkbox"/> NO | Drug Free Workplace Certification |

Vendor Name: Synovia Solutions, LLC
(Please print)

Thank you for your interest in the City of Delray Beach



CITY OF DELRAY BEACH

**Invitation to Bid
BID No. 2015-29**

Title: **VEHICLE FLEET GLOBAL POSITION SYSTEM (GPS)**

Vendor Name: Synovia Solutions, LLC

Addenda Enclosed 1 thru 2

▽ **Submission Details**

Submission Deadline: **Tuesday, February 03, 2015** **Time: 3:00 P.M.**

Submissions Accepted Via: Mail or In Person

Details: **CITY OF DELRAY BEACH
Attn: PURCHASING
100 NW 1ST AVENUE
CITY OF DELRAY BEACH, FL 33444**

Comments: A fax or electronic copy will not be accepted as a sealed bid.

Time Stamped In: _____ (by City)

ORIGIN

**CITY OF DELRAY
BID SIGNATURE FORM**

BID No. 2015-29

Vehicle Fleet Global Position System

PLEASE AFFIX SIGNATURE WHERE INDICATED
(FAILURE TO DO SO SHALL BE CAUSE FOR REJECTION OF YOUR PROPOSAL)

The undersigned bidder certifies that this bid package is submitted in accordance with the specification in its entirety and with full understanding of the conditions governing this bid.

NAME OF BIDDER ➤ Name as registered with their State of origin	Synovia Solutions, LLC
BUSINESS STREET ADDRESS ➤ P.O. Box address not permitted	9330 Priority Way West Drive
CITY, STATE, ZIP CODE	Indianapolis, IN 46240

MAILING ADDRESS: Check if same as Business address above.

BUSINESS MAILING ADDRESS	
CITY, STATE, ZIP CODE	
AUTHORIZED SIGNATURE (Written)	
PRINT NAME	Jon W. King
TITLE (of person signing form)	CEO
DATE	1-22-15
TELEPHONE NUMBER	317-208-1700
FAX NUMBER	317-208-2202
EMAIL ADDRESS	jking@synoviasolutions.com

VENDOR SERVICE REP FOR ORDER PLACEMENT NAME	Peter Nemeth
TELEPHONE / CELL NUMBER	954-907-1493
FAX	317-208-2202
EMAIL ADDRESS	pnemeth@synoviasolutions.com

INDEMNITY/HOLD HARMLESS AGREEMENT

**BID No. 2015-29
Vehicle Fleet Global Position System**

Contractor shall, in addition to any other obligation to indemnify the City of Delray Beach Florida and to the fullest extent permitted by law, indemnify and hold harmless the City of Delray Beach, its officials, and employees, from and against all claims, actions, liabilities, losses (including economic losses), and costs arising out of any bodily injury, sickness, disease or death, or injury to or destruction of tangible property including the loss of use resulting there-from, or any other damage or loss caused by any negligent act, error or omission, recklessness, or intentionally wrongful conduct of the Contractor, any subcontractor, or anyone directly or indirectly employed by any of them. The indemnification obligations hereunder shall not be limited by any limitation on the amount, type of damages, compensation or benefits payable by or for the Contractor or any subcontractor under any contract or agreement or under worker's compensation acts; disability benefit acts, other employee benefit acts or any statutory bar. Any cost of expenses, including attorney's fees, appellate, bankruptcy or defense counsel fees incurred by the City of Delray Beach to enforce this Indemnification clause shall be borne by the Contractor. The obligations contained in this Indemnification Clause shall continue indefinitely and survive the cancellation, termination, expiration, lapse or suspension of this agreement.



Synovia Solutions, LLC
Contractor's Name


Signature

1/22/15
Date

CONE OF SILENCE

**BID No. 2015-29
Vehicle Fleet Global Position System**

The Palm Beach County Lobbyist Registration Ordinance (Sections 2-351 through 2-357 of the Palm Beach County Code of Ordinances) is applicable in the City of Delray Beach. Section 2-355 of the Palm Beach County Lobbyist Registration Ordinance includes a "Cone of Silence" provision that limits communication during the City's procurement process in regard to this RFP, which provides as follows:

Sec. 2-355. Cone of Silence.

(a) Cone of silence means a prohibition on any communication, except for written correspondence, regarding a particular request for proposal, request for qualification, bid, or any other competitive solicitation between:

- (1) Any person or person's representative seeking an award from such competitive solicitation; and
- (2) Any county commissioner or commissioner's staff, any member of a local governing body or the member's staff, a mayor or chief executive officer that is not a member of a local governing body or the mayor or chief executive officer's staff, or any employee authorized to act on behalf of the commission or local governing body to award a particular contract.

(b) For the purposes of this section, a person's representative shall include but not be limited to the person's employee, partner, officer, director, consultant, lobbyist, or any actual or potential subcontractor or consultant of the person.

(c) The cone of silence shall be in effect as of the deadline to submit the proposal, bid, or other response to a competitive solicitation. The cone of silence applies to any person or person's representative who responds to a particular request for proposal, request for qualification, bid, or any other competitive solicitation, and shall remain in effect until such response is either rejected by the county or municipality as applicable or withdrawn by the person or person's representative. Each request for proposal, request for qualification, bid or any other competitive solicitation shall provide notice of cone of silence requirements and refer to this article.

(d) The provisions of this article shall not apply to oral communications at any public proceeding, including pre-bid conferences, oral presentations before selection committees, and contract negotiations during any public meeting, presentations made to the board or local municipal governing body as applicable, and protest hearings. Further, the cone of silence shall not apply to contract negotiations between any employee and the intended awardee, any dispute resolution process following the filing of a protest between the person filing the protest and any employee, or any written correspondence at any time with any employee, county commissioner, member of a local municipal governing body, mayor or chief executive officer that is not a member of the local municipal governing body, or advisory board member or selection committee member, unless specifically prohibited by the applicable competitive solicitation process.

(e) The cone of silence shall not apply to any purchases made in an amount less than the competitive bid threshold set forth in the county purchasing ordinance (County Code, chapter 2, article III, division 2, part A, section 2-51 et seq.) or municipal ordinance as applicable.

(f) The cone of silence shall terminate at the time the board, local municipal governing body, or a county or municipal department authorized to act on behalf of the board or local municipal governing body as applicable, awards or approves a contract, rejects all bids or responses, or otherwise takes action which ends the solicitation process.

(g) Any contract entered into in violation of the cone of silence provisions in this section shall render the transaction voidable.

Synovia Solutions, LLC
Contractor's Name



Signature



Date

DRUG FREE WORKPLACE CERTIFICATION

**BID No. 2015-29
Vehicle Fleet Global Position System**

If identical tie bids exist, preference will be given to the vendors who submit a certification with their bid/proposal certifying they have a drug-free workplace in accordance with Section 287.087, Florida Statutes. The drug-free workplace preference is applied as follows:

IDENTICAL TIE BIDS: Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids which are equal with respect to price, quality, and service are received by the State or by any political subdivision for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program.

As the person authorized to sign this statement, I certify that this firm complies fully with the following requirements:

- 1) This firm publishes a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
- 2) This firm informs employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
- 3) This firm gives each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
- 4) In the statement specified in subsection (1), this firm notifies the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
- 5) This firm imposes a sanction on or requires the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
- 6) This firm will continue to make a good faith effort to maintain a drug free workplace through implementation of this section.

Synovia Solutions
Contractor's Name


Signature

1/22/15
Date

**EXCEPTIONS TO GENERAL CONDITIONS, INSTRUCTIONS
AND INFORMATION**

Synovia Solutions, LLC agrees to the General Conditions Instructions, and Information with exception to the following:

- 20. **TERMINATION:** The City reserves the right, in its best interest as determined by the City, to cancel contract by giving written notice to the Contractor thirty (30) days prior to the effective date of such cancellation. In the event of such termination, any completed services performed by the Contractor under this contract shall, at the option of the City, become the City's property and the Contractor shall be entitled to receive equitable compensation for any work completed to the satisfaction of the City.





Jon W. King, CEO
1/22/15

Date

ORIGINAL

CORPORATE ACKNOWLEDGMENT

STATE OF Indiana

COUNTY of Marion

The foregoing instrument was acknowledged before me this 22nd day of January, 20 15, by Jon W. King (name of officer or agent, title of officer or agent), of Indiana (state or place of incorporation) corporation, on behalf of the corporation. He/She is (personally known to me) (or has produced identification) and has used his/her _____ (type of identification) as identification.



Gloria Stewart
Signature of Person Taking
Acknowledgment

Jon W. King
Name of Acknowledger Typed,
Printed or Stamped

ORIGINAL

**ADDENDUM NO. 1
to
CONTRACT DOCUMENT**

**REQUEST FOR PROPOSAL
VEHICLE FLEET GLOBAL POSITION SYSTEM (GPS)
BID No. 2015-29**

January 16, 2015

TO ALL BIDDERS AND OTHERS CONCERNED

Contractors submitting proposals for the above-referenced project shall take note of the following changes, additions, deletions clarifications, etc., to the Plans and Specifications which in accordance with the Contract Documents shall become a part of and have precedence over anything shown or described otherwise.

Questions and Answers:

1. Do we understand that correctly that 109 GPS units are installed?
Yes
2. If so, what manufacturer and model?
Marcus 3G GPRS
3. What company supplied them?
Nextraq
4. What carrier is currently providing the cellular communication?
AT&T
5. Does the City desire a complete replacement with current GPS devices?
Yes, replacing all current devices
6. Will there be a requirement to uninstall the old devices?
Yes
7. Does the city have a preference for a cellular carrier? IRD works with all carriers. It does make material planning easier if the client declares the preference.
Verizon

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- 8. Can the City provide a list of vehicles to be fitted providing make, model, year, gas/diesel?
Yes, see attachment
- 9. What was the biggest deficiency of the current system?
None
- 10. Page 8 – Insurance Requirements See pages 13 – 15 for Insurance Requirements. Pages 13 – 15 on the Bid Document do not concern insurance. Can we get the referenced pages?
Insurance requirements see page 6, see attachment


Replacement Pages:

Page # 3, 6, 18, 19, 20, 21, 22 & 23

NOTE: Bidders must acknowledge Receipt of this Addendum

Write the words "**Addendum No. 1**" on the exterior of the envelope in which the bids are submitted.

PLEASE ACKNOWLEDGE RECEIPT OF **ADDENDUM NO. 1** BY SIGNING BELOW AND FAXING BACK TO (561) 243-7166 OR VIA EMAIL purchasing@mydelraybeach.com AS SOON AS POSSIBLE.

Synovia Solutions, LLC
Planholder
By 
Date 1/22/15

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ADDENDUM NO. 2
to
CONTRACT DOCUMENT

REQUEST FOR PROPOSAL
VEHICLE FLEET GLOBAL POSITION SYSTEM (GPS)
BID No. 2015-29
January 26, 2015

TO ALL BIDDERS AND OTHERS CONCERNED

Contractors submitting proposals for the above-referenced project shall take note of the following changes, additions, deletions clarifications, etc., to the Plans and Specifications which in accordance with the Contract Documents shall become a part of and have precedence over anything shown or described otherwise.

Questions & Answers:

1. Please specify specifically what the responsibility will be for uninstalling the existing GPS hardware from the vehicles.
Removal of existing GPS device, windshield antenna, and related wiring, and returning these devices and related wiring and antennas to the Delray Beach Fleet Superintendent.
2. What devices are now installed and how are they installed? Are wiring harnesses and antennas involved?
Current devices are Marcus 3G installed in the dash boards of the vehicles, with a windshield mount antenna, and three (3) wire connections: 12V+ battery, 12V+ ignition, and 12V- ground.
3. Is the cost for this task to be included in the bid price or can this be a separate price added to the price sheet?
In my opinion, the RFP instructs that the bid price is to include the cost of removal of the existing GPS equipment.

NOTE: Bidders must acknowledge Receipt of this Addendum

Write the words "Addendum No. 2" on the exterior of the envelope in which the bids are submitted.

PLEASE ACKNOWLEDGE RECEIPT OF ADDENDUM NO. 1 BY SIGNING BELOW AND FAXING BACK TO (561) 243-7166 OR VIA EMAIL purchasing@mydelraybeach.com AS SOON AS POSSIBLE.

Synovia Solutions, LLC

Planholder

Bill Westerman

By

January 26, 2015

Date

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BID 2015-29
VEHICLE FLEET GLOBAL POSITION SYSTEM (GPS)

Addendum No.2
January 26, 2015