

## AVL Manufacturer and Cost Comparison

	NetWorp	GPS North America	CompassCom using Verizon modem	CompassCom using AT&T modem	Precise MRM	Sagequest webinar
Hardware cost p/unit	\$319.00	\$319.00	\$225.00	\$139.00	\$325.00	Included
Driver ID module p/unit	not available	not available	not available	not available	\$175.00	Included
Antenna	included	no antenna	\$45.00	\$45.00	included	Included
Programming of In-Vehicle components	included	included	\$50.00	\$50.00	included	Included
Engineering & Services	none	none	\$1000.00 one time	\$1000.00 one time	none	Included
Input/Output cable	none	none	\$25.00	\$25.00	included	Included
Programming cable	none	none	\$10.00	\$10.00	none	Included
Installation	\$100.00	\$100.00	TBD per quote*	TBD per quote*	\$175.00	Included
Warranty	3 years	3 years	1 year	1 year	3 years	
Keyfob cost	not available	not available	not available	not available	\$20.00	not available
Keyfob programming	not available	not available	not available	not available	included	not available
monthly top fee p/unit	\$32.95	\$32.95	included	included	\$26.99	\$43.00
monthly basic fee p/unit	\$13.95	\$15.00	included	included	\$10.99	Included
Data feed back from salt controller A	no	no	Yes	Yes	Yes	not available
Data feed back from salt controller B	no	no	no	no	no	not available
monthly unlimited fee p/unit	not applicable	not applicable	not applicable	not applicable	not applicable	Included
annual support fee p/unit	none	none	none	none	\$129.99	Included
Monthly hosting fee p/unit	none	none	\$25.00	\$25.00	none	none
annual commitment	none	none	none	none	none	4 years
smartphone app	unknown	unknown	none	none	Yes	yes
"Viewers" assigned workstation access	not applicable	not applicable	\$500.00 each 1 time**	\$500.00 each 1 time**	not applicable	not applicable
Total hardware cost installed X 22 units	\$9,218.00	\$9,218.00	\$17,660.00	15,768.00	\$14,850.00	0
Total top monthly fee x 22 units	\$8,698.80	\$8,698.80	\$6,600.00	\$6,600.00	\$7,125.36	not available
Total basic monthly fee X 22 units	\$3,682.80	\$3,682.80	\$6,600.00	\$6,600.00	\$2,901.36	\$11,352.00
Annual support fee	none	none	none	none	\$2,859.78	0
Driver key fob X 55 keys	not available	not available	not available	not available	\$1,100.00	not available
<b>Ownership cost</b>						
Year 1 cost of ownership	\$17,916.80	\$17,916.80	\$24,260.00	\$22,368.00	\$22,668.59	\$11,352.00
Year 2 cost of ownership	\$8,698.80	\$8,698.80	\$6,600.00	\$6,600.00	\$6,718.59	\$11,352.00
Year 3 cost of ownership	\$8,698.80	\$8,698.80	\$6,600.00	\$6,600.00	\$6,718.59	\$11,352.00
<u>Year 4 cost of ownership</u>	<u>\$8,698.80</u>	<u>\$8,698.80</u>	<u>\$6,600.00</u>	<u>\$6,600.00</u>	<u>\$6,718.59</u>	<u>\$11,352.00</u>
Total 4 year cost to operate	<b>\$44,013.20</b>	<b>\$44,013.20</b>	<b>\$44,060.00</b>	<b>\$42,168.00</b>	<b>\$42,824.36</b>	<b>\$45,408.00</b>

\*Assuming \$175 per unit install cost

\*\*Assuming 10 viewer workstations