

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 |
| Ownership cost | | | | | | |
| 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 | \$44,013.20 | \$44,013.20 | \$44,060.00 | \$42,168.00 | \$42,824.36 | \$45,408.00 |

*Assuming \$175 per unit install cost

**Assuming 10 viewer workstations