ATTACHMENT A: TECHNICAL PROPOSAL REQUIREMENTS & SPECIFICATIONS
RFP # COG-2123 - Fleet Related Technology and Software Solutions

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Section 1. General Guidelines

1.1. Instructions for Completing Attachment A

Attachment A is provided to Bidders in an editable Microsoft Word form so that it can easily serve as the base document for a Bidder's Technical Proposal. Bidders should incorporate their Technical Proposal responses directly into this document and include referenced attachments separately.

Use the following electronic file naming convention for naming your Technical Proposal prior to uploading your completed Technical Proposal to Bonfire: ***Technical Proposal – Bidder Name.docx***.

For sections of **Attachment A** structured like the example below, simply click in the green cell or paste (using the *Paste Special > Merge Formatting* function in Microsoft Word) your response.

1.1.1.	***Formation.*** In what year was the company formed? For how long has your company been operating under its present business name? If your company has changed its business name, include the most recent prior business name and the year of the name change.
This is a sample question. Do not provide a response.	

For sections of **Attachment A** structured like the example below, click on the "**Yes**" checkbox if your solution **fully provides** the defined requirement. Click on the "**No**" checkbox if your solution does not provide or only provides part of the defined requirement.

1.1.2.	***Financing.*** Does your company offer any financing options or programs?	☐ Yes ☐ No
This is a sample question. Do not provide a response.		

1.2. Use of Attachments

Bidders may incorporate additional documents by reference as part of their response to the questions in this document. For example, you may want to include brochures, reports, charts, or graphs in response to specific questions. Bidders should clearly state in their response whether any specific documents are incorporated in their proposal by reference. In the event the attached documents are not referenced correctly, the PRT may exclude those attachments from consideration when scoring proposals.

The file names of such referenced documents that are included in a Bidder's electronic Technical Proposal submissions and uploaded to Bonfire should include in the following order: i) Technical Proposal, ii) Bidder's name, iii) the Section number of the question for which the file is included as part of the response, and iv) a brief description of what is included in the electronic file. For example, if a Bidder references an attachment that includes financial statements in response to **Section 2.2.1.**, the following electronic file name would be appropriate: ***Technical Proposal – Bidder Name – Section 2.2.1. – Financial Statements.pdf***.

Section 2. Bidder Overview & Qualifications

2.1. Company Information

2.1.1.	*Company Name & Address.*

Company Name:	Zonar Systems, Inc.
Headquarters Street Address:	18200 Cascade Ave S
City, State & Zip Code:	Seattle, WA 98188
Main Telephone Number:	206-878-2459
Website:	Zonarsystems.com

2.1.2.	*Formation.* In what year was the company formed? For how long has your company been operating under its present business name? If your company has changed its business name, include the most recent prior business name and the year of the name change.

Zonar was founded in 2001 as Zonar Systems, Inc. and continues to operate under that name today. Zonar is owned by Continental AG, which was founded in 1871.

2.1.3.	*Legal Structure.* Check the box next to the option that best describes the company's legal structure. Include requested narrative in the space provided.

☒	Corporation – provide the State of incorporation and the company ownership structure.	WA State. (Owned by Continental Corp.)
☐	Partnership – provide the State of registration and the names of all partners.	Click here to enter response.
☐	Sole Proprietorship – provide the State of registration and the name and title of the principal.	Click here to enter response.
☐	Joint Venture – provide the State of registration and the names and titles of all principals.	Click here to enter response.
☐	Other – provide detailed description of corporate structure and ownership.	Click here to enter response.

2.2. Financial Strength & Legal Considerations

2.2.1.	*Financial Strength.* Demonstrate your financial strength and stability with meaningful data. This could include, but is not limited to, such items as financial statements, SEC filings, credit & bond ratings, letters of

	credit, and detailed refence letters. *Note: you may mark this information as a "**Trade Secret**" per the terms outlined in the RFP.*
	Zonar is owned by Continental AG, a 180-year old $35bn publicly-traded company, whose financials are of public record. As a subsidiary of Conti, Zonar's financials are not accounted separately from our parent company, but are included in the published 2020 Annual Report available here: https://www.continental.com/en/investors/overview
2.2.2.	***Bankruptcy & Insolvency.*** Describe any bankruptcy or insolvency for your organization (or its predecessors, if any) or any principal of the firm in the last three (3) years.
None.	
2.2.3.	***Litigation.*** Describe any litigation in which your company has been involved in the last three (3) years and the status of that litigation.
None.	
2.2.4.	***Mandatory Contract Performance Disclosure***. Pursuant to **RFP Section 3.13**, disclose whether your company's performance and/or the performance of any of the proposed subcontractor(s) under contracts for the provision of services that are the same or similar to those to be provided for the Program which is the subject of this RFP has resulted in any "formal claims" for breach of those contracts. For purposes of this disclosure, "**formal claims**" means any claims for breach that have been filed as a lawsuit in any court, submitted for arbitration (whether voluntary or involuntary, binding or not), or assigned to mediation. For any such claims disclosed, fully explain the details of those claims, including the allegations regarding all alleged breaches, any written or legal action resulting from those allegations, and the results of any litigation, arbitration, or mediation regarding those claims, including terms of any settlement. While disclosure of any formal claims will not automatically disqualify a Bidder from consideration, at the sole discretion of Equalis Group, such claims and a review of the background details may result in a rejection of a Bidder's proposal. Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Bidder's performance of the work, and the best interests of Members.
None.	
2.2.5.	***Mandatory Disclosure of Governmental Investigations***. Pursuant to **RFP Section 3.14**, indicate whether your company and/or any of the proposed subcontractor(s) has been the subject of any adverse regulatory or adverse administrative governmental action (federal, state, or local) with respect to your company's performance of services similar to those described in this RFP. If any such instances are disclosed, Bidders must fully explain, in detail, the nature of the governmental action, the allegations that led to the governmental action, and the results of the governmental action including any legal action that was taken against the Bidder by the governmental agency. While disclosure of any governmental action will not automatically disqualify a Bidder from consideration, such governmental action and a review of the background details may result in a rejection of the Bidder's proposal at Group's sole discretion. Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Bidder's performance of the work, and the best interests of Members.

None.

2.3. Industry Qualifications

2.3.1.	**Company Identification.** How is your organization best identified? Is it a manufacturer, distributor, dealer, reseller, or service provider?

Manufacturer.

2.3.1.1.	**Authorization.** If your company is best described as a distributor/dealer/reseller (or similar entity), please provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?

Click here to provide additional commentary, if necessary.

2.3.1.2.	**Network Relationship**. If your company is best described as a manufacturer or service provider, please describe how your dealer network operates to sell and deliver the Products & Services proposed in this RFP.

Zonar has a small network of carefully selected resellers who we work with specifically because they provide "value add" for our customers, like routing software. Zonar works hand-in-hand with these select resellers on every sales opportunity, has our own sales rep working directly with the resellers rep on the deal, and we manage every part of the Zonar aspects of the relationship (installation, training, support for Zonar products) directly with the customer. Zonar also is partners with some of the largest fleet vehicle manufacturers in the world, including Daimler (DTNA), and our hardware is installed at the factory on many of their vehicles, including semi trucks, work trucks, and school buses.

2.3.2.	**Industry Experience.** How long has your company provided products and services outlined in your response to this RFP? What percentage of your company's revenue in each of the last three (3) full calendar years was generated from these products and services?

100% of Zonar's business, since our founding in 2001, has been dedicated to fleet telematics and our line of GPS, fleet inspection, and fleet measurement tools.

2.3.3.	**Geographic Reach.** Describe your company's service area in the United States and which areas you intend to offer services under a resulting contract if awarded.

Zonar's products work throughout North America, with customers in all 50 States, most Canadian provinces, and Mexico.

2.3.4.	**Certifications and Licenses.** Provide a detailed explanation outlining the licenses and certifications that are i) required to be held, and ii) actually held by your organization (including third parties and subcontractors that you use). Has your company maintained these certifications on an ongoing basis? If not, when, and why did your company lose any referenced certifications?

Zonar's devices are FCC certified radio transmitters, that support the GLONASS GPS network, and are certified cellular transmitters for the AT&T cellular data network.

2.3.5.	**Awards.** Describe any relevant awards received by your company for its products, services, innovation, and/or operations. Include information about the issuing organization and the year(s) the award was issued to your company.

Gold Stevie award in the 2021 American Business Awards, Winner of Business Intelligence Group's 2021 "Excellence in Customer Service" and "Excellence in Artificial Intelligence" awards, Most Innovative App of the Year 2021 ("OTAir") by Best In Biz, and bronze Best In Biz winner for "Marketing Campaign of the Year", awarded three different awards at the 5th annual One Planet Awards for COVID-19 management and resource marketing in fleets, Bronze medalist for Best Place to Work, DTNA has not only awarded us several years in a row for being one of their most reliable hardware partners, but also has awarded us for our Innovation from their Global Procurement Trucks and Buses group. XXX

2.4. Public Sector Focus

2.4.1.	**Public Sector Contract Vehicles.** What Public Sector contract vehicles (e.g., state term contracts, public sector cooperatives, etc.) does your company have in place to provide products & services defined in this RFP? For each contract vehicle, when was the contract established, what is the expiration date, and how much annual revenue does your company generate through the contract(s) in each of the last three (3) calendar years?

PEPPM, OSC (Ohio Schools Council), CES (Cooperative Educational Services) are our three longest held contracts, and focused on the pupil transportation vertical. Zonar has been listed with OSC and CES for close to 10 years, and with PEPPM for 5 years. Our newest cooperative contracts are with BuyBoard, TIPS, EPIC6, and Greenbush, all within the last 3 years.

All of these contracts are for 1 year, with up to 2 potential renewals, except for Greenbush and OSC. PEPPM, CES, TIPS, and EPIC6 have all renewed in the last year.

2.4.2.	**Education Success.** What is the i) total dollar amount, and ii) percentage of your company's total annual revenue generated by sales to educational institutions (i.e., K-12 schools & school districts and high education)?

Zonar is installed on more than 180,000 school buses in North America, which transport more than 9 million students to and from school every day. These include the largest school districts in the nation, including Cypress-Fairbanks, Chicago Public Schools, City of Sacramento, and two of the top three school bus contractors (NEC and First Student). 60% of our revenues currently come from this vertical. (The specific revenue numbers are trade secrets and cannot be shared in a public document like this one.)

Ten of the Case Studies shown on our web site (https://www.zonarsystems.com/customer-success/) are for school districts.

2.4.3.	**Government Success.** What is the i) total dollar amount, and ii) percentage of your company's total annual revenue generated by sales to local governments (i.e., municipalities, counties, special districts, and state agencies)?

Municipal and public utility fleets are another significant part of our government business, in addition to the school districts shown above. Eight of the Case Studies on our web site are for municipal fleets: https://www.zonarsystems.com/customer-success/

The City of Sacramento had this to say, "We looked at several different solutions for pre- and post- trip inspections and chose to implement a test of Zonar's systems," Leech said. "Before we began that test, we conservatively projected a 10 percent improvement in fuel economy in our report to the City Council. During the two-month test, we monitored driver performance and idle time from 184 different vehicles in 14 different classes," and managed a 25% fuel economy improvement.

The City of Denver likes our support, "*Zonar's customer service is phenomenal. One of the biggest things when you work with a company is how fast you can get them to deal with an issue.*"

2.4.4.	**Public Sector Strategic Growth Plan.** Describe your company's three to five-year public sector sales objectives and the key elements of your strategic plan to achieve those objectives. What is the total annual dollar value of your company's total revenue generated by local governments and educational institutions in each of the last three (3) calendar years? What percentage of your company's total annual revenue is generated by sales to local governments and educational institutions? *For clarity, the figures requested are to include revenue generated through cooperative contracts (see question 2.4.1) and all other forms of revenue to local governments and educational institutions to represent the aggregate revenue volume.*

The federal infrastructure plan currently making its way through Congress is going to be a huge boon for municipal and utility fleets which have been underfunded and running on fumes for decades. Zonar's unmatched EVIR inspection technology, Asset Utilization metrics, and detailed engine diagnostics and troubleshooting tools will be key to these fleets. Existing assets need to be brought up to the latest capabilities, and all new vehicles will need to be carefully tracked and fully utilized to make the best use of these incoming funds.

Avoiding laborious and lengthy RFPs will be key to getting these fleets operating and making money for their customers right away. Zonar has the tools and experience, Equalis has the membership and reputation, and no company on the telematics market today makes a commercial-grade telematics unit designed for these heavy duty fleets, other than Zonar.

While revenue numbers for Continental are reported in the Annual Report, Zonar – as a wholly owned subsidiary of Conti – does not report our earning separately, and cannot expose our revenues publicly due to regulations imposed on publicly traded companies. With 60% of our customer base in education, and the other 40% comprising municipal/utility/OTR fleets, and our team goals of doing $2m annually through each of our Co-Op partners, we expect the Equalis members to love the addition of Zonar to the Equalis product catalog!

2.5. Customer References

2.5.1.	Provide references of at least five (5) local government or educational institution customers for which your company has provided products and services similar in nature and scope to those defined in this RFP in the last three (3) years. Each reference should include: - Customer name and location; - Customer contact person and their title, telephone number, and email address; - A brief description of the products and services provided by your company; - Customer relationship starting and ending dates; and, - Notes or other pertinent information relating to the customer and/or the products and services your company provided.

Chesapeake Schools, Chesapeake VA

Dr. David Benson – 757-547-1617 – David.benson@cpschools.com

V4 GPS tracking and EVIR inspection system, with the Samsung Tab Active 2 tablet equipped with Kronos timekeeping app, Two-Way Messaging app, and EVIR app.

This product selection is focused on tracking vehicle performance and health, and not on student ridership. The driver tablet is also equipped with their timekeeping tools and messaging tools, so the driver does not use their personal device (phone, etc) while working.

Customer since June 2016

Clark County, Las Vegas NV

Jennifer Vobis – 702-799-8100 x5001 – oconnjt@nv.ccsd.net

Zonar's first customer is still with us today, Clark County Public Schools in Las Vegas, Nevada. Using the V4 for GPS track and trace, EVIR for inspections, and Ground Traffic Control to manage and report on all of this data.

Customer since 2001

Colorado Dept of Transportation, Denver CO

Howard Ray – 719-251-0308 – howard.ray@state.co.us

A very highly customized solution built over several years, the State of Colorado manages a fleet of thousands of snow plows, and provides visibility into plow location and activity to the public via their COTrip.org web site. All GPS data is acquired using the V4 TCU, and tracking the use of plow-mounted accessories like snowplow blade up/down and material spreaders. Zonar's tablet is in the cab and used by the driver for EVIR inspections, Navigation, Messaging, Electronic Forms, and custom data apps that measure the ground and air temperatures during plow operation. We have also participated with a "SmartCity" pilot project with the State to look at the future of telematics and commercial vehicles in cities.

Customer since 2015

Cypress-Fairbanks Public Schools, Cypress TX

Kayne Smith – 346-205-8433 – kayne.smith@cfisd.net

One of the largest school districts in the country, and the second largest in Texas, CyFair sets the standard for modern school bus fleet management and works closely with Zonar on product development and direction. Completely outfitted with all of Zonar's tools, CyFair is the demo and test site that others look to for guidance on what works in the pupil

transportation market today. V4 for GPS tracking, Tab Active 2 Android tablets for the drivers, EVIR inspections, Z Pass for student ridership tracking, and Zonar Verify for student manifests.

Customer since June 2015

Dallas ISD, Dallas TX

Jaime Sandoval – 972-925-3039 – jsandova@dallasisd.org

Moving to Zonar in 2018, Dallas ISD had to ramp up their operations very quickly when they were forced to change provides just before the beginning of the school year. Zonar, in collaboration with their routing provider, co-located staff in Dallas' offices to ensure the project was executed as quickly as possible. V4 for GPS, EVIR for inspections, and Z Pass to track student ridership.

Customer since June 2018.

Jeffco, Denver CO

Mike Hinz – 303-982-2320 – Michael.hinz@jeffco.k12.co.us

Since 2008, Jeffco schools has gone all-in on the latest and greatest technology from Zonar. This has not been without its lumps and bumps, but through building out this whole system that leverages every one of Zonar's pupil services, Jeffco has an outstanding system in place that makes schools, parents, and kids happy. V4 GPS, Tab Active 2 driver tablets, EVIR inspections, and Verify student manifests integrated with their routing software.

Customer since 2008

Prince George's County Public Schools, Marlboro MA

David Burgess – 301-952-6578 – dburgess@pgcps.org

With recent upgrades, PGC has an absolutely cutting edge fleet, using the Bus Patrol stop arm enforcement system, PGC schools integrates Bus Patrol, with Zonar, with Transfinder to integrate safety systems, routing software, fleet tracking, and vehicle health and inspection monitoring all in one department. This is the next generation of school bus fleet technology.

Customer since December 2010

Jefferson County Schools, Louisville KY

Ken Stites – 502-485-3470 – ken.stites@jefferson.kyschools.us

Basic GPS track and trace installation using the V4 GPS device and basic subscription to Ground Traffic Control.

Customer since October 2018

Section 3. Products and Services

3.1. Products & Services

3.1.1.	***Product & Services Description(s).*** Provide a detailed description of the products and services you are offering as a part of your proposal, including the features and benefits and how they address the scope of this RFP.

	IMPORTANT: this description along with the products and services outlined in the Attachment B – Cost Proposal will be utilized to define the overall products and services available under a resulting contract.

Zonar's product line is based on a "hardware-enabled SaaS" model, where vehicles are outfitted with Zonar's hardware devices, and then use web-based SaaS apps to access the data that is stored in the cloud. The hardware devices can be sold or leased, with a lease simply adding an amount to the monthly software service fee that is charged per vehicle.

V4 TCU (Telematics Control Unit) is the commercial-grade 'black box' or GPS device that is installed in the vehicle to be tracked and measured. Unlike other devices in the market, the V4 is a commercial-grade device designed for heavy-duty vehicles, and is not off-the-shelf consumer grade electronics. The V4 is the size of a small paperback book and has internal high-gain GPS and GSM antennas that do not require any external antenna to be installed on the vehicle. The SIM card is soldered onto the board of the device, ensuring a loose SIM card – the most common failure point in consumer-grade GPS devices – can never occur. The V4 is connected to the Ignition On circuit in the vehicle, which provides power to the device when the vehicle is in operation. The V4 is connected to the vehicle's on-board computers via CANBUS (J1708/1939), backbone, or OBD-II port installation. This allows the device to read data directly from the vehicle itself like odometer readings, vehicle speed, harsh braking events, engine error codes (DTCs), fuel consumption data, and more. In heavy-duty vehicles with Cummins engines, the V4 can also allow the driver to perform engine trimming and software upgrades to the Cummins engine without need to return to base or go into a service center. There are 5 I/O ports on the V4 to track the use of vehicle-mounted accessories, like the use of caution lights, PTO, door open, wheelchair lift in use, stop arm deployed, man lift in use, etc. The V4 is designed to be long-lasting and is IP54 rated for dust, dirt, and water resistance. Finally, the V4 is generally installed in an out-of-the way place (usually behind the dashboard) to ensure it is out of the way of knees, feet, and tools, and that any tampering with it will be immediately evident.

The V4's tracking technology is unique, using Zonar's "Intelligent Logging" algorithm that tracks not only the location of the vehicle, but all vehicle activity including starts, stops, turns, braking, idling, accessory use, and engine error codes. Every one of these events is encoded with full GPS data (latitude, longitude, date, time, heading) so every event can be pinpointed where and when it happened. Did the vehicle stop at a stop sign? How long has the vehicle been idling for? Have there been a series of "harsh driving events" indicating poor habits by the driver? All of these questions can be answered easily because of Intelligent Logging. (The V4 can also be configured for GPS "ping-based" logging.)

The V4 records several data points, packages them up, encrypts the data package, and transmits it via GSM to the Zonar cloud in the Google Cloud Platform, where the users can see the data, live, via our web application Ground Traffic Control. If the V4 cannot obtain cell signal for any reason, it simply stores the data until it can get a good cell signal again, then automatically uploads all the stored data. The V4 can store up to 3 months of data, ensuring that even in remote areas or disaster areas, full vehicle history is being recorded and can be reported on once the cellular network is back up and running. This is essential for utility vehicles working in disaster areas, for example, when they file for FEMA funds; the full vehicle history – all of the stops, all the locations where the crew worked – is documented in full, to support any claims for reimbursement from local or federal authorities after the disaster.

In the instances where the V4 has been tampered with, our GPS Health Report shows devices that are not reporting in properly, their last known location, and what was happening just before the device stopped reporting. This data ensures the supervisory staff can address any non-reporting issues quickly, as they happen, and take action to address the issue right away.

The V4 has a three-year warranty.

This year Zonar is releasing the light-duty version of the V4 – the LD TCU – for passenger vehicles, with simplified installation, and lower pricing. XXX

Samsung Tab Active2 – Zonar has chosen to standardize on the Samsung Galaxy Tab Active tablet computers for our driver tablets. These are the most popular tablets for drivers to use in heavy duty vehicles in America, and are designed to be rugged and resilient in these environments. The standard Android operating system supports the Zonar Mobile Shield MDM (mobile device management) software, which allows easy administration of these devices from a central app, rather than having to configure each tablet separately. Mobile Shield locks down the device to prevent non-authorized apps from being installed, limits data usage, and can be used to find or remotely wipe a tablet if it is stolen.

Most importantly, the Tab Active series of tablets have built-in NFC/RFID readers that can be used to scan Zonar's EVIR inspection tags, and do entirely electronic vehicle inspections without the need for paper records. Driving directions, electronic forms, student rider manifests, EVIR inspections, timekeeping apps, and dozens of other third-party applications can be installed on the tablet to give the driver an all-in-one tool for all of their data and apps.

Operator ID – A simple 4"x4" RFID card reader that can be mounted on the dash of any vehicle and connected to the V4 TCU, Operator ID is a way to identify the driver of the vehicle for every single trip. When the driver turns the ignition on, the device beeps and blinks an LED until the driver taps their RFID card on the reader, identifying themselves. If the vehicle goes in motion without the driver identifying themselves, the device's beeping and blinking increases in urgency, similar to when the driver fails to engage the seat belt. With this device, the driver is identified for every trip, by every vehicle, helping supervisors understand who is treating their fleet vehicles well, and where problems may arise.

Coach Cam – A forward-facing dashcam with a powerful AI engine behind it, the Coach Cam watches ahead for common poor driving behaviors and alerts the driver to potential issues before they become accidents. Events that can be tracked include tailgating, lane departure, speeding (the device reads speed limit signs in real time), and other issues. The driver is alerted to the issue by a voice, and a still image or video of the incident is recorded if the driver fails to correct their behavior. Recorded events can be reviewed on our web portal by both the driver and their supervisor, to either absolve the driver of false accusations, or provide the supervisor with training opportunities for their drivers.

EVIR 2010 Handheld – For fleets that do not require a driver tablet for anything other than EVIR, the EVIR 2010 Handheld device is designed to be a low-cost vehicle inspection tool that leverages the EVIR inspection technology, just in a handheld wand-style device, rather than a tablet computer. (Note: The EVIR 2010 does not have a camera, so issues cannot be photographed and photos submitted with inspection reports filed using the EVIR 2010.)

ZTrak – With a battery that lasts up to 4 years, sending 1 GPS ping per day, the ZTrak is perfect for assets that do not have their own power source. Dumpsters, wire wheels, trailers, towable generators, and other common construction site assets are expensive and need to be tracked, but don't have their own power source. The ZTrak can be mounted on the asset and it sends out 1, 2, or 4 pings per day (depending on configuration) allowing you to track you unpowered assets right along next to your vehicles in the same software.

Z Pass Reader – Knowing when and where students get on or off the school bus is easy with the Z Pass Reader. Students simply pass their RFID card in front of the reader as they board or exit, and the unique RFID# inside their card is read and transmitted to the V4 TCU in the vehicle. The V4 then tags that RFID# will full GPS data, which the school can use to

notify parents of their student's activity (for a parent-app, for example). The aggregate data of every student that rides every route can be used to refine routes and confirm the actual student ridership of each route. Are buses arriving full at the school? Are routes overlapping? Are as many students riding the bus every day as your records indicate they should be? Are student addresses and routes correct, or has a student moved? All of these metrics and data points are easier to measure when there is a verifiable electronic record of the student's use of the school buses.

Ground Traffic Control – The central app where all of Zonar's data and reports are available is the web application called Ground Traffic Control, or just GTC. This app runs in the most common browsers on the most common platforms with no plugins or other software needed, and runs on desktop, laptop, tablets, and phones.

EVIR (Electronically Verified Inspection Reports) – Specifically approved for fully electronic verified inspections in all 50 States and Canada, Zonar's EVIR inspection technology is unique in the industry and the ONLY system that allows fleets to perform vehicle inspections entirely electronically. RFID tags are placed around the vehicle, and the driver uses their tablet (or the 2010 Handheld) to scan one of the tags. They are presented on screen with a list of items to inspect in that area of the vehicle, with the inspection steps for each item, and a full list of potential defects that could be found. Any defects are noted – and photos taken, if necessary – then the driver moves on to the next inspection tag in the next "zone" of the vehicle, and continues the process until the full inspection is complete.

The driver completes any final notes, electronically signs the inspection report, and returns the device to its cradle in the vehicle. The full inspection report and all photos are uploaded to the Zonar cloud, where they are instantly available to the supervisors and mechanics, who can evaluate any issues the driver found.

With EVIR a driver can no longer "pencil-whip" the inspection form. The time and location of the inspection is recorded, as is the amount of time spent at each inspection zone around the vehicle. This gives the supervisor visibility into whether the driver spent enough time to perform a full inspection in each zone, and confirms the place where the driver performed the inspection, and when. Pre-trip and post-trip inspection data has never been more useful in ensuring a fleet is safe to operate. The diligent execution of EVIR inspections has also been used to absolve companies of accusations of poorly maintained vehicles, in road accidents and legal cases.

EVIR is also flexible. The process can be applied to any type of inspection on anything. Trailers, generators, hydraulic systems on bulldozers, cleaning of public buses or COVID disinfecting procedures for school buses, all have EVIR sectionon models that can be loaded and run to track any sort of vehicle inspection or service process.

Advanced Navigation – Powered by ALK mapping, Zonar's Advanced Navigation app provides commercial vehicle-approved directions anywhere in North America.

Cummins Connected Advisor – Vehicles with Cummins engines and the V4 TCU can report unique engine and drivetrain information that simply isn't available from other tools. Engine tuning and trimming, fleet vehicle issue tracking, and direct support from Cummins engineers are all available from the CCA app. If a problem occurs, CCA can not only tell you the severity of the problem, the suggested course of action, and what parts will be needed for the repair, it also can connect you to a Cummins engineer who can help address the issue.

FaultIQ – Powered by Noregon, FaultIQ tracks vehicle efficiencies by make/model/year across your entire fleet, and allows you to stank rank your similar vehicles against each other to define which vehicles might not be operating at peak

performance. Detailed insights into specific engine subsystems can help diagnose subtle problems that lead to degraded performance, and help you address those problems to bring overall fleet efficiency up.

ZFuel – Tack the exact amount of fuel through the injectors on heavy duty vehicles, know the road conditions, the gear selection, the use of cruise control or excessive idling events, to track individual vehicle and driver performance across the USA. Was the driver operating the vehicle in the right gear for the road grade and conditions? Was the driver maximizing fuel use through proper use of cruise control and gear selection? How much improvement has your fleet shown over what period of time, and how much has that saved in fuel and dollars? ZFuel decodes all of this and turns it into easy-to-follow fleet metrics for supervisory and managerial staff to track and report on.

Z Pass – RFID based student identification system for school buses, to identify when and where every student gets on and off the bus. Key data for measuring route efficiency, filing for Medicaid reimbursement, and tracking lost children that simply may have gotten off the bus at the wrong stop!

ZTrak Services – For the ZTrak battery-powered asset tracking device, you can choose between 1, 2, or 4 GPS location pings per day. Since this device is generally used for stationary assets – like dumpsters or generators – this is an easy way to make sure assets aren't left behind on construction sites, or can be recovered quickly if stolen. Note that increasing the ping rate reduces the estimated 5-year battery life of the ZTrak.

Verify – Integrate your Zonar data with your school bus routing software to provide the bus driver with a student manifest for every stop, showing the name and photo of every student due to board or exit at every single stop.

Forms – Zonar's electronic forms app that allows you to set up any sort of electronic form on the driver's tablet, from timekeeping, to bills of lading, to accident reports, or field assessments, Zonar Forms is simple, easy to use, and collects data in a standard text-based format in our cloud, so it can be easily exported and used in other tools.

Two-Way Messaging – Simple messaging app between the dispatcher and their drivers. Communicate 1-on-1, or send announcements to your entire fleet, using Zonar's Two-Way Messaging app. Note: Dispatchers can also send updated addresses to drivers via this app while the driver is on the road. The driver clicks the link and it is automatically opened in our Advanced Navigation app, to ensure your commercial vehicles have the correct directions for commercial traffic.

Zonar Logs ELD – Fully ELD-compliant logs for CDL drivers. Includes HoS and Canadian rules.

MyView – Track the ETA of your child's school bus with MyView. Simply set a geofence around your home at the distance you prefer, and receive notification of the impending arrival of your child's bus. The software does not require any integration with routing software to provide our services.

FieldView – For fleet supervisors in the field, view a subset of your fleet vehicles on a map, live, on your Android mobile phone. Tap any vehicle to see its current location and activity, and get directions to that vehicles' location.

3.1.2.	**Open Market Products.** Provide a detailed description of your ability to accommodate requests for Open Market Products. Open Market Products is a category of products that cannot be found in your standard catalog offering or non-inventoried products.

Zonar can provide the Blackberry Radar line of products, in addition to our line of Zonar products and the Samsung tablet that is configured for use with Zonar's platform of products.

3.1.3.	**Customized Offering.** Describe how you are able to customize the program offering to Equalis Group Members.

The tools sold by Zonar are highly configurable and allow our customers an enormous amount of flexibility in how they create and manage users and roles, geofences, alerts, and how they set up, filter, and automate report generation. We also have an open API that customers are welcome to leverage to bring their Zonar data into their other systems. All of these capabilities are within the control of the customer, and they are trained on how to use these features to configure and customize the product to meet their fleet's specific needs.

Zonar also has a Professional Services Team who can be contracted to build custom software that leverages the features of our system. Our larger customers have used the ProServ team to help build duplicate data streams out to other cloud based services, in the customer's AWS, Azure, or Google clouds. Custom analytics, reporting, and data streams are all projects that ProServ can provide bids for, depending on the customer's specific needs.

Zonar has a full portfolio of partners who provide complimentary products and services to Zonar's telematics platform. These partners can be brought in on deals to expand the capabilities of the solution for customers with specific needs outside of Zonar's telematics offerings.

3.1.4.	**Differentiators.** Describe what differentiates your company's products and services from your competitors.

Zonar is one of the few manufacturers left in the industry, and we are the only telematics company backed by a vehicle OEM, rather than a hedge fund or cellular company. This makes Zonar's motivations and industry partners far more relevant to today's fleet managers. We design and build our own hardware products, and develop our own software, in-house, in the USA.

Zonar's Intelligent Logging algorithm is unique in the industry, in that it tracks the actions of the vehicle and attaches full GPS data to each eaction. So instead of seeing a long row of dots on a map and trying to determine what each dot means, with Zonar you see a braking event, following by a stop event, followed by a turn event, when a vehicle turns at a stop sign, for example. With Zonar's data it is far easier to look at a vehicle's full trip and identify immediately where issues may have occurred, since our data points are tracking vehicle activity, not just a long series of timed location pings.

In addition, Zonar's EVIR inspection technology is patented and Zonar is the Sole Source Supplier for EVIR in North America; the only fully electronic system for producing verified vehicle inspection reports.

Zonar's products are commercial-grade in a field where most companies buy a consumer-grade, self-installed GPS box from a mass manufacturer, and stick in their own SIM card. Zonar's hardware is designed for commercial heavy duty

vehicle work environments, have the lowest failure rate in the industry, and are professionally installed to ensure a long life of high-quality vehicle tracking data.

3.1.5.	**Integrations.** Provide description of your company's approach to APIs and integrations. Provide a list of other applications or software system with which your solutions integrate.

Zonar has an Open API that is available for our customers to use, to pull data and reports from our cloud into their own reporting tools and back-office systems. As Zonar is most often a data SOURCE for other applications to pull from, there are many apps that have written integrations to pull data from Zonar. It is rare that Zonar is the one performing the integration; most often it is the other app requesting data from Zonar, so we can advise and provide examples of how other apps pull our data, but cannot assist with the writing of integration code into other back-office systems.

Most commonly, our users pull Zonar's data to use in school bus routing software applications, workorder management apps, and time/attendance tracking tools. Knowing the location and history of a vehicle's activity is critical when planning bus routes, or scheduling service workorders, or tracking driver pay.

In 2021, Zonar will be releasing an updated API that will be fully RESTful to allow more interaction with back-office apps than simple HTTP Get/Put calls currently used.

Zonar customers are integrated with AssetWorks, Dossier, Transfinder, GeoRef, Edulog, ADP, Cemex Go, Drivewyze, BusPlanner, ArriveCAN, Carriers Edge, Ditat, MustDeliver, Salesforce, Skyward,TCP MobileClock, Wayfinder, Wayze, Yotta, and Zello, to name a few.

3.1.6.	**Data Protection**. What security certifications does your company currently hold that establish your processes for protecting user Data?

SOC2 compliant data centers (Google Cloud Platform) and FIPS 140-2a encryption of data in transit and at rest.

3.1.7.	**Security**. What security protocols are in place to ensure the safe transmission of information being shared through your products and services?

Data is encrypted at rest and in transit to the FIPS 140-2a standard, and when transmitted from the vehicle to our cloud it is sent over a private APN on the AT&T Cellular Data Network.

3.1.8.	**Data Import and Export.** Describe your solutions' ability/inability to allow for the import and export of legacy data.

All reports from Zonar's Ground Traffic Control web app can be exported to a number of different file formats, including CSV, Excel, and KML filetypes. Large changes – like uploading a list of assets, or users, or geofences – are often performed in Excel and uploaded to GTC, to simplify the process of entering thousands of lines of data. In addition, data can also be flowed in and out of our cloud databases via the API.

3.1.9.	**Installation**. Is installation available as a part of your proposal? If yes, continue answering the remaining questions in **5.2**.	☒ Yes ☐ No

For fleets that have their own mechanics on staff, and who want to be fully self-sufficient, Zonar is happy to train the team on the installation and troubleshooting of our hardware devices.

For other fleets that want professional installation provided for them, Zonar has our own team of installers and work with several nationally-recognized installation providers to bring a team on site (or to multiple sites) to install the hardware.

Taking a vehicle out of service to install hardware can be very sensitive and time-restricted for many fleets. Therefore Zonar's Implementation Manager will work with the customer's point of contact to develop an installation plan and schedule that meets the fleet's goals, while also bringing vehicles out of service for as little time as possible. During the phase there will be daily updates on installation progress so any issues that come up can be remedied immediately without impacting the overall timeline. Zonar has provided professional installation services for fleets from 10 vehicles to tens of thousands of vehicles, and we have been doing this for 20 years. We are VERY good at this, and customers are very happy with our pro installation services.

3.1.10.	**Installers.** Is the installation service performed by a company owned installation team or one of your dealers or resellers?	☒ Yes ☐ No

All of the above, honestly. Daimler (DTNA) installs our hardware on their production line. Many dealers install our products prior to delivery ("upfit" the vehicles) when customers buy new vehicles from them. Some dealers can upfit an existing fleet of vehicles with our products, if they have an existing relationship with the customer and Zonar. And finally, Zonar can manage the installation process ourselves with our own installation team, or one of our five national installer partners that are licensed and trained in professional electronics installation in commercial vehicles. We want to give the customer the experience that best suits their specific fleet needs, so we work with them to determine their priorities and fleet needs, then design a plan with them that meets those needs.

3.1.11.	**Qualifications.** Describe the qualification of your installation crews. Your response may include, but is not limited to, training and certification requirements.

MECP- certification is important when installing any electronics into commercial vehicles. Zonar's techs and our installation partners are all certified for the work they do, and also trained specifically in the installation of our hardware, as well. Because of the wide range of vehicles on the road today that Zonar's technology works with, it is important to understand the wide range of variables that can come from installing in vehicles that may already have other third-party equipment installed. So proper installation is more than just plugging in a few wires and mounting a box. It also requires the installer to be aware of other devices they may encounter during installation that may block ports or access or may create electrical interference. Zonar has that experience and skills to deal with anything found in the vehicle, and how to install our equipment in a legal and safe way, to ensure the vehicle and its operation are not compromised in any way.

3.1.12.	**Implementation**. Does your company provide services to assist in deploying or implementing the solutions included in your proposal? If yes, describe how your company's approach to deploying solutions to customers.	☒ Yes ☐ No

From the day the order is plaed, the Zonar Implementation Manager for the project will be working directly with the customer to gather data (asset list, user list, etc.) and priorities (tracking speeding, or setting up geofences, or configuring alerts, for example), and developing a plan and timeline with the customer to meet these needs.

Zonar has 20 years of experience doing this, as well, and we bring a lot of knowledge of best practices and techniques to have the smoothest implementation experience possible. We are both the service provider and a critical information resource for the customer during this phase of the project, until customer sign-off and turning the account over to our ongoing support team.

3.1.13.	**Training & Education**. If yes, provide a description of the training services and education resources available to Members.	☒ Yes ☐ No

Zonar provides both in-person training by a Zonar Trainer, and online training both via live webinars and pre-recorded trainings. All training materials are available online, within the Ground Traffic Control app itself, as well as in common LMS (Learning Management System) formats for companies that have an LMS in place.

The training content and program will be developed in collaboration with the customer, as the hardware installation process gets underway. The Trainer will work with the customer to understand their goals and key focus for the new telematics system, and focus the training on those items to make sure the customer has what they need to be up and running on Day 1.

Most importantly, the training happens with the live system and live data. Users will be learning the tools while using the actual data being generated live by their own fleet vehicles. This removes the abstraction of "test data" which can be too perfect or "unreal" to match what the users will see everyday in the system. By learning with the live data, all the adjustments and tweaks they make during the learning process (to customize the views, default settings, etc.) will be retained in the live system. This hand-on experience is available both with a live in-person Zonar Trainer in the room with the users, or online via a webinar. Since everyone is logging into and using the same web app (Ground Traffic Control) in-person training has been the preferred form of training our customers have chosen during COVID.

Finally, once the system is live and the drivers, dispatchers, mechanics, supervisors, and managers have each been trained on their parts of the system, all future online training throughout the life of the contract is free. This can be helpful when you have a new employee come on board who needs training, or if your team wants to focus on refining their skills on a certain aspect of the tools. For example, if Fuel Use Reduction is a focus for your fleet this year, ask Zonar Customer Care to give your team a training on best practices for managing, measuring, and tracking fuel use. This type of focused, issue-based support is especially helpful once your team has been using the tools and become familiar with the general features and utility of the GTC app.

3.1.14.	*Hosting.* If yes, provide a description of the hosting services included in your proposal.	☒ Yes ☐ No

Zonar's solution is provided as a hosted (SaaS) application, served from the Google Cloud Platform, with a better than 99.99% uptime service record.

3.1.15.	*Other Services.* If yes, provide a description of the other services included in your proposal that have not been addressed within this document.	☒ Yes ☐ No

Zonar has a Professional Services team that can be contracted to write custom code for customers with unique needs. A full project scope will be defined and a bid provided to the customer to deliver the services requested. These types of projects are often related to storing and manipulating our telematics data in unique ways in the customer's own cloud (AWS, Azure, Google Cloud) environment. These projects are priced individually on a per-project basis.

Zonar has a high-end customer service offering that provides an individual assigned to the customer account – the Customer Engagment Manager (CEM) – who does regular check-ins and trainings with the customer's team, as well as annual business reviews with the customer's senior management team. This service is available for an annual fee.

3.2. Turnkey Capabilities

3.2.1.	***Turnkey Capabilities.*** Describe the capabilities available through your company and, if applicable, your authorized network of dealers, distributors, and resellers that support your ability to provide turnkey solutions to Equalis Group Members. Your response may include, but is not limited to, site assessment, equipment consultations & recommendation, installation, inspection, and reporting.

Zonar's tools are designed to be used by the customer, to track the fleet metrics, health, and KPIs of importance to the customer. If the customer would like a more "hand-off" approach to fleet management, and have a Zonar Customer Engagement Manager run reports and perform analytics as a service, that is available as well for an annual fee. Pricing is dependent on the specific needs of the customer and scope of work, and needs to be negotiated directly with Zonar Sales.

3.3. Additional Features

3.3.1.	***Value Add.*** Describe any other features or capabilities relating to this RFP that would improve or enhance your company's proposal**.** Your response may include, but is not limited to, additional or complementary products and services, ecommerce capabilities, marketing capabilities, green initiatives, and technological advancements.

Zonar has unique integrations with Cummins and Noregon that provide our customers with insights and controls on these vehicles that simply are not available elsewhere. The apps OTAir, Cummins Connected Advisor, and FaultIQ all provide deep controls, metrics, and information for heavy duty fleets that provide everything from custom trimming of Cummins engines, to tracking a certain type of common fault across a specific subset of vehicles, to the ability to update engine programming over the air without a visit to a service center for a new software download. These types of partnerships with the engine and vehicle OEMs simply do not exist with other telematics providers.

On the marketing side of things, Zonar's relationships with our Co-operative partners are managed along with our other channel partner relationships (like dealers and resellers) by our Channel Marketing Team. We work with our Co-ops to provide unique marketing materials to their members, and train our nationwide sales team on the use of our Co-ops in their sales opportunities. We love working with our Co-ops to help their members get the fleet technologies they need, with the least hassle possible, and at a discount off market rates!

3.4. Additional Offerings

3.4.1.	**Other Capabilities.** Identify and describe any other products and/or services your company offers outside the primary scope of this RFP that can be made available to Equalis Group Members. Include proposed pricing for any additional products or services your company offers in **Attachment B – Cost Proposal** in accordance with the directions provide in **RFP Section 2.3 Cost Proposal & Acceptable Pricing Formats**.

Click here to enter response.

3.5. Warranty

3.5.1.	**Warranty.** Provide a copy of the manufacturer's warranty. If required, please attach the warranty as an attachment, as instructed in this document. Describe notable features and/or characteristics of the warranty that a public sector customer would find interesting or appealing. Pricing related to the any extended warranty options must be included in **Attachment B – Cost Proposal**.

The Zonar V4 TCU is warranted for 3 years against manufacturing defects. Samsung warrants their Tab Active2 tablet for 1 year against manufacturing defects. All other Zonar hardware is warranted for 1 year against defects.

The full warranty is provided within our EULA, which is included in our submission.

Section 4. Business Operations

4.1. Logistics

4.1.1.	**Distribution Capabilities.** Describe how supplier proposes to distribute or make available the products, services, and solutions in Bidder's defined geographic reach.

Zonar sells across North America (USA and Canada) with a dedicated sales team of Zonar employees, as defined by region. Accounts are divided between salespeople by fleet size, with our regional directors handling the largest fleets and customers, and our direct sales team working with smaller fleets of 500 or less vehicles.

Zonar also has a very select group of Dealerships who are authorized to sell and upfit Zonar's hardware in customer vehicles.

Zonar has a small group of Resellers we work with who sell complimentary products or services, and are empowered to sell Zonar's solutions along with their products/services.

Regardless of the channel through which the customer purchases our products, the Zonar team (more than 400 people in the USA) are the ones who lead the Implementation, Training, and Onboarding stages of the customer relationship. This way we can ensure every customer gets the "Zonar touch" when they buy our technologies.

4.1.2.	**Supply Chain.** Identify all other companies that will be involved in processing, handling, or shipping the products or services to the Equalis Group Member.
Zonar is the manufacturer, distributor, seller, fulfillment center, and service provider for all of our products.	
4.1.3.	**Expedited Orders.** Describe your approach to handling emergency orders and/or service. Your description may include, but is not limited to, response time, breadth of service coverage, and service level.
As most Zonar orders ship within 9 days, there is little need for expediting shipping. Some customers choose to purchase an extra V4 TCU to have on hand if they need to replace one, but our shipping and service turnaround windows are all within 2 weeks, which meets most fleet needs. In the event something does need to be expedited, however, Zonar's Fulfillment Center in Seattle, WA is fully capable of expedited shipping.	

4.2. Customer Service

4.2.1.	**Customer Service Department**. Describe your company's customer service department & operations. Your description may include, but is not limited to, hours of operation, number and location of service centers, parts outlets, number of customer service representatives. Clarify if the service centers are owned by your company of if they are a network of subcontractors.
Zonar's Customer Care department has more than 90 people primarily based in our Seattle office, and service is available 24/7/365 via phone, email, and chat for any questions our customers may have. All calls are answered within 3 minutes, and 85% of our customer issues are solved on first contact and do not require a call back. All Zonar support is provided by Zonar employees, either in our Seattle HQ offices, or our Cincinnati location. In addition to the standard support for Zonar products offered by Customer Care, Zonar also has our full Compliance Team available for consultation and help with any regulatory or compliance issues our customers may have. Customers are welcome to call in to the Compliance Team with questions on upcoming regulatory changes and how it might affect their fleet operations, or even on specific issues a particular driver might be having with a roadside compliance check, ELD question, or other compliance issue. Finally, as described previously, Zonar's Customer Experience Manager (CEM) service is available for an annual fee, and assigns a specific individual to the customer's account, who will be the primary point of contact for the customer, as well as the person who organizes and delivers Annual Business Reviews on Zonar's results for the year.	
4.2.2.	**Complaint Resolution.** Describe your customer complaint resolution process. Describe how unresolved complaints are handled.
For the 15% of issues that are not resolved on first contact, Zonar has an escalation path that issues can follow from our front line Customer Care technicians up to management and senior management. Zonar also invites customer participation with product management, so customers who are interested in seeing the product move in a specific	

direction can participate as a reference site with the product management team to test and review proposed features and functionality.

4.2.3.	**Product Returns.** Describe your product return policy and procedures.	

Simply contact Customer Care 24/7/365, troubleshoot the problem with the tech, and if there is a hardware failure an RMA will be issued for the return and repair/replacement of the device according to the warranty terms.

4.2.3.1.	**Forums and Support Groups**. Does your company offer any user groups or support forums? If yes, provide a description of the forums and support groups available to Members.	☒ Yes ☐ No

Zonar has an annual meetup of customers where they come to our HQ location and work closely with our management teams on feedback for the current products, and previews of upcoming products and product direction. These groups also interact throughout the year in private conversations with Zonar employees in discussions about our products and services, best practices, and where the future is leading fleet operations and tools.

4.2.4.	**Service Level Agreements.** Describe your Service Level Agreements (SLAs) along with your levels of response.

Zonar's hardware devices are designed to work whenever the vehicle is turned on, regardless of whether there is cell service available or not. The V4 simply records normal vehicle performance and activity while the vehicle is in use, and whenever cell signal is available again, the device automatically uploads the complete vehicle history so the activity is visible in the Ground Traffic Control software. The V4 can store up to 3 months of data locally, if necessary. So there will never be "holes" in your GPS data. Every path by every vehicle is recorded in its entirety, and visible in GTC.

The web-based tool, Ground Traffic Control, is where all of this data is viewed, and vehicle activity can be watched in real time. The app and the data reside within the Google Cloud Platform which has better than 99.99% uptime record and guarantee.

Ground Traffic Control is developed using Agile/Scrum methodologies, and deployed to the highly redundant and resilient Google Cloud Platform on a regular basis. This update cadence does not require the system to be taken down for updates to be applied, nor does it need to be taken down for service/maintenance windows or backups. So GTC is always live and available. If you can search Google, you can access Ground Traffic Control!

4.2.5.	**Issues & Bugs.** Describe your company's process for reporting, addressing, and fixing errors, issues, and bugs.

As with any other issue, any product questions or bugs that have been discovered should be directed to Zonar Customer Care via phone, email, or chat, 24/7/365. If a bug has been found, we often like to bring that customer into the bug fix and testing process to refine what causes the issue, how to replicate it, and – once we have fixed it – to have the same customer test the fix.

4.3. Order & Invoice Processing; Payment

4.3.1.	**Purchasing Options**. Describe the different channels in which this contract will be made available to Equalis Group Members. Your response should include, but is not limited to, whether your organization will serve as the single point of contact or if the contract will be made available to your dealers and reseller to serve as the single point of contact.

As this cooperative agreement is between Zonar and Equalis, but the end contract between the customer and Zonar will require a Service Agreement, it is simpler for the customer for the relationship to be directly between Zonar and the customer.

4.3.2.	**Order Process**. Describe your company's proposal development and order submission process.

Customers are encouraged to call Zonar Sales and begin the discussion about their needs and Zonar's product offerings. Once an understanding of the specific needs are known, then the Zonar Salesperson can generate a sample Sales Order showing the exact selection of Zonar hardware and software services the customer will purchase in order to meet those needs. The customer can then place that order via the Equalis portal to gain the discount and benefits of the Equalis contract with Zonar.

When we receive the order from Equalis, the product selection and pricing will be confirmed with the customer by the Zonar Sales Rep, before taking payment and moving on to the Fulfillment process.

4.3.3.	**Invoice Process**. Describe your company's invoicing process.

Customers can either purchase our lease our hardware, and the software services can be paid for on a monthly or annual basis. If the customer would like to lease the hardware, that can be simply added to the Monthly Services charge, and paid for on a monthly or annual basis.

When the order is placed, the Zonar Sales Rep will determine the customer's preferred buying model, and apply that preference to the account. That will define how often payments will be made.

4.3.4.	**Payment.** What are your standard payment terms? What methods of payment do your company accept?

Since most customers choose monthly billing plans, payment is due when invoiced. Zonar accepts all forms of payment, including payment cards and ACH.

4.3.5.	**Financing.** Does your company offer any financing options or programs? If yes, provide a description of the financing options available to Members.	☒ Yes ☐ No

If the customer chooses to lease the hardware and bundle the monthly lease cost into the payment for Monthly Services, the lease comes with a 3-year term, and early termination clauses. (Defined in our EULA, submitted with this proposal.)

4.4. Members Contracting for Services

4.4.1.	**Customer Set Up**. Once an Equalis Group Member decides to accept your company's proposal for services as described in this RFP, what is the process for the Member to become a customer?	

From the first contact with Zonar, the customer is entered into our CRM system, and assigned a customer number. From that point on, the relationship progresses through 5 stages, from introduction, to understand the customer need, to discussing payment options, to providing a sales order, to executing payment on the sales order and becoming a customer. It is an organic process of discovery, from introduction through purchase.

4.4.2.	**Customer Agreements**. Does your company have standard customer agreements? If yes, please provide copies of any standard customer agreements and describe your process and timeline for reviewing, negotiating, and finalizing any customer-specific contract terms or requirements.	☒ Yes ☐ No

Our EULA has been provided as a separate document. This also encompasses lease and warranty terms.

4.5. Sustainability, Reclamation, and Recycling Initiatives

4.5.1.	**Sustainable Company Initiatives.** Describe the ways in which your company is addressing the issue of sustainability.	

Zonar is fortunate to be owned by Continental, who has a rich and highly successful Sustainability program going back more than 15 years. The latest Conti Sustainability Report (for 2020) is available here: https://www.continental.com/en/sustainability/news/news-2021/the-integrated-sustainability-report-2020-is-now-available-251892

Sustainability for Conti is a huge issue, as a tire and electronics manufacturer. Areas of focus, therefore, extend from Sustainable Natural Rubber Sourcing policies, to Charitable Donations, to defining not only the Corporate Conduct and Corporate Governance Principles, but also extending those principles down our supply chain to our Business Partner Code of Conduct which sets sustainability expectations for the companies that Conti does business with.

As sustainability issues become more critical to everyday operations of global companies like Conti, we also are setting the bar high by publicly stating our Sustainability Ambitions which state eight specific goals we are striving to achieve to address our responsibility to the world as a manufacturer: (PDF file link) https://www.continental.com/resource/blob/240440/851ac1459271bfc590e4e5713c5da173/continental-sustainability-ambition-data.pdf

For Zonar specifically, we are proud the role our products take in our customers' environmental goals. One of the most common uses for our telematics products is reduce fuel use through improved fleet efficiency, but also in reducing the most common sources of fuel waste which are excessive idling, speeding, and improperly set up vehicles. Something as simple as low tire pressure can significantly degrade fuel mileage and waste not only money, but fuel, thereby releasing more greenhouse gases into the atmosphere.

Zonar's tools – like ZFuel, the Path Overlap Report, and Asset Utilization metrics – all help track fuel use and key fleet efficiency metrics, and can be measured against each other over time to show specific monetary and fuel use improvements.

Working with our partner Cummins, Zonar also provides the Cummins Connected Advisor and OTAir tools that track not only statistics across the fleet, but can also stack-rank vehicles against each other and show which vehicles are NOT operating at peak efficiency. With the help of these tools and support from Cummins engineers, Zonar customers can re-tune their least efficient vehicles, by identifying and fixing the issues that are leading to the vehicle's poor performance when compared across the entire fleet.

Finally, Zonar is headquartered in Seattle WA, where we have the benefit of more than 65% of our power coming from hydroelectric power generation, and up to 20% more coming from wind and solar in the WA State grid. We also live in one of the most progressive states in the nation, where environmental concerns are paramount, and recycling, energy use reduction, electric vehicles, composting waste, and huge mass transit infrastructure projects are just parts of daily life for the residents here. It should also be mentioned that while parts of Zonar's technology is manufactured overseas and shipped into the US, our Suwanee, GA assembly plant is where our products are assembled, tested, and some fulfillment (to eastern US customers) is done, to reduce shipping costs and waste.

Section 5. Go-To-Market Strategy

5.1. Bidder Organizational Structure & Staffing of Relationship

5.1.1.	***Key Contacts.*** Provide contact information and resumes for the person(s) who will be responsible for the following areas; Executive Contact, Contract Manager, Account Manager/Sales Lead, Reporting Contact, and Marketing Contact. Indicate who the primary contact will be if it is not the Account Manager.

Terry Dell – Vice President, Channel Operations

George Wolters – Co-Op Program Manager

Rita Schreiber – Co-Op Support and Administration

Krista Reasoner – Co-Op Marketing Manager

Christian Jacobsen – Sales Proposal Manager

Strategic Account Directors, by region:

Canada – Mike Olds

Western US – Jerry Ortega

Mid-US – Joe Klibowitz

Eastern US – Chris Burton

5.1.2.	***Sales Organization.*** Provide a description of your sales organization, including key staff members, the size of the organization, in-house vs. third-party sales resources, geographic territories, vertical market segmentation, etc.

Zonar Sales has 33 individual salespeople responsible for different regions, fleet sizes, and vertical markets across the USA and Canada.

Gareth Wade is the Chief Revenue Officer which all sales organizations report to. (Direct Sales, Inside Sales, Channel Sales and OEM Sales)

Matt Hultman is the Senior Vice President of Sales

Andy Carmichael, John Doyle, and Matt Dickey are the Regional Vice Presidents for West, Middle, and East, respectively.

The Strategic Account Directors reports to the RVPs and are responsible for Zonar's largest accounts, and mentoring the salespeople in their region's individual states. (SADs are Chris Burton, Joe Klibowitz, and Jerry Ortega, as mentioned above.)

Below them specialists salespeople work within our core vertical markets under Inside Sales Director, Patrick Londino: Pupil Transportation, OTR Trucking, Muncipal/Utility/Waste fleets, and Public Transit fleets. These salespeople generally represent one or two states, and – for very active states – may also divide their focus according to fleet type, or manage all fleet verticals in their area.

These are the primary people that Equalis customers would be interacting with.

Zonar also has sales departments dedicated to other types of sales, including Channel Sales (dealers and partners), and OEM direct salespeople who work with manufacturers directly.

5.2. Contract Implementation Strategy & Expectations

5.2.1.	**_Five (5) Year Sales Vision & Strategy._** Describe your company's vision and strategy to leverage a resulting contract with Equalis over the next five (5) years. Your response may include, but is not limited to; the geographic or public sector vertical markets being targeted; your strategy for acquiring new business and retaining existing business; how the contract will be deployed with your sales team; and the time frames in which this will be completed.

Zonar is totally dominant in the pupil transportation (school bus, and school bus contractors) vertical market, with close to 50% of the buses in the nation equipped with our hardware. We also serve the largest Over-the-road trucking fleets. Equalis is particularly interesting to us as a tool to gain access to municipal and utility fleets. We currently do business with a number of states, cities, and publicly-owned utility companies, but they do not generally use our existing Co-op partners. The Equalis/CCOG offering is much more appealing to these types of fleets, so Zonar is particularly interested in making our products available to your membership.

Over the next 5 years, we expect exponential growth in State/Local/Utility fleets as the federal infrastructure plan gets put in motion and federal funds begin flowing into these projects. Federally-funded projects also often come with auditing requirements and reporting requirements, which is where Zonar's fleet telematics solutions can really help. We are already able to help schools with Medicare reimbursement for the eligible students they transport, in construction we track the use of "red fuel" and fuel used during PTO which can help companies recoup gas taxes worth tens of thousands of dollars a year. And with our EVIR inspection system fleets reduce costs by ensuring small vehicle defects are caught early while performing proper inspections, before they become bigger issues and potentially stranding a vehicle next to the road. And with our Asset Utilization reporting, vehicle use can be tracked and idle vehicles can be brought into service or simply sold off, to right-size the fleet. This also impacts the enormous costs faced in large construction projects due to rental equipment; a site manager may claim they need this specific bulldozer on site, so the company has to rent another one for another site. With Zonar's Asset Utilization tracking, the Supervisor can see the dozer is sitting idle at one site and reassign it to another site without having to rent more equipment.

5.2.2.	**Sales Team Incentives.** Will your sales team be equally incentivized to leverage the Equalis Group Master Agreement when compared to their typical compensation structure?	☒ Yes ☐ No

Salespeople are compensated the same, regardless of the channel through which the purchase is made.

5.2.3.	**Revenue Objectives.** What are your sales revenue objectives in each of the five (5) years if awarded this contract?	

The goal of our Co-operative Program is to exceed $2m annually with each of our Co-operative partners.

Section 6. Administrative Requirements

6.1.   Admin Fee & Reporting

6.1.1.	**Administrative Fee.** Equalis Group only generates revenue when the Winning Supplier generates revenue based on contract utilization by current and future Members. The proposed Administrative Fee for this contract is two percent (2%) based on the terms disclosed in the **Attachment D – Model Administration Agreement**.	☒ Agree ☐ Negotiate

Click here to provide additional commentary, if necessary.

6.1.2.	**Sales & Administrative Fee Reporting.** Equalis Group requires monthly reports detailing sales invoiced the prior month and associated Administrative Fees earned by the 15th of each month. Confirm that your company will meet this reporting requirement. If not, explain why and propose an alternative time schedule for providing these reports to Equalis Group.	☒ Yes ☐ No

This is a standard requirement for several of our other co-ops, and we have a standard reporting mechanism to provide these reports to our co-ops.

PRODUCT LINE BID FOR FLEET MANAGEMENT TECHNOLOGY

EQUALIS (CCOG)

June 24, 2021

Contents

ZONAR COMPANY INFORMATION

Zonar was founded in 2001 with the simple idea to improve the safety of heavy duty vehicles. Our first invention, the **EVIR** inspection system, helps ensure the operators of these heavy-duty vehicles were performing proper and complete pre- and post-trip inspections, every single time. To this day, the patented EVIR inspection system is the only way to perform verified fully-electronic vehicle inspections, and is specifically approved for use in all 50 states and Canada.

From that one simple idea, Zonar's full line of award-winning telematics products and services have evolved to encompass all aspects of vehicle fleet management, for all types of fleets, from state and local municipalities, to utility companies, construction, school transportation, over-the-road trucking, and more.

Vehicle Type and Purpose = Product Selection

Heavy duty vehicles - semi trucks, school buses, bulldozers, dump trucks, etc - adhere to a single data standard, so Zonar's products break down into categories defined by vehicle class and function: Pupil Transportation, State/Local & Utility, Over-the-road trucking, and whitefleet. In this proposal we focus on State/Local/Utility fleets and pupil transport, since these vehicles most commonly use the Equalis purchasing platform. However the solutions presented in this document are applicable to any vehicle fleet, on or off-road.

Tracking Safe Use, Operation, and Reporting Metrics

For all vehicle classes - from light to heavy duty - Zonar's base solution allows you to keep track of all vehicle activity, location, engine error messages, as well as key metrics like speed, mileage, and odometer readings, and provides reporting metrics and analytics for all of this data as well. All data is transmitted and stored securely in the ultra-reliable Google Cloud Platform, and instantly accessible to users via our Ground Traffic Control web app which runs in the most common web browsers, with no plugins or add-ons needed.

The base solution keeps your front office up to date on where all your vehicles are, what they are doing, and if there are any problems with the equipment or the operation of the vehicle. This data is stored for a year to allow you to do comparisons month over month, year over year, and track fleet metric improvements over time.

Zonar also has specialized solutions for certain types of fleets of interest to Equalis, broken down into the two categories below:

Municipal, Utility, and Construction Fleets

The common factor between these three types of fleets are the vehicles they use. From bucket trucks to road graders, cement mixers to lawn mowers, and everything in between, these are utility vehicles and work trucks that serve common purposes across these types of organizations. Safety and compliance are key areas of focus, as is improving fleet efficiency. Zonar's solutions for these fleets focus not only on the day-to-day activity, but on tracking metrics and KPIs over time, to measure improvement and cost savings, as well as extending the useful life of each vehicle.

Pupil Transportation

For school buses, Zonar has solutions tailor-made to help the driver with their everyday tasks like time logging, directions on school routes, student manifests, and sending alerts in emergency situations. For the school administrators and mechanics, Zonar's tools ensure the safe transport of students, integrate with all of the common routing software, track student ridership, and keep the mechanics up to date on any issues with the vehicle itself. For students with special needs, Zonar provides specialized reporting to assist in the proper logging of these operations in support of this group of bus riders.

A Platform To Build On

All of Zonar's solutions are built on an extensible platform, and are designed to grow with your needs. We serve some of the largest fleets in North America and provide industry-defining functionality and features, derived from our direct work with these fleets. Every Zonar product is built as a part of the whole system, and can be leased or purchased up front, or added on later. In addition, our API allows you to pull Zonar's data into any of your back-office systems for additional analysis and integration.

Foundation in Vehicles

Zonar is owned by Continental, a $50bn company who has been known as a world-class provider of vehicle technology and tires for 150 years. Continental's world-wide reach and manufacturing expertise is helping Zonar expand beyond North America, and bring our solutions to fleet across the globe.

This also makes Zonar the only telematics provider in America owned by a company in the automotive industry, and not a cell-phone provider or hedge fund. Our common purpose to make the roads safer ties our two businesses together philosophically as well as technologically, and is an important reason why this relationship works so well.

Continental is a world-class publicly-owned company traded on the German DAX exchange. Zonar is a part of Continental's Automotive Technologies group, in the Vehicle Networking and Information division, which includes Commercial Vehicles and Services (CVS) group where Zonar resides. (See image below.)

Continental Group
Sales: €37.7 billion; Employees: 236,386

Automotive Technologies	Rubber Technologies	Powertrain Technologies
Sales: €15.3 billion	Sales: €15.6 billion	Sales: €7.0 billion
Employees: 95,551	Employees: 100,327	Employees: 40,102

Autonomous Mobility and Safety	Vehicle Networking and Information	Tires	ContiTech	
Sales: €7.5 billion	Sales: €7.9 billion	Sales: €10.2 billion	Sales: €5.6 billion	Sales: €7.0 billion
Employees: 47,762	Employees: 47,789	Employees: 56,864	Employees: 43,463	Employees: 40,102

› Advanced Driver Assistance Systems	› Commercial Vehicles and Services	› Commercial Vehicle Tires	› Air Spring Systems	› Electronic Controls
› Hydraulic Brake Systems	› Connected Car Networking	› Original Equipment Passenger and Light Truck Tires (PLT)	› Conveying Solutions	› Electrification Technology
› Passive Safety and Sensorics	› Human Machine Interface	› Replacement APAC PLT	› Industrial Fluid Solutions	› Sensing and Actuation
› Vehicle Dynamics		› Replacement EMEA PLT	› Mobile Fluid Systems	
		› Replacement The Americas PLT	› Power Transmission Group	
		› Two-Wheel Tires	› Surface Solutions	
			› Vibration Control	

Our line of credit access is $4bn out to 2024, and also carries Sustainability (green) goals, as well a HUB (historically underserved business) spending goals, as well. Continental is the first company in Germany to do so, and has a US-based diversity supplier program that directs more than $10m per year to diversity-certified businesses.

Annual report - 2020

As a publicly traded company, Continental's 226-page 2020 Annual Report is available on their web site, where pages 69 and 80 have further financial stability details related to Zonar's work.

Partners for the Future

Along with Continental, Zonar also is partners with key manufacturers like **Daimler** and **Cummins**, who provide many of the vehicles and engines used by the fleets we serve. From **Bluebird** to **Thomas-Built**, **Freightliner** to **Terex**, **Samsung** to **T-Mobile**, Zonar works with the manufacturers you trust to give you the information you need to keep your vehicles on the road, safely, in compliance, and operating efficiently.

ZONAR - OVERVIEW OF SERVICES

Hardware and Software Architecture

Zonar provides a rich product line that addresses the needs of a wide variety of vehicle types and fleet management needs and priorities. To understand how Zonar's products communicate with each other and exchange data, the image below provides a high-level look at Zonar's telematics products and data paths.

Vehicle: The grey box on the bottom right is the vehicle, with our V4 TCU tracking device installed, connected to the engine computer, and any accessories (door, stop arm, bucket, augur, wheelchair lift, etc.). The vehicle has our Samsung Tab Active2 tablet installed to provide added functionality for the driver, like directions, forms, voice comms, and our vehicle inspection app EVIR. Hardware accessory support is shown with the Z Pass RFID reader as an example, which allows students to scan their ID as they enter/exit the bus.

Communications: The V4 TCU senses vehicle activity and tags that event with the exact location obtained from the GPS satellite network, as well as operational data from the vehicle itself like speed and direction. This data is encrypted and wirelessly transmitted to our data center over a private VPN, on the cellular data network.

Fleet Management Software and Data: Zonar's application resides in the Google Cloud Platform data center *(top left of the image)* and access to this data is provided via our web app, Ground Traffic Control (GTC). This is also where our API is made available to your other back-office applications that integrate with our data.

This data flow from every vehicle into our cloud is encrypted and protected by Google's world-class systems and data center architecture. All data between the web browser and the data center is encrypted and transmitted over an HTTPS connection, to ensure private and secure communications.
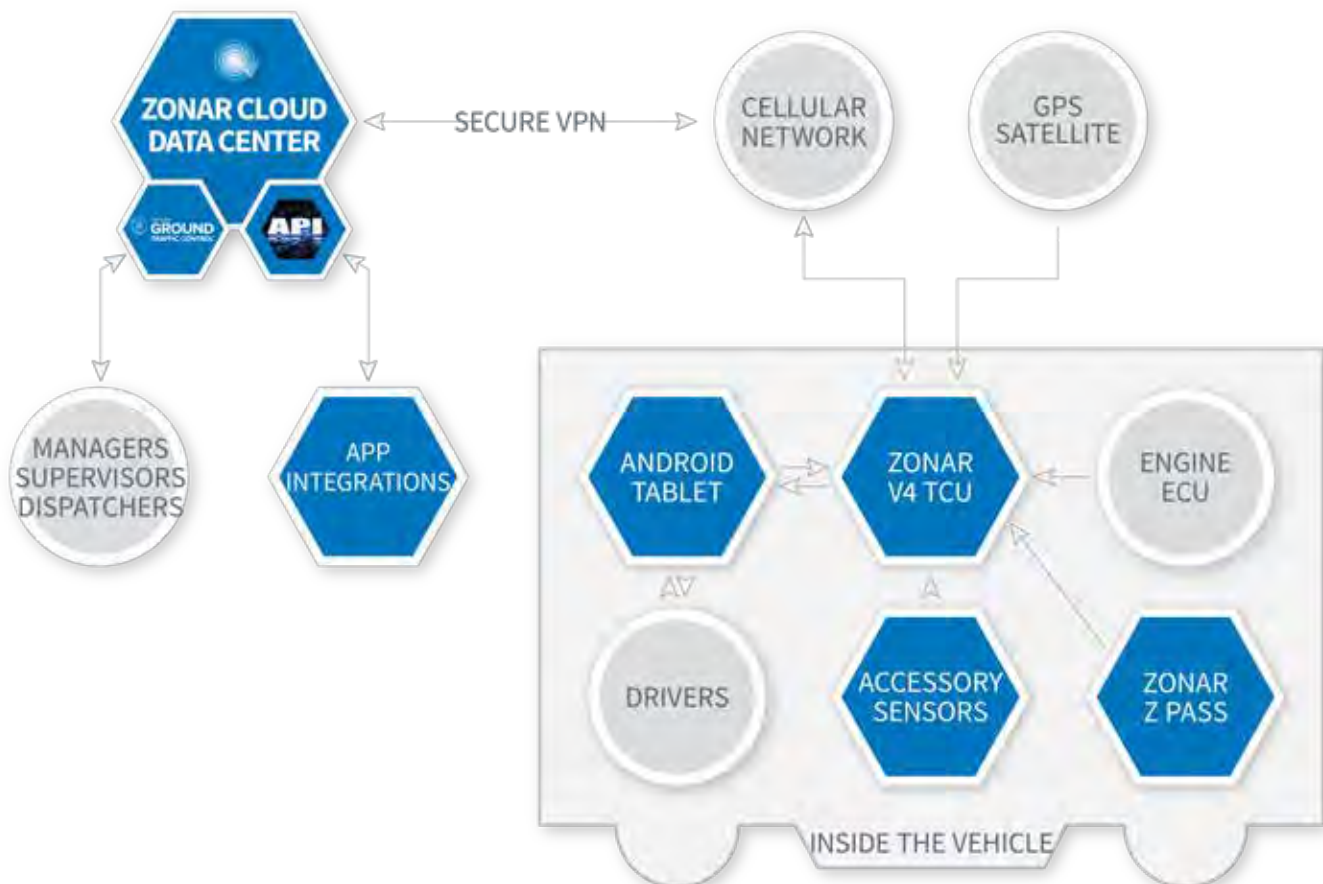
Solution Overview

Zonar's system begins with the installation of our **V4 TCU** (Telematics Control Unit) in every vehicle to be tracked. This device is responsible for gathering data from the vehicle's engine computers (speed, mileage, fuel use, engine codes, etc.), communicating with the satellite (GPS) and cellular (GSM) networks, recording the use of any vehicle-mounted accessories (like a wheelchair lift, stop arm, amber flashers, and door open) and any other Zonar add-on hardware.

With the V4 TCU installed, every action, by every vehicle, on every trip is recorded in detail. Every stop, start, turn, braking event, and activation of a vehicle accessory is recorded with full GPS data, including latitude, longitude, date, time, and vehicle heading. This data is transmitted frequently to our data centers in the Google Cloud Platform (GCP), where it is visible instantly via our **Ground Traffic Control (GTC)** web application. Data is stored for up to a year, depending on your preferences.

OPERATIONAL SAFETY

While the vehicle is in operation, the V4 TCU records all activity and looks for various "poor driving" behaviors that your account administrator has asked to be notified of. If, for example, a speeding threshold of 10 MPH over the limit has been established by your organization, a supervisor can be instantly notified via SMS, email, and on-screen alerts when any vehicle exceeds the speed limit by more than 10 MPH.

Harsh braking events, speeding, and engine error codes can all trigger alerts to specific people, to help supervisors keep on top of any issues that could compromise your fleet operating safely and within stated policies.

THE BASE PLATFORM

With the **V4 TCU** installed in each vehicle and accounts configured in the **Ground Traffic Control** web application for your fleet management team, you have everything you need to start improving your fleet operations and safety immediately. The same hardware works on all of your road-going fleet vehicles from cement mixers to the passenger cars in your whitefleet vehicle pool. *(A ruggedized version of the TCU - the V4R - is for external mounting on equipment like bulldozers and road graders.)*

This combination of hardware and software unlocks reporting and insights that can help every part of your business operations.

With this platform in place, a large variety of add-ons and other features can be added to the base solution to provide specialized data, insights, and functionality that serves your fleet's unique needs.

But how do you know your vehicles are roadworthy and ready to roll out for the day? Ensuring proper vehicle inspections are performed every single time is essential, so adding **EVIR** to your heavy-duty fleet is recommended.

EVIR for Vehicle Safety and Compliance

Ensuring vehicles are safe to operate begins with ensuring proper pre- and post-trip inspections are performed every single time, where and when the driver claims they were performed. Zonar's optional add-on **EVIR (Electronically Verified Inspection Reports)** technology helps guide drivers throughout the complete inspection process, step by step, and provides the only completely electronic verified inspection record on the market today. Small RFID tags placed around the vehicle are scanned by the driver using the Zonar tablet, and the driver is presented with a list of items to inspect at each location around the vehicle.

Defects are noted, described, and can be photographed, as well. The driver is guided around the vehicle until the inspection is complete, and then they sign the electronic form and return the tablet to the cradle in the cab, where the V4 TCU transmits the data back to our Google Cloud servers. This data is instantly accessible to your fleet mechanics, who can plan for repairs and maintenance work orders even before vehicles return from their daily runs.

API and Data Consumption

Zonar provides our **API** free for use, and many of our customers use this interface to bring our data into their back-office systems, like workorder management or routing software. The standard HTTP calls of the Zonar API should be familiar to any developer that wants to bring their Zonar data into their other back-office tools, and our Customer Care team is happy to answer any questions on our API during your integration project.
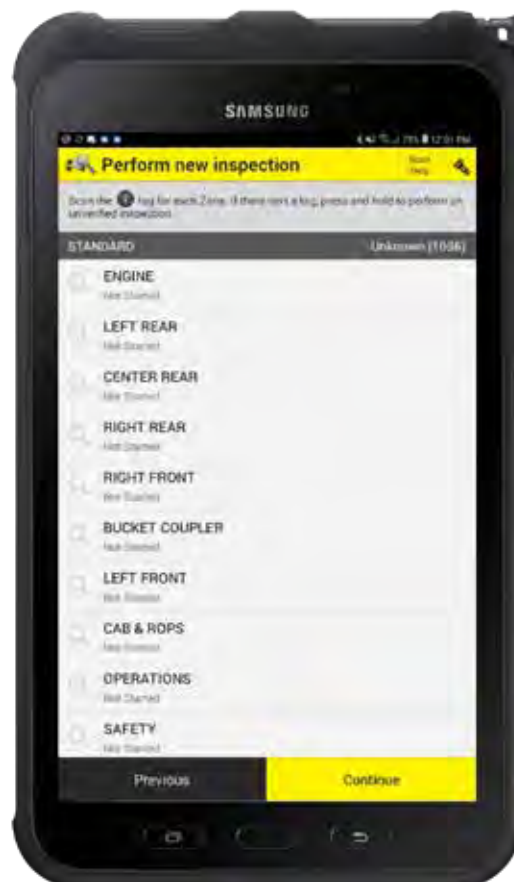
Municipal/Utility Fleets - Safety, Compliance, and Efficiency Improvements

To address the types of work these vehicles do, Zonar has a line of add-ons that can build on the basic Zonar functionality provided by the V4 hardware and GTC software.

Electronic forms

While working in the field, many municipal and utility fleets keep their back-office apprised of their work by filling out and filing electronic forms. With **Zonar Z Forms**, almost any type of electronic form can be designed for display on the same tablet from Zonar the driver is using for their vehicle inspections, directions, and other communications.

FaultIQ

Powered by Noregon, **FaultIQ** gives you deep and precise analytics into every one of your vehicles' subsystems and their efficient operations. When any fault is found, FaultIQ also provides an immediate plan of action, remediation and repair suggestions, and can help you quickly diagnose and fix any engine or drivetrain issue on your heavy duty fleet.

Advanced Navigation

Leveraging the best partners in the commercial vehicle industry, **Zonar's Advanced Navigation** provides commercial-vehicle approved turn by turn directions for point-to-point driving. This app also runs on the standard driver tablet from Zonar which also is used for vehicle inspections and other purposes.

OTAir

For vehicles equipped with Cummins engines, Zonar's partnership with Cummins provides time and money-saving engine computer updates over-the-air, without the need for the vehicle to return to base or have any external tools plugged into it. With **OTAir**, engine updates are downloaded and performed during vehicle down time, in a couple of minutes.

OperatorID

Identifying the driver of any vehicle is made easier with the use of Zonar's OperatorID RFID card reader. The built in RFID/NFC reader in the tablet can also be used to identify the driver, when they pass their RFID card in front of the tablet before operating the vehicle. This simple step can help confirm the specific operator of a vehicle for a variety of purposes, from payroll, to bonuses for safety improvements, to identifying specific operators in need of more training.

Conti Tire Pressure

For vehicles with Continental tire pressure monitors, the **CTP app** gives the driver a live view of all of their tire pressures around the vehicle, and alerts them to any issues. Tire pressure is the primary reason for blowouts on the road and low tire pressures lead directly to fuel waste. Ensuring proper pressures all around the vehicle extends the life of the tires as well as increases fuel efficiency.

Cummins Connected Diagnostics

In partnership with Cummins, Zonar has **Cummins Connected Diagnostics**, that provide key manufacturer-specific insights into the operation of each of your Cummins engines, with direct support from Cummins. From identifying and troubleshooting specific issues, to performance tuning each vehicle in the fleet for maximum efficiency, Cummins Connected Diagnostics is an information pipeline between the fleet maintenance team, and the Cummins engineers.

Pupil Fleets - Student Ridership Tracking and Communications

Key to school bus operations is combining route efficiency with accurate ridership tracking. With Zonar's **Z Pass** solution, each child is given an RFID card that they pass in front of the RFID card reader as they enter and exit the bus. RFID cards require no physical contact between the card and reader, they scan faster than an optical (barcode) scanner so they do not slow boarding times, and they do not wear out like credit-card magstripe cards and readers. Each RFID card carries no personal information about the student - only a unique RFID Number - so a lost card does not result in the student's identity being compromised. As students board the vehicle, a student manifest (with photos) can be displayed on the driver's tablet computer, using the Zonar **Verify** app, if integrated with your routing software provider. This allows the driver to confirm students are boarding and exiting the bus at the correct locations.

Today, with COVID and contact-tracing concerns, Z Pass data is critically important for determining exactly who was on a specific bus, on a specific trip, on a specific day. With this data, the district can notify families of potential exposure risks, and help stem the spread of the virus. And with EVIR data, sanitization procedures can be verified with the same EVIR inspection method used by the drivers for pre- and post-trip inspections.

With Zonar's high resolution, action-based GPS tracking (see the information on **"Intelligent Logging"** in this section) and the Z Pass student ridership data, the people responsible for designing your routes will have excellent data to work from, and ensure routes are efficient and accurate. Zonar has an open API that allows you to connect the Zonar GPS and student data with whatever routing software you are using, to integrate the two products together.

Zonar's API allows you to integrate our data with your routing software, as well, and the route can be presented on the same Zonar tablet the driver is using for vehicle inspections. The tablet is the standard **Samsung Tab Active 2**, Android-based tablet that is the most frequently used tablet in heavy duty vehicles across North America. It is ruggedized for use in this environment, and warranted directly by Samsung. Apps can be installed on the tablet to expand its use from Zonar-only applications to various third-party apps, like routing software, timekeeping apps, and others.

For field-trip logging and tracking purposes and messaging between the dispatcher and driver, the **Zonar Forms** app can be used by the driver for any type of electronic form on their tablet. Whether filling out a field trip information log sheet, or communicating with their dispatcher about road conditions or route choices, the driver uses this one device and app for all of their communications.

Finally, with **MyView**, parents and guardians have full control over their own view of their child's bus ETA and notifications. MyView does not require any routing software or special configuration, and each parent can set their own settings for one or more children and their unique schedules.

Ground Traffic Control (GTC) web app

The extensive data gathered by Zonar's suite of hardware devices is stored in Zonar's cloud in the Google Cloud Platform, and is available to your fleet management team via our Ground Traffic Control (GTC) web application.

GTC provides a live view of your entire fleet, the current location and activity of every vehicle, and all of your alert configuration, historical reporting, analytics, asset management, and user controls.

This web-based application runs on current versions of the most popular operating systems and web browsers, with no plug-ins needed. As a "SaaS" (Software as a Service) application, GTC does not require a server or data storage on your end, and all software maintenance and upgrades are handled by us at our data center. All you need to do is point your browser at our URL and use your log in credentials to gain access to all of these tools.

COMMAND CENTER

Ground Traffic Control is the center of your live vehicle tracking, inspection reporting, historical and KPI measurement, and daily fleet management tools. Empower your dispatcher to quickly answer calls on the status and location of any vehicle in the fleet.

SPECIFICATIONS

- Web-based fleet management app
- Live view of entire fleet
- Extensive, configurable alerting system
- Notifications via SMS and/or Email
- Full history: every trip by every vehicle is completely logged
- Scheduled reports, ad hoc reports, and filtered group reporting
- Google Cloud Platform is US-based, and maintains 99.99% uptime
- Supports common web browsers and operating systems:
  Windows, Android, Mac OS, iOS; Edge, Chrome, Safari, Firefox
- No installation required
- Unlimited users and roles
- Unlimited geofences (size, shape, qty)
- Full-featured API supports integration with other applications
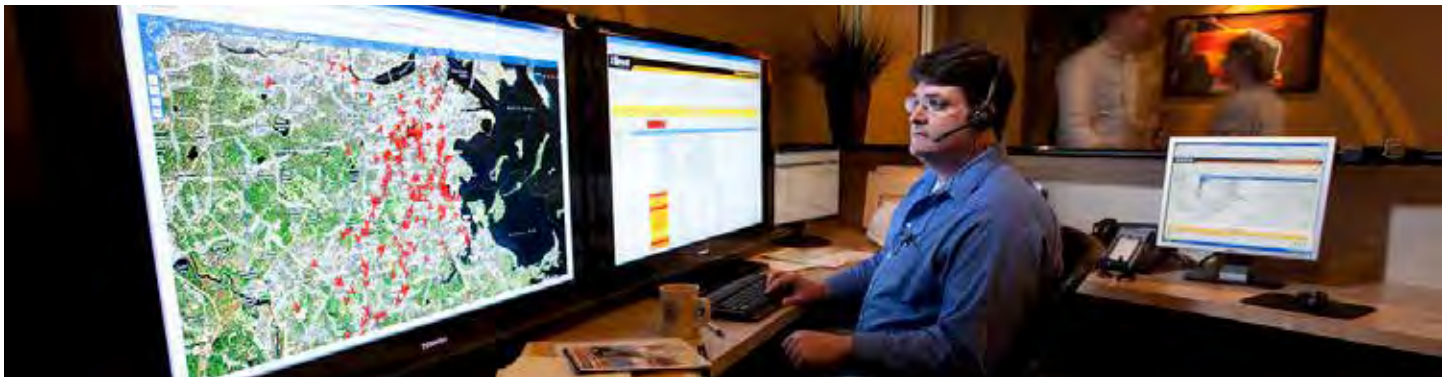
SECURE AND RELIABLE

Our multiply redundant data centers and resilient system architecture keeps our system uptime above 99.999%, and requires zero product downtime for standard server processes like system upgrades, backups, and maintenance. With software updates every two weeks, there's no delay waiting for new features, fixes, and security updates. Our hardware gets updates quarterly over-the-air, during vehicle down-time, without interrupting the normal use of our tracking hardware, as well.

UNLIMITED AND CONFIGURABLE

There is no practical limit to the number of vehicles that can be tracked, or the number of users that can use GTC. You have full control over your Users and Roles, and every user can be configured to limit their access to only the features, reports, and vehicles they need to see.

Every vehicle in your fleet equipped with the V4 TCU – buses and white fleet alike – is visible on a live map, allowing you to get the broad view of your entire fleet, drill down into each individual vehicle's current location and activity, and examine every vehicle's history going back a full 12 months. Ground Traffic Control is the center of your fleet management operations.

GTC - Reporting Overview

In this section we provide a brief overview of the types of reporting and data views that are available in GTC.

Reports include map views (with road maps, satellite views, and imported GIS overlays), and list views of events, presented in spreadsheet format. In this section, we show some of the reports available, so you can get a sense for how our software works.

LIVE VEHICLE TRACKING

Within the Ground Traffic Control web app, users have a live view of every vehicle's current location, full trip path, and all vehicle activity during this trip. Presented on a zoomable map with street views available as well, the entire fleet can be seen on one screen at once, or filters can be applied to limit the vehicles shown to a specific subset, including date, location, vehicle type, division/department/team, and other asset information. There is no limit to the number of vehicles that can be tracked, live, in GTC, and Zonar's largest customers have more than 100,000 vehicles.

Many Zonar customers begin the day with the **GPS Health Report**, which is a quick list-style report that shows the status of every single GPS device and the vehicle's battery level. GPS devices that are not reporting properly are highlighted, as well as any vehicles with low battery charge. The GPS Health Report ensures that everything is reporting and working properly, before dispatching vehicles out into the field for the day. In addition, the Last Inspection Date is shown for buses equipped with our EVIR inspection technology, so the dispatcher can confirm drivers have performed the proper inspections before starting their day.

Every trip by every vehicle can be viewed in detail in a variety of map views, showing the current location of every vehicle, and the exact path vehicles traveled. Zonar's Intelligent Logging algorithm can display a dot for every GPS event recorded along the vehicle's path (including every stop, start, turn, speeding, hard braking, idle, and accessory activation event.) Right-click on an event to see detailed information about that specific point (shown in the image below), or zoom out to see the full path traveled by the vehicle. This capability can be used to examine any trip by any vehicle, in detail. With a live view of your entire fleet, any emergency or problem can be quickly handled using the information at your fingertips in GTC.

Accurate vehicle path and activity history can also be used to help answer questions from the public about how your vehicles are being operated, or to exonerate your drivers from false accusations of poor driving behavior.

Finally, presenting a list of the monthly vehicle infractions to your drivers – missed inspections, excessive idling, speeding, etc. – can be used to help incentivize drivers towards better behaviors, and create a friendly competition to see who can get the best numbers every month.

GEOFENCES

Ground Traffic Control provides rich geo-fencing options that allow you to draw any shape polygon on a map, to define an area of specific interest. For example, your schools or vehicle yard can be geo-fenced, and alerts can be configured to track off-hours vehicle activity, or the imminent arrival of a bus.

Geofences around a common destination can also be used to alert supervisors of the estimated time of arrival for all vehicles, or tuned to track specific vehicles. A construction site, vehicle yard, or school can be geofenced to track arrival times in the morning, and departure times in the evening, to keep track of your schedules and get early indications if vehicles are running early or late.

There is no practical limit the number, size, or shape of the geofences you can define in Ground Traffic Control. During setup and configuration, the Implementation Team will provide a list of common best-practices around geofence use, according to your organization's specific needs and goals.

ALERTS AND NOTIFICATIONS

Ground Traffic Control's built-in alerting capabilities notify the Dispatcher and other parties when specific events occur. Notifications consist of any combination of three notification types:

- An on-screen alert to the Dispatcher within the Ground Traffic Control fleet management app,
- an SMS text message to a pre-defined group of phone numbers,
- an Email sent to a pre-defined list of email addresses.

Almost any action tracked in Ground Traffic Control can have an alert attached to it: speeding, excessive idling, enter/exit a geofenced area, missed or failed inspection, check engine light, hard braking, and low battery warnings are just a few examples of the types of events that can be used to trigger an alert.

Specific alert types can also be sent to specific people. Your fleet maintenance team could be notified of failed inspections, while the Dispatcher or Supervisor could be notified when a vehicle is speeding, for example.

Historical reporting on alerts can be used to track specific types of alerts and trends, to reinforce good driving behaviors across your fleet, and to set quarterly or annual goals and KPIs. Alerts are a key part of keeping on top of your live fleet operations.

SPEED REPORTS

Zonar's Posted Speed Alert and reports are critical in ensuring your vehicles are being operated responsibly on city streets. While most telematics systems only provide a Max Speed Alert that tells you when any vehicle exceeds a pre-set maximum speed (60 MPH, for example), Zonar knows the actual posted speed limit on city streets, and can alert you when your vehicles exceed these limits. Speed is critical when traveling city streets and neighborhoods, and keeping a tight rein on speed is critical for the
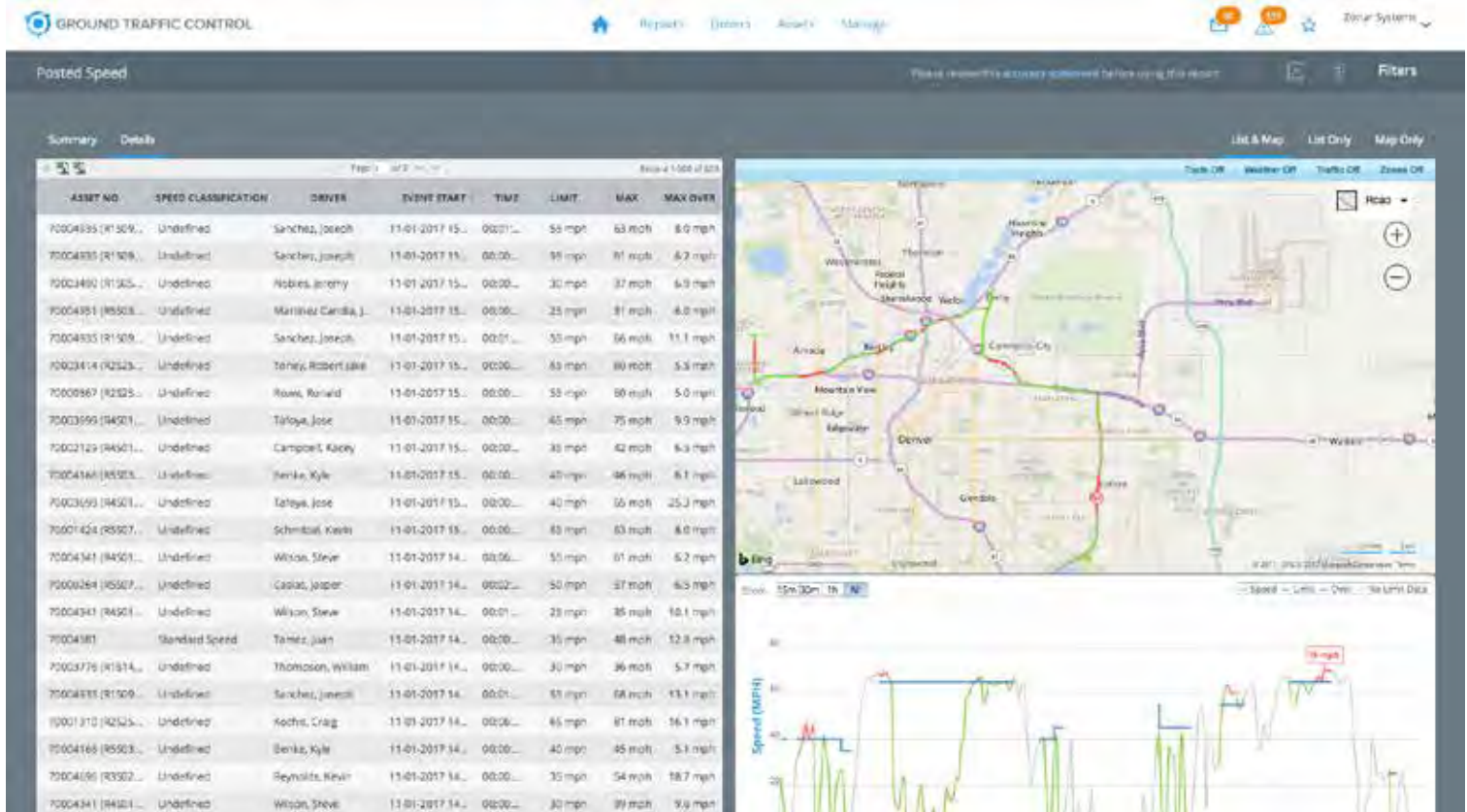
safety of the vehicle and community in general. Zonar helps you make these judgments with detailed speed information, and configurable alert thresholds for both duration and speed.

With the Posted Speed Report, you can see specifically which drivers consistently speed, and set alerts triggered by these events to allow you to respond immediately to correct their driving behavior, while it's happening.

FLEET REPORTING

Over time, as your fleet settles and gets familiar with your telematics solution, the majority of the Fleet Manager's time will most likely be spent assessing the health, efficiency, and activity of the fleet via reports and analytics. Zonar's reporting in GTC will help you increase compliance and safety, reduce fuel waste and hazardous driving events, and meet KPIs defined by your management.

Ground Traffic Control has more than thirty-five core reports available, and each report can be limited by date range, fleet or vehicle attributes (like Make/Model or subfleet), and even by specific vehicles or drivers. This broad reporting capability allows you to dig into vehicle use, efficiency, safety, and operational issues, and find key areas where your fleet can be more efficient, and safer. Reporting by driver allows you to analyze an individual operator's behavior across all of the vehicles they operate, for any timeframe.

Reports combine overhead map views with list views and graphs and every report allows you to drill down by simply clicking any highlighted bit of data to view of where that data came from. The example Diagnostic Code Report (above, pg16), shows what happens when an engine reports a diagnostic error, or check engine light, as an example. The list of errors and DTC numbers are shown, along with a clickable link to where the vehicle was when the error was reported, and a detailed description of the code and its severity. This allows you to immediately determine if the error is serious, and if immediate action is needed, or if the vehicle can continue its route and address the error at the end of the day.

Report Scheduling

Reports can be automatically generated on a specific schedule and sent to specific people, to provide daily, weekly, and monthly updates to key managers and supervisors. The reporting engine in Ground Traffic Control is slated for more exciting ad hoc reporting improvements in 2018.

All Zonar reports and data are exportable to many common formats (including CSV, XLS) and all Zonar mapping data is exportable via KML and other GIS formats for use in other mapping applications. All of this data and these reports are also accessible via API, so other integrated systems can make use of them.

Idle Time Reports are one way to see a quick return on your initial telematics investment. Many Zonar customers have completely paid for their telematics solution in fuel savings, alone. Reducing fuel waste across the entire fleet is much easier with the Idle Detail report shown below.

The list at the bottom of the screen shows all of the idling events across your fleet, sorted with the longest idle times at the top. Clicking any idling event will give you the map view of that location, and details about the vehicle, the duration of the idle, and other vehicle data.
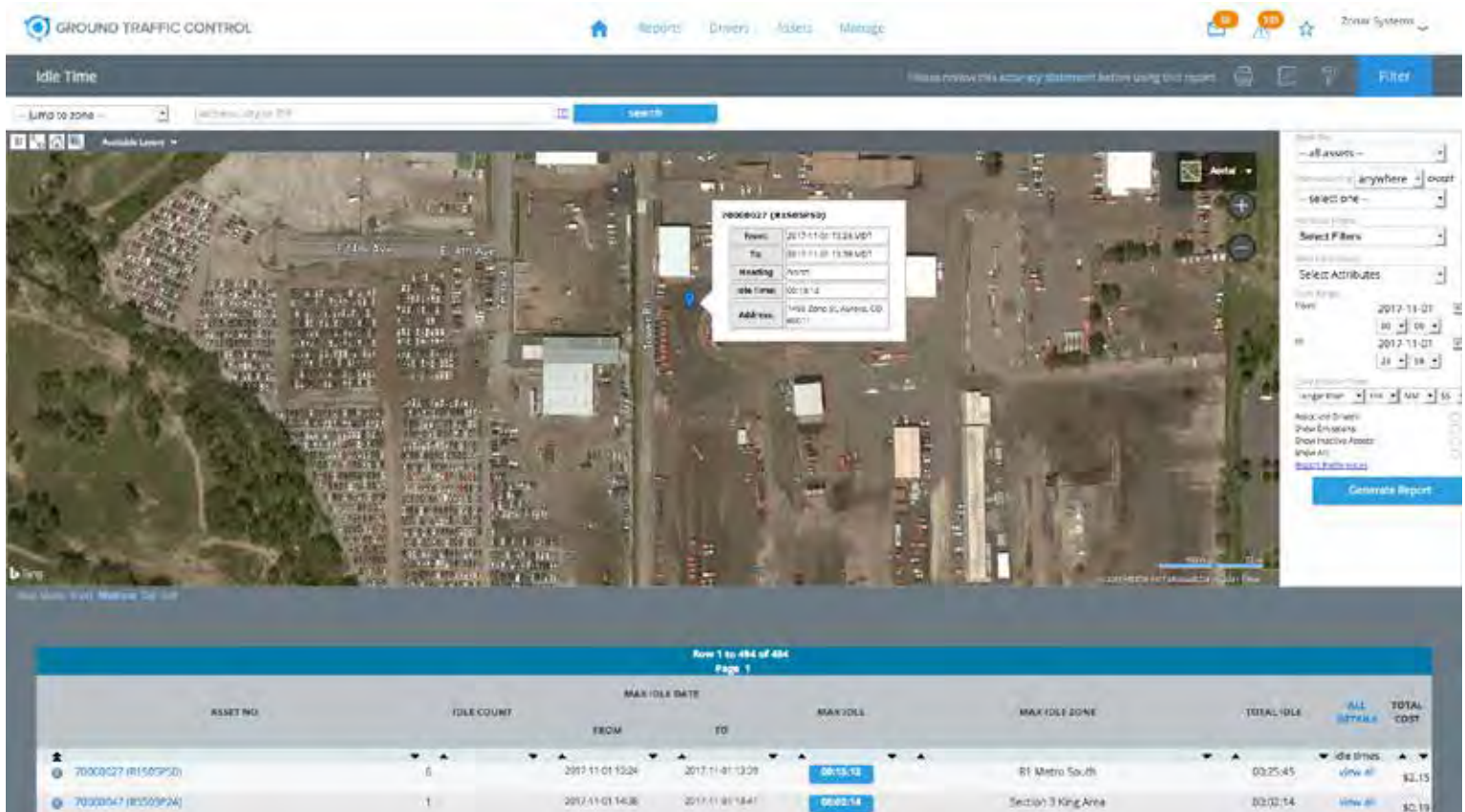
With these reports, it is simple to show how much money and fuel has been wasted due to unnecessary idling across an entire fleet. Sharing this data with your drivers can dramatically reduce idle times, when drivers see the data showing how small things like excessive idling can add up to big costs.

USERS AND DASHBOARDS

GTC allows you full control over your Users and Roles. There is no practical limit to the number of Users and Roles you can create, and every user can have a general set of views and data access privileges applied to them by their Role. Individual user accounts can be customized using more than 60 individual settings, to ensure they only have access to the data and reports they need and should have access to, and nothing more.

Detailed user controls allow you to even extend GTC access to service providers outside your company. If you use a 3rd party maintenance provider, for example, you can create a GTC login for their mechanics, that only provides them with visibility into failed vehicle inspections and defect reports. All the service provider needs is a web browser and the log in information from you, and the entire repair ticket can be managed within Ground Traffic Control, ensuring they get excellent data and images to work with, and you know the status of every vehicle out for repairs.

As you can see Ground Traffic Control provides extensive, highly configurable reporting, scheduled reports, instant alerts on a wide range of vehicle activity, and much, much more. Your salesperson can set up a demo with live data, to allow you to see this software in action.

ZONAR ESSENTIALS - HARDWARE AND SOFTWARE

The entire Zonar platform is based upon one piece of hardware, a web app, and some clever proprietary methods to track vehicle use and activity over time.

In this section we introduce you to the Zonar Essentials, the V4 Telematics Control Unit, the web app Ground Traffic Control, our Intelligent Logging algorithm, and the API.

ZONAR V4™

Telematics Control Unit

TRACK	PERFORM
asset location, odometer, fuel use	driver and safety monitoring

DIAGNOSE	REDUCE
remote engine and system diagnostics	costs with efficient asset deployment

Enables Smart Fleets of the Future

Gain insight, improve decision making and increase fleet safety with real-time access to critical data on speed, location, idle and diagnostic codes. The V4 is a unique Telematics Control Unit that can be deployed in light, medium and heavy-duty vehicles. Built-in LTE, 4G and 3G cellular radios remain compatible despite evolving network changes. Analyze your entire fleet with Zonar's Ground Traffic Control® solution or extend data to your ERP, TMS or other third-party software using our API and custom integration services. Deploy new functionality and additional sensors with Bluetooth® and 802.11 wireless connectivity.

High-precision Location Tracking

With GNSS positioning services, the V4 uses GPS, GLONASS, Galileo or BeiDou satellites to calculate your vehicles location. This provides you with precise location data that's accurate and available wherever your fleet operates.

Features and Capabilities

- High-definition GNSS Location Tracking
- Reliable LTE/4G/3G network
- Dynamic geo-fencing
- True idle, speed and odometer
- Bluetooth® 4.1
- 802.11b/g/n
- SAE J 1708/1587 and J1939 compatible
- 3-year warranty

Captures Driver Activity, Accessory Usage and GPS

Unlike other GPS systems which only ping for GPS location on a rigidly-timed schedule, the Zonar V4™ **"Intelligent Logging"** algorithm senses all vehicle activity – every start, stop, turn, brake, idle and accessory use (PTO, boom out, bucket deployment, plow down, etc.) – and logs the GPS location, heading, and speed for every one of these events.

Enterprise Grade Data Transmission

Data collected by Zonar's GPS system is compressed, encrypted, and transmitted to our data centers over a private VPN on the AT&T cellular network. This high-resolution path data allows you to see the location of every one of your vehicles in near real-time, with an exact record of every action performed by the vehicle during every trip.

Works Without Cellular Signal

Zonar's Intelligent Logging automatically stores data for situation where cellular service is not available and stores it for up to 6 months. Once cellular service is available, all data is sent to your account, providing you with the same robust data regardless of where your fleet does business.

Features and Capabilities

- High-fidelity GPS data with events for start, stop, braking, speed and more
- Tracks usage and location of accessories such as PTO, boom, bucket and more
- Near real-time location data for every asset
- Store data for up to 6 months when outside of cellular network
- Secure, enterprise grade data transmission
- 24/7/365 U.S.-based customer care
- Works with the Zonar suite of products

GROUND TRAFFIC CONTROL ®

Web-Based Fleet Management
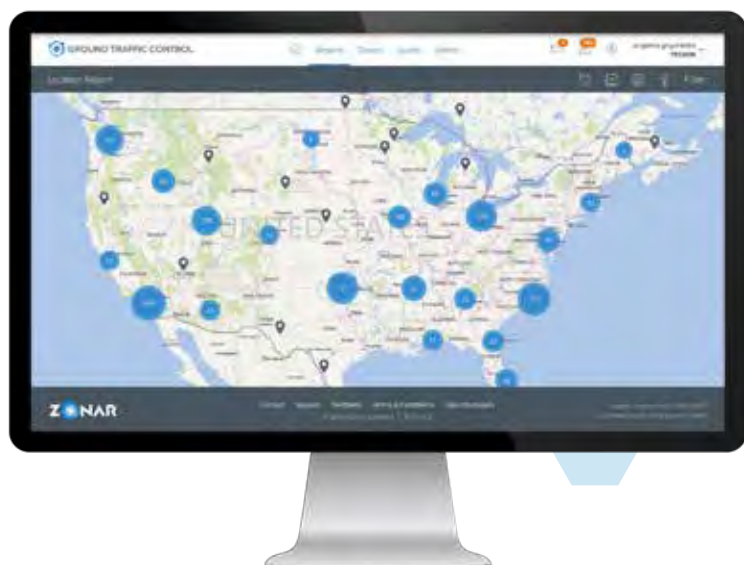
KNOW	MONITOR
your fleet's locations and actions	your fleet anytime and anywhere

RUN	MANAGE
time-stamped reports and receive alerts	a single asset or your entire fleet

Your Fleet at Your Fingertips
Ground Traffic Control (GTC) provides a real-time picture of all fleet operations with an intuitive look and feel.
With an unlimited number of users and 24/7 access from a computer, tablet, or smartphone, GTC is a secure web-based application.

Customized for You
User-friendly dashboards and reporting features make finding data for informed decisions quick and easy. Customize dashboards for each user—whether a fleet manager, mechanic, operations executive, or dispatcher—for easy daily access. Field supervisors can manage assets remotely via our companion app, GTC FieldView™.

Maximize Results with Critical Insights
Your success relies on effective execution of key business objectives.

GTC's flexible and customizable reporting filters reveal the metrics that matter most to you. Exception-based reports quickly improve driver performance, asset utilization, communication, compliance and safety. Set your favorites for quick recall, schedule reports to run automatically, and create regular subscriptions for multiple users to ensure everyone has the data they need, when they need it.

Security and Ease-of-Use
Unique user log-ins enable customized permissions so employees only see the information applicable to their role. This secure web-based application allows multiple worksites to access data from any Internet-enabled device. Staying in touch with those on the move is no longer an obstacle.

Features and Capabilities
- Map every turn of the key, every stop and start, and all activity
- Easily measure driver performance, such as speed, path, safety and idling
- Customize reports, alerts and dashboards for each user's preferences
- Pre-set subscriptions for multiple users to receive reoccurring reports
- Automate tasks that were once a burden on drivers, dispatchers and administrative staff
- Integrate with third-party systems using our open API

ZONAR
INTELLIGENT LOGGING GPS

See all vehicle activity down to the start, stop, turn, hard-brake, idle, and more.

LOG	TRACK	RECORD	PROTECT
every turn, every stop	vehicle activity and position	activity even in areas of limited cell coverage	accident and complaint analysis
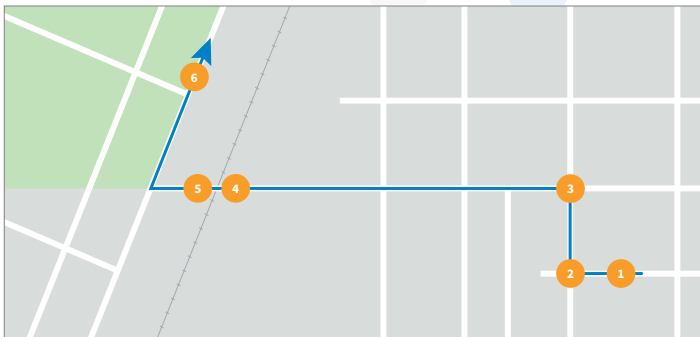
Unlike other GPS solutions, Zonar's Intelligent Logging GPS accurately recreates vehicles trips by logging vehicle activity such as start, stop, turn, hard brake and idle.
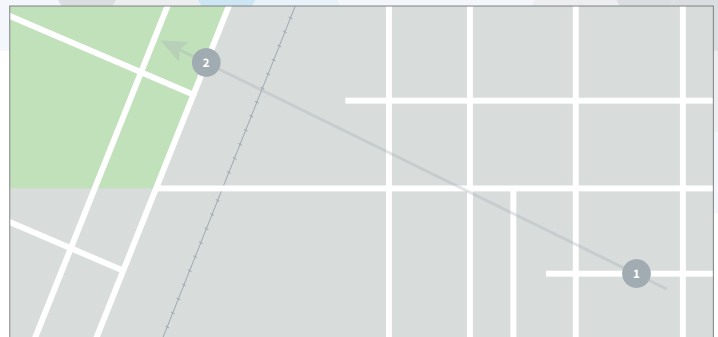
Competitors' Interval-based GPS logging tracks basic GPS location information and logs points on a fixed schedule.

FEATURE	ZONAR vs.	COMPETITOR
Data Fidelity	Captures data in five dimensions - latitude, longitude, fuel, time and odometer. A vast improvement over a typical GPS solution because Zonar cost-effectively captures higher sample rates and adds odometer data.	Records basic GPS information, such as latitude, longitude and time.
Activity Tracking	Event-based recording is easier to see when your vehicles idle, turn, hard-brake and more. Provides a clear view of their trip.	Logs points on a fixed schedule, regardless of activity.
Cellular Data Usage	Records points based on critical events, reducing unnecessary logging when no changes have occurred in heading, speed, direction, etc.	Records based on a fixed interval, regardless of need, increasing data usage by up to 4x
Cellular Coverage	In areas of limited cellular coverage, Zonar's system will log up to six months of data between transmissions.	Requires constant cellular coverage or data points are lost.
Data Transmission	Compressed, encrypted and transmitted over a private VPN.	Standard transmission
Accessory Usage	Records usage and location of up to five accessories, such as PTO, plow down, bucket deployment and boom out.	Not available
Hard-braking	Records hard-braking and the location it occurred	Not available
Power/Motion	Records when and where drivers begin and end their trip.	Not available
Speed	Pulling data directly from the ECM, Zonar provides more accurate speed data.	Calculates speed using GPS
Turning	Logs a point when vehicles turn and records vehicle heading.	Logs points based on fixed time

Captures Driver Activity, Accessory Usage and GPS

Unlike other GPS systems which only ping for GPS location on a rigidly-timed schedule, the Zonar V3™ **"Intelligent Logging"** algorithm senses all vehicle activity – every start, stop, turn, brake, idle and accessory use (PTO, boom out, bucket deployment, plow down, etc.) – and logs the GPS location, heading, and speed for every one of these events.

Enterprise Grade Data Transmission

Data collected by Zonar's GPS system is compressed, encrypted, and transmitted to our data centers over a private VPN on the AT&T cellular network. This high-resolution path data allows you to see the location of every one of your vehicles in near real-time, with an exact record of every action performed by the vehicle during every trip.

Works Without Cellular Signal

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- Store data for up to 6 months when outside of cellular network
- Secure, enterprise grade data transmission
- 24/7/365 U.S.-based customer care
- Works with the Zonar suite of products

Zonar API

Secure Platform for Leveraging Data

EXTRACT	CONNECT	CREATE	DRIVE
essential Zonar data	third-party systems	business efficiencies	data insights

Unlimited integration possibilities

Maximize ROI with our open application programming interface (API) to the Zonar platform. Use the data captured by Zonar solution for an unlimited number of secondary uses.

Extract fleet data such as location, speed and other data point gathered by Zonar. They can also update and manage attributes automatically from master vehicle data (such as VINs) stored in your back office systems. Expose to third-party systems only the data that is essential for each function, while keeping all other data secure.

Accessing our API

Our API documentation is accessible and available on our website, enabling programmers or systems integrator to easily build custom integrations. Access our open API platform to expand your solution's capabilities, whether you consume data to drive better business insights or provide data to third-party systems to create further business efficiencies.

Partner and Customer Success Cases

- AssetWorks automates fueling and fleet management systems
- Dossier manages defects and automates work orders
- CDOT snow plow, path and end-user maps
- RTA integrates ERP reporting of defects and asset use
- Knight powers AS400 software with Zonar messages
- Henkels & McCoy connects to its proprietary software

Add-ons for Zonar Essentials

For any type of fleet - municipal, utility, construction, school bus, whitefleet, etc. - the Zonar Essentials get you the base telematics data and reporting tools to begin managing your fleet.

In this section we look at the add-ons to the Essentials packages that are relevant to any type of vehicle fleet, and expand on your Zonar Platform and the capabilities of the Essentials package.

ZONAR EVIR®

ZONAR 2010™

SAMSUNG
Galaxy Tab Active2

ZONAR
MOBILE SHIELD™

Ground Traffic Control® Diagnostics and Reporting

KEEP
vehicles in
top shape

MANAGE
maintenance
more efficiently

IDENTIFY
fault codes in
near real time

PRIORITIZE
repairs across
locations

When you have a clear picture of your fleet, you can proactively manage its health and performance. Ground Traffic Control Diagnostics pulls detailed engine control unit (ECU) information in near real time so you have up-to-date information on the health of each fleet vehicle and asset. Use detailed reports on location, performance, health and fault codes as your early warning system for detecting issues early, efficiently prioritizing repairs and improving on-road performance.

Nip fault codes in the bud for greater longevity.

Use detailed fault code and vehicle location data to prioritize and plan ahead, even if your fleet is spread across multiple yards. Bring the vehicle home for repairs, or re-direct the driver to the nearest shop instead. Remote, online access to the diagnostics data enables technicians at any location to learn more about the fault.

Ground Traffic Control Diagnostics tells you each fault code's story.	
Reads fault codes remotely at the same time the driver sees the indicator lamp.	Records date and time the fault occurred, so you know when it happened.
Reports fault codes directly from the ECU, so you know they're accurate.	Provides a brief description of the fault code, so you can make quick decisions.
Displays where the fault occurred on a map that links to that asset's path report.	Enables remote access through Ground Traffic Control, so technicians can view crucial details.

Top reports, included with your subscription.

Diagnostics reports show when immediate action is required. Additional reports deliver actionable insights so you can make informed decisions to address diagnostic issues and enhance your operation's overall performance. These real-time, exception-based reports improve performance, driver behavior, fuel efficiency, asset utilization, communications, compliance and safety across your fleet.

Report	What it provides	Why you need it
Location	Last reported location of all fleet vehicles and assets on the account.	Know where they are so you can re-direct drivers even if they're on the road.
Path	Visual and historical record of where the vehicle or asset has traveled.	See if any vehicle was driven off route, and if so, you can ask the driver why.
GPS units & units health	Detailed information on GPS unit functionality.	Avoid interrupted asset location data tracking and possibly even theft.
EVIR® inspections*	Activity and defects for completed pre- and post-trip inspections.	Comply with safety regulations, prioritize defect repairs and keep vehicles in good condition.
HoS	Duty log information for drivers required to record their hours of service.	Maintain required ELD compliance and manage driver availability.
GPS engine hours	Automatic, geospatial tracking of fuel usage, per trip.	Easily file accurate IFTA/IRP. Identify savings opportunities with trends, and trip and vehicle details.
Fuel path and mileage	Customizable, detailed fuel use, idling, miles, engine hours and paths.	Know how your fuel is used to find ways to increase efficiency.
Asset utilization	Detailed data, filtered by date range, asset type and location.	Capitalize under-used assets across jobsites. Reduce dependency on rentals.

*EVIR may require an additional subscription.

ZONAR EVIR®

Tag, inspect, upload—it's that simple.

COMPLY

with DOT, OSHA, MSHA & PTASP regulations

ENSURE

accurate, verified inspection reports

REDUCE

risk of failures and accidents on the road

AUTOMATE

service scheduling, reporting & compliance

Put EVIR in each of your driver's hands to automate and simplify pre- and post-trips inspection And to make sure each inspection is done properly—every time. Available on the Zonar Connect and Samsung Galaxy Tab Active2 tablets, our patented **electronic verified inspection reporting (EVIR)** solution is compliant with all DOT, OSHA, MSHA and PTASP regulations.

Prevent pencil whipping and lost logs.

- Place a Zonar RFID or NFC tag at each inspection zone on the vehicle.
- Drivers must physically visit each zone and scan each tag.
- Once the inspection is finished, drivers sign and upload the results to **our secure web portal**.

Each tag is digitally linked to that vehicle to confirm identity, and its corresponding information is loaded. Drivers can review previous inspections, complete full inspections, add photos of defects and sync to Zonar Ground Traffic Control® for anytime, anywhere access. No paperwork to track or lose.

Each tag is also timestamped, so you can see when an inspection begins, ends and how long the driver spent in each zone. If any part of an inspection was rushed, you'll know.

Streamline audit inspections.

Daily vehicle inspection records must be held for 90 days. When drivers finish and electronically sign an EVIR inspection, the results are automatically uploaded and digitally stored in a centralized online dashboard. Less administrative paperwork, more efficient inspection audits, fewer penalties due to lost records.

Comply with sanitization procedures.

EVIR now features a new inspection configuration to streamline the process of following complex, detailed sanitization procedures.

- Comply with the FTA's safety advisory to execute all routine cleaning and surface disinfection.
- Document which areas are sanitized, at what time, and by who.
- Monitor cleaning routines to standardize methods and maximize efficiency.
- Document the type of disinfectant used.

The sanitization guidelines in this new EVIR configuration align with APTA's best practice standards.

Maintain vehicle health, reduce risk of breakdowns.

Keep vehicles mechanically safe and in reliable working condition longer. Identify and address critical defects sooner.

Your fleet management team is instantly notified when a defect is found during an electronic verified inspection. Identify and address critical issues sooner instead of waiting for paper inspection forms to be submitted and routed. And schedule maintenance for minor issues ahead of time to reduce unplanned service interruptions in the shop. Drivers are notified via their Zonar tablet once repairs are made.

Quickly access inspection data.
Access inspection history anytime, anywhere through Ground Traffic Control. Receive instant alerts on the online dashboard if a driver hasn't performed an inspection, or a critical defect is found. Easily filter for vehicles with severe open defects, and prioritize them for maintenance.

ZONAR 2010™

Electronic Verified Inspection Reporting (EVIR®)

ACCURATE verified inspection reports	**REPORTING** time-stamped reporting and alerts
COMPLY DOT, OSHA and MSHA inspection regulations	**EFFICIENT** automate service repair scheduling

The Only One Of Its Kind

The patented EVIR® system uses the innovative Tag Once, Inspect Regularly, Know Always approach to capture, transmit and record inspection, compliance and maintenance data. Required pre- and post-trip inspections are automated and verified. It can comply with all DOT, OSHA and MSHA equipment inspection regulations.

Simple As Tag, Inspect & Transmit

Tag - RFID tags are placed on the asset in critical inspection "zones."
Inspect - Inspections are performed by placing the reader close to the tag and conditions are entered with easy-push-button responses.
Transmit –When a defect is discovered, allow your maintenance department to know immediately and prioritize repairs to help with vehicle uptime.

Features and Capabilities

- Zonar 2010 inspection tool
- RFID tags (asset, specific vehicle information, zone specific information; and driver unique ID number)
- Built to withstand harsh weather conditions
- Electronic record keeping with options to automatically delete dated records
- Configurable on-screen data fields such as drop-down lists, text and numbers

Samsung Galaxy Tab Active2
Expand your fleet's capabilities.

EMPOWER	IMPROVE	CAPTURE	ACCESS
drivers across your fleet	compliance & accountability	inspection data electronically	Zonar and third-party apps

Make your fleet smarter, more efficient and more reliable.

Zonar's Samsung Tab Active2 puts the right tools and technology in your drivers' and operators' hands. Once a task is completed, securely upload the data to Zonar's secure web portal, Ground Traffic Control, where you can monitor and manage your fleet with reliable access to reliable data.

Available on the Certified and Open Plan, the Samsung Tab Active2 tablet is compatible with:

- Advanced Navigation
- Electronic Verified Inspection Reporting (EVIR)
- Zonar Logs
- Zonar Coach
- Zonar Forms Messaging

With the Tab Active2, drivers and operators have managed access to Google Play-certified third-party apps, which have been tested and proven compatible with Zonar solutions. Customize your solution with new tools and technology to meet your needs now and as they evolve.

Make mobile device management easier.

Zonar Mobile Shield, which comes pre-loaded on each Tab Active2, prevents users from downloading additional, unauthorized apps. No movies, programs, games or media to distract drivers, especially while they're driving. Mobile Shield's feature lockdown and enterprise-grade security fits any size implementation. Regardless of how many—or how few—Tab Active2 tablets you deploy, each is configured with the same capabilities, security and features.

Leverage patented technology for pre- and post-trip inspections.

Ensure that pre- and post-trip inspections are done correctly—every time. Our patented Electronic Verified Inspection Reporting (EVIR) is the only verified, visual inspection solution on the market today. And the Tab Active2 integrates seamlessly.

Use the Tab Active2 to easily capture, transmit and record EVIR's inspection data. And use the built-in camera to capture images of damage and documents for better communication and to clarify maintenance needs, making the EVIR inspection results that much more reliable.

The Samsung Tab Active 2 tablet is compatible with key solutions and third-party apps.

Features
- Google Play certified
- FMCSA compliant
- Zonar Logs™
- Zonar Forms™
- Zonar Mobile Shield™
- EVIR®
- Zonar Coach™
- Integrated with Zonar's Ground Traffic Control®
- Advanced Navigation
- Ruggedized design
- IP68 dust- and water-resistant
- MIL-STD 810G certification
- 24/7/365, U.S.-based technical support from Zonar Customer Success

Have the apps you need.
Access Google Play-certified third-party apps for greater productivity and flexibility. Design the experience you need to grow your fleet's capabilities over time.

Ensure proper inspections.
Use the Tab Active2 to capture, transmit and record EVIR's inspection data. Capture and send images of damage and documents to service teams for pro-active maintenance.

Comply with FMCSA mandate.
Use Zonar Logs to track hours, submit HoS logs, and easily present and transfer logs during roadside inspections.

Prevent unauthorized downloads
The Tab Active2 comes pre-loaded with Zonar Mobile Shield. Lock down the tablet to protect sensitive data and prevent downloading unauthorized media and apps.

Streamline updates.
Updates are pushed over the air, so you can grow your technology capabilities with minimal inter-ruption. Its operating system will stay current and updated on its own.

Take the tablet anywhere.
It's built for the field. The tablet features a ruggedized design, an IP68 dust- and water-resistant screen and is MIL-STD 810G certified.

Get support when you need it.
The care we provide is the most important service we offer. Our U.S.-based Customer Success centers are available 24/7/365 to answer simple questions and help solve complex problems. Because your success is our top priority.

ZONAR
MOBILE SHIELD™

Trust a fully managed mobile solution.

SECURE	**CUSTOMIZE**	**PROTECT**	**RESOLVE**
sensitive business data	with Zonar certified apps	with secure lockdown	with remote support

Make mobile device management easier.

Zonar Mobile Shield provides certified mobile devices that include feature lockdown and enterprise-grade security. No matter how many or how few devices are included, each is configured with the same capabilities, security and features—making training and management easier and more efficient.

Prevent unauthorized data usage and distractions.

Each device's configuration prevents users from downloading additional, unauthorized apps. No movies, programs, games or media to distract drivers while they're driving—or at any other time.

Motion-activated device lockdown turns the device's screen off while the vehicle is in motion. This prevents drivers from multitasking while driving so they can focus on driving safely.

Expand its capabilities with proven, trusted apps.

Choose from a growing list of Zonar certified applications, including dispatch communications and driver training. Customize your solution to meet your needs now and as they evolve.

Key Features

- Enterprise-grade device and security
- Remote view for faster support
- Tested and certified with Zonar productivity solutions
- Managed, turn-key mobile devices
- Zonar certified apps
- Vehicle in-motion-activated lockdown
- 24/7/365, U.S.-based technical support from Zonar Customer Success

ZONAR COACH™

ZONAR Z FUEL™

ZONAR FAULT IQ™
POWERED BY NOREGON

ZONAR V4R™

ZONAR Z TRAK® *LTE*

ZONAR OTAir™

ZONAR ADVANCED NAVIGATION

Smart Fleet Technology for Utility Fleets

Zonar's fleet management platform equips your utility fleet with advanced technology to ensure fleet managers have the needed information to make effective, data-driven decisions. Zonar helps fleets remove complexity and costs, realize fuel savings, ensure compliance and uptime while improving operator productivity.

Remove Complexity and Costs
Superior GPS and fleet data helps utility fleets improve vehicle management, optimize dispatching, and communicate instantly with operators. Advanced navigation, electronically logged time and attendance, and instant alerting for speeding, idle, out-of-route, and fault codes increases your fleet's productivity and time savings.

Realize Fuel Savings
Zonar captures extensive vehicle performance data, including accurate fuel costs, true idle, and PTO activity. We help you increase savings by identifying the routes, vehicles, and driving behaviors that are most and least fuel efficient. In addition, you save taxes and expedite audits with on-road versus off-road fuel use and PTO time reporting.

Ensure Compliance and Uptime
Proactive maintenance helps your operation run smoothly and prevents extended downtime. With Zonar's electronic vehicle inspection and remote diagnostic data, you receive real-time information to improve CSA compliance, ensure equipment is operating properly, optimize shop resources, and increase vehicle uptime.

Improve Operator Productivity
Safe, efficient driving reduces liability and improves response time. Zonar helps you increase driving performance with real-time visual operator feedback and robust historical reporting. You set the warning thresholds for speed, idle, and hard braking to reinforce safe driving habits and realize additional fuel savings.

ZONAR COACH™

Reimagine driver training.

RAISE

standards for safe driving

EMPOWER

drivers and managers

EXONERATE

wrongly accused drivers

GAMIFY

with driver scorecards

Coach drivers in the moment, in the cab.

Zonar Coach™ is an advanced driver-assistance system (ADAS) that prevents accidents. This solution features a forward-facing dashcam with computer vision and advanced machine learning algorithms. As it scans and analyzes the road ahead, Coach recognizes driver behavior, provides real-time coaching and scores driver performance. When it detects a driver speeding, rolling through stop signs, tailgating, braking too hard, cornering too fast, lane drifting or accelerating too quickly, the solution uses customizable in-cab audible warnings to alert the driver.

Some camera providers rely on outdated posted speed databases, which are updated quarterly or sometimes yearly. Coach reads speed signs as it scans the road, so you have accurate context for speeding incidents.

Paired with the Zonar V4™, all incident footage is uploaded through the cloud to our Ground Traffic Control™ dashboard, where you can access the footage and performance data in the same location as the rest of your Zonar fleet information. One centralized location, one login, all of your Zonar data. No manually retrieving memory cards from vehicles.

Key features

- Real-time audible in-cab coaching
- Scans real-world speed signs
- Event-based driver scorecard
- Machine learning to detect unsafe driving
- Visual analytics and G-sensor based event detection
- Video and photographic evidence
- Mapped location of incidents
- Customizable preferences to meet fleet safety standards
- Trip summary report
- Web-based dashboard
- 24/7/365, U.S.-based technical support from Zonar Customer Success

Trust the video to tell the truth.

When there's an incident, Coach's dashcam captures clear footage that can exonerate the driver—and the company—against fraudulent claims and assist with insurance claim payments. Drivers also see actual footage of key unsafe driving behavior, providing them indisputable evidence with the goal of making them more aware of their habits.

With advanced visibility inside the cab, drivers and fleet managers can work together to improve driving behavior while lowering fleet costs.

Empower your fleet to drive more safely.

Drivers with Coach-equipped vehicles can proactively monitor and improve their own performance. Coach scores each driver based on key, triggering events. On the Zonar in-cab tablet, drivers access their scorecard and review video footage. They can also compare their score to the rest of the fleet. Fleet managers also have their own web-based dashboard to monitor performance, customize scoring thresholds and analyze trends.

Focus on specific unsafe behavior—and drivers.

Zonar Coach provides a high-level view of your fleet, location and driver performance. Use these actionable insights and objective video evidence to proactively coach high-risk drivers to perform more safely. Plus, each driver is presented with a safety score that breaks down incident counts and trend reports, so your drivers can take control of their own performance.

Customize Zonar Coach to fit your needs and particular safety standards. Set your preferences for events such as speeding to focus on specific unsafe behavior. Also configure in-cab audible settings per vehicle.

Connect your operation.

Use Zonar's other fleet management solutions to digitize your operation with one comprehensive platform. Inspections, compliance, asset tracking, fuel efficiency: make your fleet work at its finest with Zonar solutions.

ZONAR
Z FUEL™
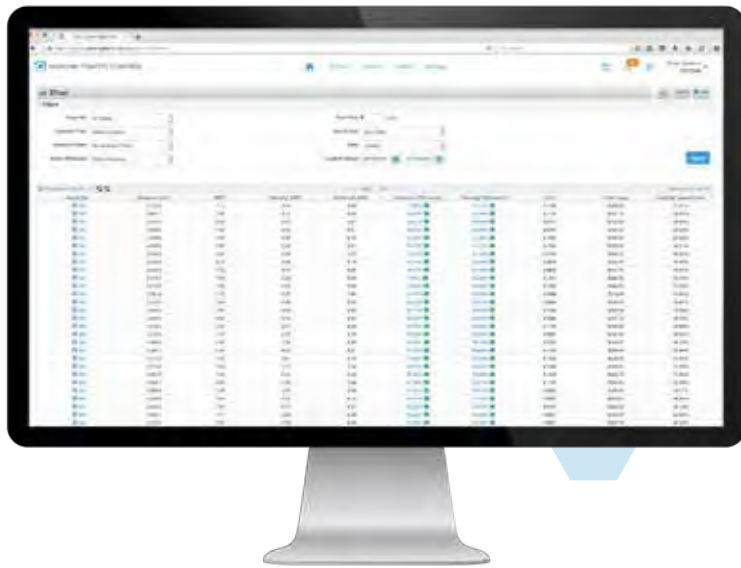
MAXIMIZE your fleet's hard dollar fuel costs

TRACK speeding and shifting behavior

PROTECT against excessive idle and fuel theft

REWARD drivers for peak performance

If you still monitor driver performance by MPG, you are losing dollars—every day.

ZFuel is a revolutionary way to leverage high-density fleet data to reward drivers who consistently follow best practices that save fuel and drive hard dollars to your bottom line.

No longer must drivers be judged primarily on MPG without taking into account terrain, altitude, weather conditions, routing, maintenance, aerodynamics and gearing—all factors over which the driver has little or no control.

With ZFuel, each driver earns an individualized Driver Efficiency Score, which quickly uncovers performance areas in need of coaching.

The end result is a workforce motivated to implement best practices and a fleet that runs more efficiently on less fuel.

What ZFuel™ will do for you?:

- Maximize MPG and control hard-dollar fuel costs
- Create efficiency scores, by driver, to uncover training gaps
- Track the key metrics, by truck, that truly impact fuel costs, such as speeding and shifting behavior.
- Normalize metrics across age of truck and route terrain
- Flag idle times outside of company policy, by individual truck profile
- Protect against fuel theft
- Track driver behavior and monitor improvement over time
- Quantify the number and percentage of miles in top gear
- Map cruise control use from New York to Seattle— or just across town

Connected Over-the-Air Software Updates

SUPPORT
vehicle health and uptime

SAVE
money with fewer shop visits

REDUCE
vehicle downtime by days

SIMPLIFY
engine updates for drivers

Install updates while on the road.

Cummins over-the-air engine software updates take as little as 5 minutes, which translates into less vehicle downtime and fewer resources spent taking it into the shop. When your back office receives a notification in the Connected Solutions™ portal that an update is available, they work with the driver to install it at the driver's convenience—in the yard or on the road.

Reduce downtime, save money.

Drivers download **Zonar's OTAir™** directly to any Android or iOS device—without needing an in-cab device. In as little as 5 minutes of downtime, drivers can confirm, initiate and perform the software update. Fewer shop visits save you valuable downtime and money, while ensuring optimal engine health. Receive alerts for diagnostics issues and in-depth analysis from a Cummins expert.

Keep engines performing at their best.

Over-the-air updates help you keep your Cummins engines healthy and ensure that they're running with the latest software version available. VIN validation through the driver-facing mobile app ensures that the correct updates are applied to the correct vehicles. And, if there's an issue, a software rollback automatically restores the previous version.

Key Features
- Available on Google Play Store and Apple App Store
- Alerts for new updates
- Built-in barcode scanner for VIN validation
- Software rollback

Key Requirements
- 2017 or newer Cummins models
- Zonar TCU on board
- Subscription to Cummins Connected Solutions™
- Mobile device with cell signal

ZONAR FAULT IQ™
POWERED BY NOREGON

Maximize vehicle uptime

DECODE
fault info into plain English

SEE
all fault data in one view

RECEIVE
expert guidance for repairs

PREVENT
costly tows and driver downtime

Address problems sooner, keep vehicles running longer.

The more efficiently you monitor vehicle health and performance, the more effectively you keep each vehicle working longer. Zonar FaultIQ™ powered by Noregon monitors medium- and heavy-duty fleet vehicles across any make or model, and calculates a health score for each based on its fault codes. All staff, from dispatchers to experienced maintenance technicians, can understand the easy-to-digest expert guidance for repairs and detailed action plans FaultIQ provides. Easier fault identification. Faster maintenance. More driver and vehicle uptime.

Improve safety, ensure CSA compliance.

Safety and compliance start with making sure each vehicle is safe to operate. A non-engine issue, such as a broken windshield wiper, won't keep the engine from running, but it can sideline the vehicle and lower CSA scores. In addition to a health score, FaultIQ calculates each vehicle's safety score so you can spot small issues that increase risk, reduce uptime and cause safety violations.

Monitor and manage your fleet efficiently.

Fleets often use more than one tool to monitor the health, performance and safety of medium- and heavy-duty vehicles; now you can use one platform. Consolidate all fault data into one simple view, access simplified reporting, and configure text and email alerts so you can stay on top of your fleet. And easily find nearby service centers on the map if a vehicle needs service while on the road.

Key Features

- Customizable alerts
- Vehicle health scores
- Vehicle safety scores
- Fault severity levels
- Recommended action plans
- Zonar Ground Traffic Control®
- 24/7/365, U.S.-based technical support from Zonar Customer Success

PROTECT YOUR INVESTMENT

CONNECTED DIAGNOSTICS™ FOR CUMMINS™ ENGINES

Cummins engines power nearly every type of vehicle and industrial equipment for many of the world's best manufacturers. Your existing fleet is likely capable of benefiting from Connected Diagnostics — which gives you a direct line to your Cummins engine data to help avoid engine damage, protect the health of your vehicle and reduce expensive maintenance charges.

EFFECTIVE GUIDANCE TO MINIMIZE DOWNTIME

The unique analytics data sent by Cummins Connected Diagnostics is more valuable than a simple lamp on the dash and more complete than raw data pulled from the electronic engine system. It identifies and prioritizes the fault codes, determines the probable cause of the fault, and reports this information to fleet management. Receive this critical data in the form of reports, email notifications, a mobile app and an online portal. Facilitate repairs, minimize downtime and enjoy the added peace of mind due to the additional assurance Cummins Connected Diagnostics provides.

PREFERRED PROVIDER

Zonar is a preferred telematics provider for the Cummins Connected Diagnostics application. With a direct connection to the vehicle engine control unit (ECU), our powerful telematics unit seamlessly transmits this engine system fault data to Cummins for expert analysis.

Already a Zonar customer? Just give us a call to get started today!

ZONAR
ADVANCED NAVIGATION

Driver-friendly vehicle route planning

PLAN safe, efficient routes	**CUSTOMIZE** guidance information
MAINTAIN driver HoS compliance	**IMPROVE** driver safety

Plan safer, more efficient trips..

Safety starts with knowing the vehicle, its load, and restrictions for timely and safe delivery. Drivers choose their vehicle routing preferences that best fit the trip ahead—and that accommodates their particular vehicle. They set vehicle sizes for appropriate clearance for height, weight, length and maximum elevation, so their vehicle and load aren't damaged in transit. Drivers also customize their route guidance information, including turn warnings, alerts and road restrictions.

To reduce distractions, drivers can disable map view enable audio warnings, as well as lock the application while the vehicle is in motion. Plus, they'll receive notifications only when necessary, so they can focus on the road.

Navigate like it's second nature.

Advanced Navigation requires minimal driver training. Drivers follow visual and audio guidance to cruise through a user-friendly interface. And they can also set the color scheme and language preference for navigation.

Features and Capabilities

- Efficient, practical routes
- Low bridge warnings
- Easy-to-use interface
- Streamlined route entry
- Vehicle Routing Profiles
- Safety View
- Motion Lock
- 5MM points of interest
- Zonar Logs™ integration
- Over-the-air map updates
- In-app help
- 24/7/365, U.S.-based technical support from Zonar Customer Success

To create a route, they enter an address or select a destination on the map. Drivers also set preferences for 2D or 3D maps, distances for clear-turn, multi-lane guidance as well as warnings for upcoming turns, speed limits and rollover potential—all with audible turn-by-turn and real-time map updating. Plus, when they need something while on the road, drivers can access more than five million points of interest.

Efficient routes, efficient operations.

Advanced Navigation makes your bottom line healthier. Planning efficient routes translates into fuel efficiency and reduced number of out-of-route miles. So does planning trips optimized for the loads and number of required stops, even multiple stops. Advanced Navigation enables drivers to plan approved fuel stops to save money and rest stops to meet their HoS requirements.

Advanced Navigation also integrates with Zonar Logs™ to display drivers' hours-of-service time. Drivers who plan ahead to stay Hours of Service (HoS) compliant make the most of their time—and yours.

Plan routes that accommodate each vehicle.

Most fleets consist of vehicles of different sizes and different load types, including hazmat loads. Using Advanced Navigation, drivers access Vehicle Routing Profiles, which contain vehicle dimensions, toll avoidance and hazmat codes—and still select other stops and waypoints. Such flexibility and customization result in safe, legal routes that avoid restricted roads yet empowers drivers to tailor their routes.

GROUND TRAFFIC CONTROL ®

Fuel Transaction Matching
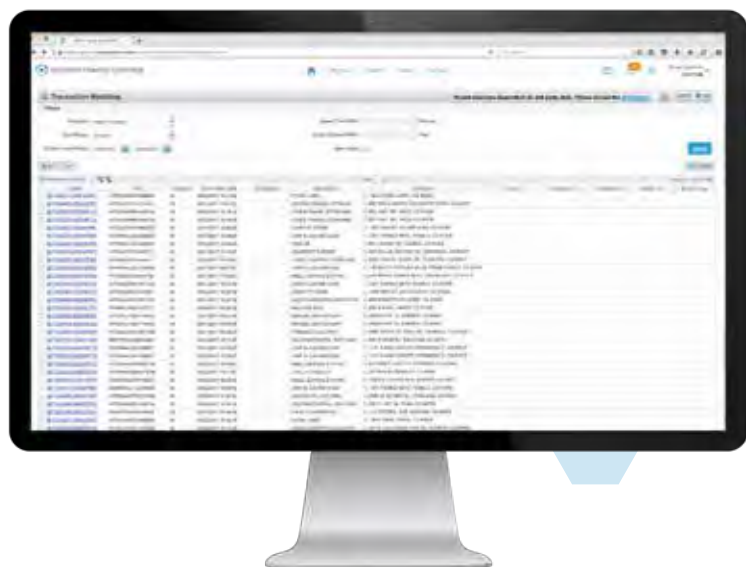
INTEGRATE existing fuel card data	**TRACK** driving events and location
REDUCE risk of fuel theft	**SAVE** lost dollars

Increased Visibility

Zonar's web-based smart fleet management application is now even more powerful. Ground Traffic Control® users can incorporate data from fuel cards to track and analyze fueling activity for a single asset or an entire fleet. Data at your fingertips allows you to detect suspicious or unauthorized fueling activity, which can potentially save hundreds or thousands of dollars on misuse previously undetected.

Integration Flexibility

Zonar's Fuel Transaction Matching solution supports a data import format built specifically for one of the leading fleet fuel cards in the nation. It's as simple as importing the fuel card data and then viewing the results in Ground Traffic Control. Additional import templates allow you to import data from virtually any fuel card provider in the market today.

Features and Capabilities

- Increases visibility into a fleet's daily activity
- Detect fuel fraud or misuse from your computer
- Actionable results are produced with a behind-the-scenes algorithm that considers time, distance, odometer and fuel level values
- Easily integrates with existing fuel card data
- Flexible data import templates
- Drill-down capability allows insight into vehicle path and map street views
- Ability to export data results into a downloadable CSV format
- 24/7/365 access to Zonar's U.S.-based Customer Care team

ZONAR V4™

Zonar V4(R)™ Telematics Control Unit
Make better decisions with deeper insights.

TRACK
asset location, odometer, and fuel use

PERFORM
driver and safety monitoring

DIAGNOSE
remote engine and system diagnostics

REDUCE
costs with efficient asset deployment

Access critical data across your fleet.

Zonar's V4 telematics control unit gives you real-time access to critical speed, location, idle and diagnostic code data. And, because the V4 can be deployed in light, medium and heavy duty vehicles, it gives you detailed data across your fleet. The V4's built-in LTE, 4G and 3G cellular radios remain compatible even when networks change. Its Bluetooth and 802.11 wireless connectivity give you flexibility to deploy new functionality and additional sensors.

Once the V4 is deployed, you can access the data and analyze your fleet through Ground Traffic Control, our secure web portal. You can also extend data to your ERP, TMS or other third-party software using our API and customer integration services.

Calculate vehicle location with high precision.

With GNSS positioning services, the V4 uses GPS, GLONASS, Galileo or BeiDou satellites to calculate your vehicle's location. This gives you precise location data that's accurate and available wherever your fleet operates.

Trust its ruggedized design.

Built for life off the easy path, the V4R is built specifically for vehicles that work in tough conditions. Its durable hard casing design can even withstand the harsh shaking and shocking inherent to tough terrains. Dirt, mud, sand, ice, cold, rain, vibration—the V4R is ready.

Key Features
- HD GNSS location tracking
- LTE/4G/3G network
- Dynamic geofencing
- True idle, speed and odometer data
- Bluetooth® 4.1
- 802.11b/g/n WiFi
- SAE J 1708/1587 and J1939 compatible
- Zonar Ground Traffic Control®
- 3-year warranty
- 24/7/365, U.S.-based technical support from Zonar Customer Care

General Specifications

Dimensions
- 6.0 inches (153 mm) x 3.85 inches (98 mm) x 1.25 inches (32 mm)
- 6.31 inches (161 mm) x 4.03 inches (103 mm) x 1.65 inches (42 mm) with mounting bracket

CPU
- 180 MHz
- 256 KB SRAM
- 2 MB flash

Flash Memory
- eMMC NAND flash
- 4 GB capacity

Navigation
- GPS/ GLONASS
- GPS data is augmented with QZSS, WAAS, EGNOS, MSAS, and GAGAN
- Up to 2 Hz
- Internal patch antenna
- SMA port for external antenna (3.3V)
- Automatic detection and switching between internal and external antenna

Cellular
- Category 4 LTE with 3G and 2G fall back
- LTE bands: 2, 4, 5, 7 and 17
- UMTS/3G Bands: 850/900/1700/1900/2100 MHz
- GSM/2G Bands: 850/900/1800/1900 MHz
- Industrial grade embedded SIM (soldered IC)

Wi-Fi
- 802.11b/g/n, 2.4 GHz

Bluetooth
- v4.0 dual mode Bluetooth (low energy and classic)

Accelerometer
- 3-Axis,12 bit ±2 g, ±4 g, ±8 g
- Up to 800 Hz

Power Backup
- In the case of V4 external power loss, V4 will attempt to send home a data packet to indicate loss of power.

Operating Temperature
- -40°C to 85°C
- Up to 95% relative humidity.
- Intended for installation inside the cab area of heavy duty vehicles

Interfaces/System Connectivity

Power
- 8 – 32 VDC
- Reverse voltage protected
- Maximum current 500 mA at 12V (no peripherals attached)

Ground
- One ground connection used as a power return; all other ground connections are isolated

RS-232
- Two RS232 ports, configurable up to 230400 baud
- Wake on input compatible

General Purpose Inputs
- Input 0 (Multi-Use Sense) is active low/ground closure only
- Inputs 1-5 support active low/ground closure, and active high/close to battery
- Device can wake on any input

CAN
- Two CAN interfaces, 250k baud or 500k baud.
- Device can wake on data received on either CAN interface.

J1708
- One J1587/J1708 interface

Switched Outputs
- One software switched, 1.0 A current limited, 5V output.
- One software switched, 1.0 A current limited, vehicle voltage (VBATT) output.

ZONAR
Z TRAK® *LTE*
Rugged and reliable tracking

TRACK	SIMPLIFY
Simple and reliable	Long battery life

TOUGH	CONNECT
For harsh environments	Investment protection

Easy and Reliable

Zonar ZTrak® LTE is the most reliable and easy-to-use equipment tracker available. Designed to withstand harsh outdoor environments and boasting an exceptional battery life, ZTrak LTE helps you locate all of your assets instantly. It's the simplest, most cost-effective way to increase equipment utilization and ensure the security of high-value assets. ZTrak LTE is the ideal solution for managing zero and low-maintenance assets that are deployed for long periods. With ZTrak LTE, you can locate your equipment quickly and reliably through Zonar's Ground Traffic Control. This web-based asset management portal provides pinpoint location reports with just a few clicks.

Long Battery Life

Maintenance-free operation of your tracking solution is important. Zonar's asset tracking continues to perform for more than 5 years on a 1 or 2 location-per-day ping cycle. The battery pack is field replaceable to extend the working life to more than 10 years, providing the best-in-class total ownership value.

Equipped for Harsh Environments

ZTrak LTE's sealed rugged enclosure is designed to withstand the harshest outdoor environments. It operates within a -40° F to 185° F temperature range and is impervious to rain, sleet, and snow. The unit is conveniently mounted to your assets with bolts, a magnet mount, or a tie wrap.

Investment Protection

Made with superior internal antennae both for cellular and GPS communication, ZTrak LTE not only improves asset utilization, but also ensures the security of high-value equipment or cargo. ZTrak LTE locates equipment immediately, and in the case of theft, Zonar can increase its location pings to assist law enforcement in recovering your asset.

PUPIL TRANSPORTATION PRODUCTS

ZONAR MyView™

ZONAR Z PASS™

ZONAR Z PASS+™

ZONAR VERIFY™ WITH ROUTEBOARD™

ZONAR FORMS™

ZONAR COUNT™

ZONAR®

Smart fleet technology for pupil transportation

GpS Tracking & More

The V4™ telematics control unit provides GPS fleet tracking with live vehicle performance, subsystem and diagnostic information in one simple-to-install device. With a direct connection to the engine control unit (ECU), the V4 transmits fault codes from the vehicle to maintenance, often before the driver is aware of a problem. High-resolution GPS tracking data not only tells you where vehicles are located, and how they got there, but also how the vehicle was driven, including speed and idle times.

Safety & Compliance

With the Samsung Galaxy Tab Active2 in-cab tablet and EVIR®, our patented Electronic Verified Inspection Reporting technology improves and simplifies the pre- and post-trip inspection process, and entirely eliminates paper-based reporting. Zonar offers a full suite of smart fleet technology solutions, which improve safety, decrease downtime of vehicles, reduce fuel costs, coach driver performance, and streamline back-office reporting.

RIDERSHIP REPORTING

Know where's the bus and who's on board with Zonar's suite of ridership solutions developed with both districts and parents in mind. Gain insight into daily student ridership for better route efficiency and zone planning, and automate Medicaid reimbursement reporting with the Zonar Count™ ridership app, Zonar Verify™ rider verification or Z Pass™ RFID student card scanning system. Provide parent visibility of real-time location and ETA of their child's bus, while reducing parent calls and complaints with SafeStop™ school bus tracking app.

Fleet Analytics

Powerful web-based fleet management software provides fleet managers with real-time data and visibility into driver behaviors, maintenance information and a long list of vehicle functions. We did all the hard work on the back-end to ensure that Ground Traffic Control® turns your fleet vehicle data into readable, actionable information.

Transporting students safely is a top priority for your school bus fleet. Zonar's expansive set of inspection, diagnostic, student visibility and GPS solutions helps fleet managers increase safety and security, optimize bus routes, ensure inspection compliance, and make fleet size and routing decisions based on accurate data.

Increase Safety and Security

Zonar provides real-time insight into your school bus fleet with location reports, rider status and driver performance data. Improve safety and security with alerts when buses aren't operated safely or when maintenance is needed.

Your Bus Tracking Experts

Access extensive vehicle performance, GPS location data, remote vehicle diagnostics and stop arm/open door events. Streamline maintenance processes and make decisions with easy-to-understand, actionable information. Determine which routes are most efficient with precise HD-GPS location data combined with rider information.

Inspection Compliance

Ensure accurate pre- and post-trip inspection compliance and safety with RFID-based, Electronic Verified Inspection Reporting (EVIR®). Zonar's patented EVIR eliminates paperwork errors, ensures drivers are physically present to inspect all zones, and streamlines maintenance processes by easily integrating with your existing maintenance software, or third party maintenance provider.

Save Fuel and Reduce Costs

Chart improvements, demonstrate increased efficiency and reduce costs with Zonar. Review data with automated reports and dashboards. Also, receive a text or email if drivers are idling, speeding, or in the wrong place, so dangerous behavior and excessive waste are stopped immediately.

ZONAR MyView™

Give parents peace of mind

ELIMINATE	REDUCE
route-based errors	calls to dispatch

ENSURE	TRANSFORM
data security	modern family life
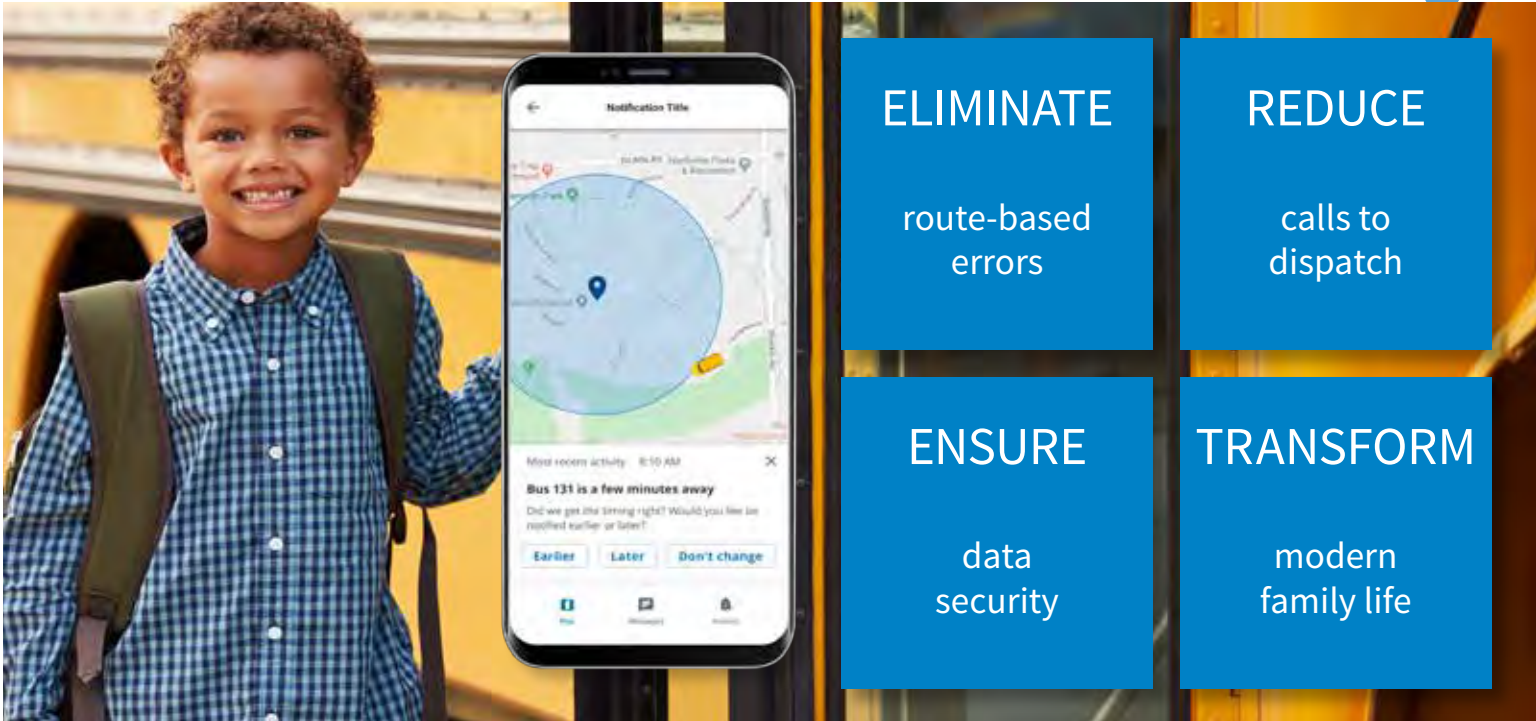
Open new lines of communication.

School districts and parents care about student safety, just from slightly different perspectives. Zonar MyView brings peace of mind to both. Districts can use MyView's back-end dispatcher portal to let parents know about bus changes, delays or breakdowns. And parents can use the MyView mobile app to see where their child's school bus is located and customize proximity-based alerts. Easier communication, peace of mind for everyone.

Lighten parents' daily load.

Raising children is tough job. Providing an easy-to-use mobile app to check on the school bus whenever they want means one less thing for parents to worry about.

School buses equipped with a Zonar V4 telematics control unit (TCU) are tracked in near real time. Zonar MyView uses this data to display that bus's location on an aerial map, powered by Google. Parents can create proximity-based alerts to plan complex home life accordingly. And share these alerts with their child's caregiver.

Key features

- View a real-time, map-based bus locator
- Register parents, legal guardians and caregivers
- Guarantee parent and student information privacy
- Create custom zones for each stop and facility
- Send email alerts and SMS messages
- Integrate with Zonar V4™ GPS tracking
- Available on smartphones, tablets and computers
- Obtain GPS, telematics and routing data analytics for transportation efficacy

ZONAR
Z PASS ™

Student Ridership Visibility

RECORD
Time, date and location of entrance and exit

INCREASE
Child safety in case of emergency

ANSWER
Questions instantly and accurately

AUTOMATE
Medicaid reimbursement reporting

Smarter Student Transportation

Zonar Z Pass improves the safety and efficiency of pupil transportation with a patented RFID data collection process that provides instant rider information to decision makers. With Zonar Z Pass, schools know the time, date and location of each entry and exit from the bus for real-time child search, child check and Medicaid reporting.

Ridership Reporting

Each student is issued a unique Zonar Z Pass RFID card. Upon entering or exiting the bus, the time, date and location is captured, securely transmitted and accessible via Zonar's Ground Traffic Control® and the Zonar Z Pass+™ parent portal. Zonar Z Pass helps reduce parent inquiries, increase safety and streamline Medicaid reimbursements.

Features and Capabilities
- RFID reader
- Passive RFID cards
- Zonar Z Pass+ parental portal
- Immediate data transmission
- Simple mounting system
- Low-power sleep mode
- Web-based reporting
- Special needs reimbursement
- 4.2" W x 4.2" L x 1.2" H
- Edison Award Winner

ZONAR VERIFY™

Stop-by-stop rider verification.
Easier route exception management.

VERIFY	INCREASE
right student, right bus, right stop	student safety measures

BENCHMARK	MANAGE
real-time performance metrics	day-of bus changes

Prevent wrong bus, wrong stop incidents.

Part of protecting students is making sure they get on the right bus and off at the right stop. Otherwise, they're at risk of being lost—or worse.

Enabled by Zonar Z Pass™, Zonar Verify is a mobile app that resides on the driver's tablet, and adds an extra layer of student rider security and visibility. Students scan their RFID card as they get on and off. Verify automatically compares each scan to the route's manifest and alerts the driver if there's an exception. All using the same touchless system.

Give drivers the tools to protect student riders.

Not all bus drivers, especially substitutes, know how many or which students are supposed to be picked up or dropped off. Verify displays the scheduled trips and stop-by stop passenger manifests. Then, at each stop, Verify displays a roster of student riders and their grade level. If a student scans off at a wrong stop or is too young to disembark without a caregiver present, Verify provides a visual and audible alert so the driver can protect that student.

Each trip also shows a real-time count of how many students are on board. If there's an emergency, the driver can quickly provide how many and their names.

Features and Functions
- Review stop-by-stop and full route passenger manifests
- Manage real-time rider exceptions
- Receive visible and audible rider exception alerts
- Prompt required child check after every route
- Download daily routing information automatically
- Integrates with Transfinder and BusPlanner®
- Available on drivers' Zonar Connect™ and Samsung Galaxy Tab Active2 devices

Streamline route management. Empower every driver.

Update day-of changes quickly and easily. RouteBoard®, Verify's secure online management portal, integrates and automatically downloads daily routes from your transportation management system (TMS)—and enables dispatchers to edit bus assignments for each. Route updates are pushed directly to the Verify mobile app, so drivers always have the latest information.

Review alerts and rider exceptions. Access current and historical rider activity for greater insight. And pull bus, stop and route utilization data for easier Medicaid reimbursement paperwork submissions as well as improved routing accuracy improvements.

Benchmark performance metrics in real time.

Routeboard enables dispatch and administration to view a real-time summary of fleet performance while the vehicles are in operation. Identify gaps in processes to drive better performance and make parents' lives easier.

View three real-time metrics.

- **Route status:** Check which trips are completed, in progress or not yet started.
- **Real-time performance:** Confirm how many trips are running on time or late.
- **Unassigned routes:** See the number of routes that have and have not been assigned to a driver.

Per trip, each stop is displayed, along with its planned arrival time and student rider roster. Dispatch can also see actual arrival times compared to the planned, and if the bus is (x) minutes ahead of or behind schedule. And which students are planned to board or depart at each stop. Know exactly what happened and who got on or off the bus for each stop.

ZONAR FORMS™

Faster, smarter, and more efficient communication.

AUTOMATE	CUSTOMIZE
eliminate paper forms	message content and displays

TRACK	SIMPLIFY
compliance and performance	time and attendance reporting

Streamlining Fleet Communications

Zonar Forms allows school administration to replace paper forms and improve overall communication between bus drivers and dispatch operations.Together with Zonar's Ground Traffic Control® and 2020® mobile tablet, the new Zonar Forms feature makes mobile messaging easier than ever before.

Texting or Calling Your Bus Drivers?

There is a better way! Zonar Forms allows you to share, document and store information electronically such as driver time sheet submissions, accident reporting and route assignments. Zonar Forms comes equipped with a library of message templates to choose from, so there's no need to start from scratch when creating your message design.

Customization Options

Zonar will work with your school district to customize Zonar Forms for your specific needs. Contact us to find the right option for you.

Key Features:

- Easy-to-use, on-screen displays for drivers and fleet operators.
- Send messages to a single driver or multiple drivers.
- Choose from flexible message display formats to send and receive auto-populated fields such as asset number, odometer, date, time and more.
- Simplify the time and attendance process with timestamp capability.
- Share addresses as a hyperlink to navigation systems. Import and export messages to assist with managing driver replies.
- Safely alert drivers of incoming messages with text-to-speech and message autoplay capability.
- Capture and record signatures electronically.
- API integration with existing systems
- 24/7/365 technical support from Zonar Customer Care. Zonar will work with your school district to customize Zonar Forms for your specific needs. Contact us to find the right option for you.

ZONAR COUNT™

Student Rider Tally

RECORD
Time, date and location of entrance and exit

INCREASE
Child safety in case of emergency

ANSWER
Questions instantly and accurately

AUTOMATE
Medicaid reimbursement reporting

Smarter Student Transportation

The Zonar Count™ app provides school districts easy access to ridership visibility to increase student safety, balance ridership and streamline federal reporting – including Medicaid reimbursement. With Zonar Count, drivers add or subtract rider onboarding and offloading in real-time for accurate rider counts. The app collects valuable rider data which can be accessed through Zonar's Ground Traffic Control® and used to analyze routes, provide cost saving route optimization and enable real-time decision making for effective ridership management. When combined with Zonar's Z Pass™, students carry a passive RFID identification card to scan with the Z Pass RFID reader, which logs entry and exit from the bus. The date, time, and location of each scan is logged and transmitted to a secure database for immediate access through Zonar Ground Traffic Control.

Take full advantage of Medicaid Reimbursement

Take the complexity out of the data collection for special needs Medicaid reimbursement. Zonar Count electronically eliminates the need for paper and the burden of data entry. With the swipe of a card, school districts can easily and securely track special needs ridership information and generate reports to simplify the process for reimbursement claims.

Don't lose valuable district dollars you are due.

Features and Capabilities
- Immediate data transmission
- Locked while vehicle is in motion
- Simple mounting system
- Low-power sleep mode
- Web-based reporting
- Available on Zonar tablets
- Card management services

Z Pass Hardware
- RFID Reader
- Passive RFID cards
- 4.2" W x 4.2" L x 1.2" H

ZONAR PRICING

How Zonar's products are priced.

Zonar's products are "hardware-enabled SaaS products", which means they consist of both a hardware element that is responsible for gathering and transmitting the data, that is then presented to the user via a web-based software application. The hardware device is generally purchased up front, and the software is provided for a monthly service fee.

The hardware can be bundled with the software into a Lease plan with three-year terms, if desired.

Equalis/CCOG Member Discount

Zonar provides a **flat 10% discount off MSRP for all hardware and software services** for Equalis/CCOG members. *(MSRP is shown on the following pages.)*

Volume discounts of greater than 10% are also available and are negotiated on a case-by-case basis, depending on the size of the fleet and the selection of products to be purchased. Please contact a Zonar salesperson if you would like to pursue this option.

Professional Services

Zonar professional services, like Professional Installation and On-Site Training (for both users and mechanics) can be provided, as well, but are not included in the 10% discount.

Pricing for these services depends on the number of vehicles, the number of employees to be trained, the number of locations where installations and trainings will take place, and the complexity of the installations. Zonar will provide a complete and detailed bid for these services, with a fully managed implementation plan, upon request.

Note that Zonar can also provide self-installation materials and on-line trainings, for fleets that prefer these lower cost options.

Zonar Software Services and Hardware Pricing

Software Services	Description	SKU	MSRP
REQUIRED: ZONAR ESSENTIALS PACKAGE			
Track, Trace, Idle, Data I/O, FieldView (Ground Traffic Control®)	Complete visibility into your fleet's location including engine-idle reporting	GPS066-S	$21.00
COMMUNICATION			
Zonar Forms™	Forms-based messaging app for dispatchers and drivers	E-MOB012-S – TA2	$7.00
Two Way Messaging	Two-way messaging app for drivers and fleet management	E-MOB007-S – TA2	$3.00
DRIVER TOOLS			
Advanced Navigation	Turn-by-turn GPS advanced navigation for commercial vehicle	E-MOB006-S – TA2	$8.00
Zonar OperatorID™	RFID scanner that records who is driving	OP001-S	$7.00
Zonar Coach™ Base	Real-time in-cab driver coaching and insights for managers	E-MOB025-S – TA2	$10.00
Zonar Coach™	Add AI dashcam video recording to Zonar Coach	E-MOB024-S – TA2	$18.00
FLEET HEALTH			
Zonar Cummins Connected Advisor™	Continuous remote engine monitoring and diagnosis of system fault alerts	ACT004-S	FREE
Zonar OTAir™	Perform Cummins engine updates, over the air	GPS061-S	FREE
Zonar ZFuel™	Maximize fuel efficiency and control fuel costs	GPS012-S	$7.00
Zonar FaultIQ™	Engine fault descriptions and severity with plans for action.	GPS062-S	$10.00
STUDENT RIDERSHIP			
Zonar Count™	Tally bus rider onboarding and offloading	C-MOB016-S	$3.00
Zonar MyView™	Mobile app for parents and dispatcher portal	GPS063-S	$10.00
Z Pass™	RFID-based student ridership tracking technology	ZPASS001-S	$6.00
Zonar Verify™	Verification of the right student, right bus, right stop	C-MOB023-S E-MOB023-S	$7.00
SAFETY & COMPLIANCE			
Zonar Electronic Verified Inspection Reporting®	EVIR® verifies pre- and post-trip inspection process and eliminates paper reports	EVIR001-S – 2010 E-MOB001-S – TA2	$8.00

Zonar Logs™ Hours of Service	Fully compliant ELD-ready application for Hours of Service	E-MOB003-S - TA2	$7.00
THIRD PARTY APPS			
Certified applications	Google Play apps compatible with the Samsung Tab Active2	VARIES	$3.50
Open Plan Apps *(Customer provides SIM for tablet)*	Applications hosted on the Google Play store	VARIES	$1.00
Zonar Mobile Shield™	Enterprise-grade security for Samsung Galaxy Tab Active2	MDM002-S	$4.00

Hardware	Description	SKU	MSRP
Zonar Coach™	Hardware to support the Zonar Coach AI dashcam	20123	$100.00
Samsung Galaxy Tab Active2	Certified plan	E-MOB003-H – Certified	$675.00
	Open plan	E-MOB004-H - Open	$675.00
Zonar EVIR®	Hardware to support EVIR inspection system	EVIR001-H	$175.00
Zonar V4™ Base	Kit for V4 installation, includes mount and cables	V4101-H	$225.00
Zonar V4R™ GPS Kit	Kit for V4R installation	V4R001-H	$300.00
Zonar Z Pass™	Kit for Z Pass RFID installation	ZPASS001-H	$100.00
Zonar OperatorID™	Kit for OperatorID RFID installation	OP001-H	$100.00
Zonar ZTrak®	Battery-powered asset tracker for unpowered assets	ZTRAK401-SB	$189.82

Service Add-Ons	Description	SKU	MSRP
Rapid response / Intelligent Logging	High-fidelity GPS data with events for start, stop, braking, speed and more. Tracks usage and location of accessories such as PTO, boom, bucket and more. Near real-time location for every asset	GTC003-S	$4.00
ZTrak® 1 Ping Service	one GPS location ping per day (longest battery life)	ZTRAK401-S	$4.00
ZTrak® 2 Ping Service	two GPS location pings per day (mid-range battery life)	ZTRAK402-S	$5.50
ZTrak® 4 Ping Service	four GPS location pings per day (shortest battery life)	ZTRAK404-S	$7.00

Accessories

Zonar Accessories	Part #	MSRP
#6 x1/2" Pan Head Phill Tec	80209	$0.50
10X Charger with Power Supply	80092	$194.95
2 PIN DEUTSCH 500K	81517	$39.95
2010 Battery Pack (Green)	80011	$26.95
2010 Handheld Vehicle Mount	80312	$59.97
2010(A) Battery Pack (Blue)	80013	$26.95
2Pin Deutsch Term Resistor Kit	H40035	$29.95
2Pin Terminating Resistor	80083	$29.95
5 Pin Data I/O Cable	80059	$19.95
500K J1939 Y-Splitter Cable	81529	$39.00
6-9 Pin Adapter	81632	$50.00
6Pin Deutsch w/Pwr&Gnd Brkout	80348	$29.95
9 & 6 Pin Cable 500K	81529	$39.95
AG V3R Power-EVIR	81324	$119.95
AG V3R Pwr Gnd Disconnect Cbl	81313	$64.01
AG V3R Pwr/EVIR/Inputs	81326	$125.00
Black Zone NFC Tag #01	20102	$6.45
Black Zone NFC Tag #02	20103	$6.45
Black Zone NFC Tag #03	20104	$6.45
Black Zone NFC Tag #04	20105	$6.45
Black Zone NFC Tag #05	20106	$6.45
Black Zone NFC Tag #06	20107	$6.45
Black Zone NFC Tag #07	20108	$6.45
Black Zone NFC Tag #08	20109	$6.45
Black Zone NFC Tag #09	20110	$6.45
Black Zone NFC Tag #10	20111	$6.45
Black Zone NFC Tag #11	20112	$6.45
Black Zone NFC Tag #12	20113	$6.45
Black Zone NFC Tag #13	20114	$6.45
Black Zone Tag #01	20014	$6.45
Black Zone Tag #02	20015	$6.45
Black Zone Tag #03	20016	$6.45
Black Zone Tag #04	20017	$6.45
Black Zone Tag #05	20018	$6.45
Black Zone Tag #06	20019	$6.45
Black Zone Tag #07	20020	$6.45
Black Zone Tag #08	20021	$6.45
Black Zone Tag #09	20022	$6.45
Black Zone Tag #10	20023	$6.45
Black Zone Tag #11	20024	$6.45

Zonar Accessories	Part #	MSRP
Black Zone Tag #12	20025	$6.45
Black Zone Tag #13	20026	$6.45
Cable - V2J WW 2Pin Deutsch	80959	$29.95
Cable 4Pin Power 110AC - 12VDC	80989	$29.95
Cable Kit - WW 3Pin J1939-11	80979	$29.95
Cable Kit 3Pin J1939 500K	81599	$39.95
Ext GPS Antenna w/24" Cable	81312	$29.95
Extended Asset Tag Kit	ETAG001-H	$19.35
Extended Asset Tags	HSTAG01	$19.35
GPS 4 PIN POWER CABLE VT RETRO	81536	$8.95
GPS 4PIN Power Cable	10007	$29.95
GPS 4Pin Power Cable Assy	10085	$29.95
GPS 4Pin Power Cable w/Cig	80260	$29.95
GPS 4PIN Power W/Panic	10030	$29.95
GPS Antenna Kit	HSANT01	$29.95
GPS Antenna MP with Screws	80089	$10.00
GPS Diagnostic 9 Pin 500K	81523	$39.95
GPS J1962 H.D. Cable	81149	$95.25
GPS Jbus Backbone Ext Cable	80208	$29.95
GPS Jbus Universal Node Cable	80339	$29.95
GPS Light Duty Cable Kit	81153	$29.95
GPS Panic Button	80531	$74.95
GPS WW 6Pin Pass FM	80130	$29.95
GPS WW 9-PIN EXT POWER	80972	$29.95
GPS WW 9/6 Pin Cable	80341	$29.95
GPS WW 9Pin Pass PM	80331	$29.95
GPSVM - Messaging PCBA	80326	$19.95
GPSVM Extension Cable	80038	$29.95
Inline Fuse Kit	80046	$9.95
Interface Cable 6P to 6P 50ft	81310	$29.95
Interface Cable, 6P to 6P 13ft	80765	$29.95
Interface Cable, 6P to 6P 18ft	81499	$29.95
J1939 Node Extension	81022	$19.95
J1939 to Retro Adapter 10P-2P	80715	$29.95
J1939-14 Backbone Ext Cbl 500k	81524	$39.95
J1939-14 Retro Adp 10p-2p 500K	81528	$39.95
J1939-14 Splice Pack Adapter	81532	$39.95
J1939-14 Univ Node Amp SS 500K	81526	$39.95
J1939-14 Univ Node Met150 500K	81527	$39.95

Zonar Accessories	Part #	MSRP
J1939-14 Unv Node DelphiGT500K	81530	$39.95
J1939-15 Splice Pack Adapter	81154	$29.95
J1939-15 Univ Node Delphi GT	81025	$29.95
J1939-15 Univ Node Deutsch 2P	80716	$29.95
Light Duty Cable Kit	H40023	$89.95
Marigold Zone NFC Tag #01	20086	$6.45
Marigold Zone NFC Tag #02	20087	$6.45
Marigold Zone NFC Tag #03	20088	$6.45
Marigold Zone NFC Tag #04	20089	$6.45
Marigold Zone NFC Tag #05	20090	$6.45
Marigold Zone NFC Tag #06	20091	$6.45
Marigold Zone NFC Tag #07	20092	$6.45
Marigold Zone NFC Tag #08	20093	$6.45
Marigold Zone NFC Tag #09	20094	$6.45
Marigold Zone NFC Tag #10	20095	$6.45
Marigold Zone NFC Tag #11	20096	$6.45
Marigold Zone NFC Tag #12	20097	$6.45
Marigold Zone NFC Tag #13	20098	$6.45
Marigold Zone NFC Tag #14	20099	$6.45
Marigold Zone NFC Tag #15	20100	$6.45
Mntg Bracket - Assembly Lexan	80932	$9.95
NET 9 ZONE TAG KIT	81538	$36.00
Next Gen Cascadia Retrofit Cable	81635	$30.00
Operator/Driver Card	20055	$5.45
Operator/Driver Card (No Logo)	20056	$5.45
R-Terminal Adapter	81303	$29.95
RAM Mount Screws 4x10-24x9/16"	20079	$5.00
RAM Mount Screws,4 10-24x.625	20065	$3.00
Reader Download Station	HSRDS01	$74.95
Reader Download Station	RDS001-H	$74.95
Round Adhesive 1.4" Dia	80068	$1.00
Round Black Asset NFC Tag	20101	$6.45
Round Marigold Asset NFC Tag	20085	$6.45
Round Marigold Asset Tag	20011	$6.45
Student Card - Extended Range	30035	$1.95
Student Card - Pre Punched	30034	$1.95
Student Card - Unpunched	81305	$1.95
Student Tracking SRT RAM/FLUSH	H40028	$149.95
Tablet EVIR Tag Kit	MOB003-H	$74.95
TPMS Cable Adaptor	81634	$30.00
USB to Serial Adapter	81311	$10.00

Zonar Accessories	Part #	MSRP
Vehicle Mount for V3R	81496	$59.97
Vehicle Mount Spring Strap	81294	$0.25
Zonar Coach camera Inline Power Cable	20133	$15.00
Z PASS RAM Mount Bulk Kit	30024	$30.00
ZTRAK Battery Pack	80973	$59.00
ZTRAK Magnet Mount Kit	81152	$75.95

CUSTOMER ONBOARDING

To assist new customers in getting up to speed as quickly as possible with their new Zonar telematics solution, we provide this Customer Onboarding document to help your staff be prepared for their part in the onboarding process.

With more than fifteen years of experience and over half a million of our devices installed and running today, Zonar has found that setting clear roles, responsibilities, and expectations at the outset is the best way to achieve the smoothest onboarding experience.

This document is simply the template we start with. Zonar's onboarding team will work with your fleet management team to go over the process, expectations, responsibilities, and define a timeline and the responsible parties for each phase of the project.

FIVE PHASE ONBOARDING PROCESS

PHASE	ACTIVITIES	RESPONSIBLE PARTY
1 DOCUMENTATION	Sign/negotiate contract	Customer/Zonar
	Issue PO	Customer
	Provide tax exempt documentation (if possible)	Customer
	Provide complete asset list	Customer
	Define inspection process(es) for each vehicle type	Customer/Zonar
2 INSTALLATION	Define key point of contact for installation phase	Customer/Zonar
	Review assets and determine any customizations	Zonar/Customer
	Determine location of all fleet vehicles	Customer
	Set installation timeframe (s) and location(s)	Zonar/Customer
	Install Zonar equipment	Zonar
	Train customer on installation/removal (optional)	Zonar/Customer
3 IMPLEMENTATION	Define point of contact for software config/admin	Customer/Zonar
	Import asset list into Ground Traffic Control	Zonar
	Define initial users, roles, alerts, geofences	Zonar
	Set up users, roles, alerts, geofences	Zonar
	Configure EVIR inspection process(es)	Zonar
	Confirm successful hardware installs via Ground Traffic Control	Zonar
4 TRAINING	Provide list of people to be trained, and roles	Zonar
	Train administrator(s) in Ground Traffic Control setup and config	Zonar
	Train users in Ground Traffic Control	Zonar
	Train staff on the use of Zonar equipment	Zonar
5 ONGOING SUPPORT	Monthly account check-ins	Zonar
	Schedule training webinars for new employees	Zonar
	Provide best practice input for improving ROI	Zonar
	Respond to any customer-raised issues	Zonar

Implementation Phases

PHASE 1: DOCUMENTATION

The two critical pieces of information Zonar needs to start any implementation are the Purchase Order and a complete Asset List of all the vehicles and equipment that will have Zonar hardware installed. Without these documents, Zonar cannot ship product, or schedule time for the Installation, Implementation, and Training teams.

The Asset List will ideally contain the following information:

- Make/Model/Year
- VIN#
- Fuel Type (gas, diesel, other)
- Any accessories installed on the vehicle (wheelchair lift, bucket, augur, stop sign, plow, etc.)
- Is there an existing telematics solution installed that we will need to remove?
- Are there other devices connected to the vehicle's OBDII or J1939 port? If so, what are they?

Zonar's products provide a wide variety of functionality, across hundreds of different vehicle and equipment types. Understanding each vehicle's unique configuration will help determine the total amount of time it will take for hardware installation. This will also ensure our installers arrive on site with all of the tools, cables, mounts, and other hardware they need to complete the installations as scheduled.

NOTE: If you have chosen to purchase Zonar's EVIR inspection system, we will work with you to define the exact inspection procedure for each of your vehicle types, and build those inspection profiles for you. This is a highly collaborative process between our team and yours, and will require regular communication and careful planning.

PHASE 2: INSTALLATION

The Installation phase overlaps with the Implementation phase, because proper hardware installation is confirmed by the device(s) showing up and reporting data within our Ground Traffic Control (GTC) software application. The Asset List you provided in Phase 1 will be used in Phase 2 when it is imported into GTC by Zonar's Implementation Team.

The Installation Phase has the greatest impact on the project timeline, and is where significant delays can occur if vehicles are not where they are supposed to be on their install day. In addition, this is where scope creep happens, when a vehicle has additional accessories that weren't documented in the Asset List, but still need to be tracked with an I/O sensor installation. This is the point where the EVIR inspection processes are confirmed and first run for each vehicle type, as well.

Your Zonar Contact for the project will work with your Point of Contact to avoid these types of problems.

PHASE 3: IMPLEMENTATION

While the hardware is being installed, the software – Ground Traffic Control – will be getting set up by Zonar, and configured in collaboration with the person on your end who is responsible for administrating the GTC software.

Importing and configuring the initial Asset List will help confirm proper hardware installation. As GPS devices come on line, they will be linked to the appropriate Asset that was imported earlier.

Users and Roles will be set up for all of your team, in collaboration with your designated Administrator.

The initial set of Alerts and Geofences will be set up to begin tracking vehicles, in collaboration with your designated Administrator.

The Implementation phase is the most collaborative phase of the project, with our Installation Team working with your fleet management team to get hardware installed, and our Onboarding Team working with your Administrator(s) to get them up to speed configuring and setting up Ground Traffic Control, and then using the configured software to confirm all of the installed hardware is working properly.

PHASE 4: TRAINING

Depending on the number of vehicles in your fleet, Training can overlap with the Installation phase. Once Ground Traffic Control is configured and linked to the hardware in the vehicles, training can begin.

Zonar provides on-site training for a fee. If you have opted for on-site training, our Training Team can get your employees trained up in two days, usually. If you have a large number of people to be trained (more than fit in one room) or multiple separated locations where trainings need to occur, training will take longer.

Zonar also provides free online training via webinar, and can customize trainings to conform to your specific team or fleet needs as well.

The Ground Traffic Control software provides extensive on-line help, and new features or bug fixes are announced by a banner when you log into the GTC software.

Customer Support has free weekly webinars that you can attend to brush up on features, or train any new employees at your organization.

PHASE 5: ONGOING SUPPORT

Once all of your hardware is installed, Ground Traffic Control is configured and running, and your team is fully trained on our products, Customer Care takes over.

Customer Care is available from our Seattle Headquarters office via phone and email 24/7/365.

WARRANTY & SUPPORT

Zonar provides the most comprehensive customer support in the industry, backed by more than 90 Customer Care staff in our Seattle office, providing 24/7/365 support via phone and email. Emails are answered the same day they are received. Telephone calls rarely wait more than a couple of minutes, and most issues are resolved on the first contact.

Due to the nature of our GPS/GSM hardware, and the web-based ("SaaS") application, our hardware and software are accessible via the internet, and can be tested remotely by our technicians. All backups, upgrades, and maintenance is performed by our network engineering staff, that monitors the system 24/7/365. To use our tools, you only need an internet-connected device running a current version of Windows, Android, Mac OS, or iOS, and a current web browser, like Internet Explorer, Edge, Firefox, Chrome, or Safari.

CUSTOMER CARE

Zonar's Customer Care is second to none, and a key reason why more than 95% of Zonar customers stay with Zonar.

From the day your installation goes live, Customer Care is an active partner in ensuring your telematics products are working and providing the information you need. With multiple live on-line software trainings per week, and custom trainings available as well, Customer Care is your partner in ensuring you get the most out of your telematics system.

As a part of our commitment to your fleet operations and excellent support, Zonar also includes our Integrations Team (who can provide advice and assistance on software integrations), and our Compliance Team, who have more than 40 years combined in fleet regulatory compliance and enforcement, and are available to provide advice and help with compliance and safety issues.

DAILY SUPPORT TASKS
- o   Resolve support requests as they arise
- o   Review daily generated support e-mails and reports to evaluate site status
- o   Notify site of potential defective equipment and work with them to troubleshoot or replace
- o   Create necessary RMAs and provide site with tracking information
- o   Receive updates from deployed Field Service Representative(s) regarding site functionality

WEEKLY SUPPORT TASKS
- o   Perform phone/Web training (as needed)
- o   Follow-up on outstanding support issues
- o   Open RMAs and recent orders
- o   Open support cases
- o   Provide weekly webinars on a wide range of topics, from customer issues, to new features, to best practices training

MONTHLY SUPPORT TASKS
- o   Login to each account
- o   View the Zonar GPS Report, failed inspection log, open defects report
- o   Work with sites that need more training or assistance in getting the system working
- o   Call/email sites to inform them of updates and enhancements
- o   Schedule necessary site visits for training, installation, and troubleshooting

ZONAR®

Premium, high-touch account support

Large, multi-site fleets could use extra support from time to time. Having a dedicated Zonar Customer Experience Manager keeps your fleet running smoothly and ensures issues are addressed quickly. More than a source of premium service, your Customer Experience Manager focuses on your business needs—and how our technology helps you grow it.

What you get	You'll benefit if
• Annual Executive Business Reviews that include Zonar executives, Sales, Product Management and Customer Success • Regular cadence of personal visits and operational, metrics-based reviews • Zonar ambassador who navigates our business on your behalf • Industry best practices, device health reports and recommendations • Advocate who communicates your product and invoicing needs within our organization • Help fully utilizing your Zonar investment and anticipating your future needs	• You have numerous sites or locations, geographically dispersed business lines • You have a complex combination of Zonar and third-party solutions and want guidance • You expect to partner your Zonar solutions with new initiatives, reporting or productivity metrics • You're interested in partnering your Zonar solution with industry best practices provided • You have large or multi-year site installations in which continuity will be assured • You want our experienced personnel to assist your workforce

Your Customer Experience Manager

- Will act as a resource when you have issues with our solution
- Regularly checks your account to identify trends
- Provides best practices recommendations
- Helps ensure you're making the most of your investment
- Conducts annual Executive Business Reviews
- Provides new product release announcements
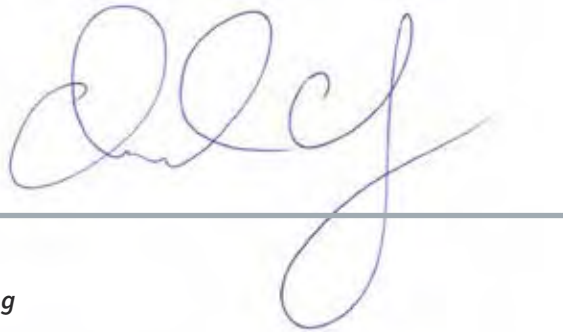
ZONAR EULA

Our standard license agreement is included on the following pages, which will need to be integrated into any final contract with a new Zonar customer. The statement below is our testament to engage in good faith negotiations to reach terms that satisfies both parties with the least amount of hassle possible.

Zonar Systems, Inc. "Good Faith" Legal Statement

Zonar products and services include software components that are licensed, not sold. Zonar's standard service contract, which includes a software license agreement, will need to be incorporated into a final agreement (subject to reasonable negotiation of terms). Submission of a response by Zonar to a request for pricing or a proposal will not irrevocably bind Zonar to specific terms other than price. Zonar reserves the right to engage in reasonable negotiation of commercial terms, including license terms, before executing a contract.

Zonar's standard Agreement and Warranties are attached at the end of this proposal for your review.

Michael King

General Counsel

Zonar Systems, Inc.

ZONAR TERMS & LICENSE AGREEMENT FOR HARDWARE USE,

DATA TRANSMISSION, & DATA STORAGE SERVICES

CUSTOMER INFO: P.O. #:

Name: Quote #:

Address: Contract #:

Market Segment: Pupil Transportation

This Zonar Terms and License Agreement is effective as of _____, 2021 ("Effective Date") and entered into between _____("Customer") and Zonar Systems, Inc., a Washington Corporation ("Zonar"). The Parties agree that the following terms and conditions shall apply to Customer's purchase of equipment and services from Zonar, whether procured directly from Zonar or from a Zonar authorized reseller, and Customer's access to and use of Zonar's service and software offerings.

1.   DEFINITIONS. The following capitalized terms shall have the meanings ascribed to them below:

"Agreement" means this Terms & License Agreement (including any Orders submitted by Customer and accepted by Zonar under this Agreement, any Quotes, including Quick Quotes, included or referenced in such Order), which together form a single agreement.

"Data" means any and all files, information, data or other content generated by Customer that is collected, transmitted, and/or and stored in Zonar's systems in connection with its delivery of the Services. Data does not include information that Zonar collects for relationship management purposes, such as contact, billing, customer relationship management, service delivery, performance measuring, and compliance monitoring or Aggregated User Data (defined in Section 13 below). Data can include one or more of Inspection Data (for Customer's using Zonar's verified inspection service (EVIR)), GPS Data (location data for reviewing the historical path of a vehicle), Z PASS Data (student bus ridership data), and/or Zonar Logs Data (driver log data).

"Hardware" means any equipment provided by Zonar to Customer under this Agreement.

"Parties" means Zonar and Customer.   "Party" means either of Zonar or Customer, as applicable.

"Services" means Zonar Offerings including one or more of automated data collection from enrolled vehicles (such data includes one or more of time card data, inspection data, location data, diagnostic data, idle data, and/or driver behavior data); automated data transmission from enrolled vehicles to a secured hosted data center; monthly storage of collected data; customer support for hardware and data transmission issues; and/or any other services that Zonar or its authorized resellers makes to available to Customer under this Agreement.

Service Packages" refer to one or more of the Services Zonar will provide to a Customer under a particular Quote or Order. Access to different Zonar Offerings and Services is based on the selected Service Package. Not all Service Packages receive access to all Zonar Offerings.

"Software" means any Zonar sourced computer software and associated documentation made available to Customer under this Agreement. Such Software includes any software and/or firmware loaded on, included with or otherwise provided for use with Hardware.

"Terms of Use" means the terms and conditions applicable to use of the Services, a copy of which is incorporated herein (see Section 11 below).

"Zonar Offerings" means the Zonar-branded Hardware, Software and Services that Zonar, a Zonar authorized reseller, or a Zonar authorized agent makes available to Customer for purchase, license or use under this Agreement. Pricing for Zonar Offerings will be defined in one or more of a Quote, Quick Quote, or Sales Order.

2.   HARDWARE. Title to Purchased Hardware provided under this Agreement will be transferred to Customer. Hardware may be used only with the Services, in accordance with specifications applicable to such Hardware and all applicable laws. All Purchased Hardware to be delivered by Zonar or its agents to Customer under this Agreement shall be shipped FOB origin, such that title transfers to Customer when such Hardware is made available to Customer at Zonar's premises. Without affecting the transfer of title, Zonar shall, as an additional Service included in the Quote as shipping charges, arrange for insured shipment of such Hardware to Customer via a common carrier of Zonar's choosing, and will assist Customer with any claims against such a carrier for lost or damaged shipments. Unless Customer has purchased Hardware installation Services from Zonar or its agents under, Customer shall be solely responsible for the proper installation of all such Hardware. Unless specifically noted otherwise in a Quotation, GPS units are subject to a $50 activation fee (which also applies to any reactivation after a unit has been turned off).

3. BUNDLED SERVICES/LEASED HARDWARE. Where a Zonar quote refers to a bundled service, this references that some or all of the Hardware cost has been incorporated into a monthly Service fee, to reduce up front capital expenditures. Unless otherwise noted, GPS units provided as part of a bundled Service are leased Hardware and Zonar retains title (the warranty terms of Exhibit A apply). If a quote does not provide a Hardware price for EVIR, Z PASS, or Zonar branded tablet Hardware, such Hardware will be considered leased Hardware and Zonar retains title (the warranty terms of Exhibit A apply). Zonar bundled Services are based on Customer's commitment to make 36 monthly payments for the leased Hardware. In the event that Customer terminates this Agreement, in addition to the obligations defined in the Service Term section below, any leased or promotional hardware (where customer did not pay for such Hardware upfront) must be returned to Zonar at Customer expense, or Customer will be charged the then current list price for such Hardware.

4.   SERVICES AND FEES. Subject to Customer's timely payment of all applicable fees and expenses and compliance with all material terms of this Agreement, Zonar and/or its agents shall provide the Services to Customer during the Service Term as defined below. The following services are included with each Service subscription: Service activation, 24/7 access to the GTC web-based portal and associated web-based Software applications, email & phone support, Software upgrades made generally available to Service Customers, daily account monitoring, and all associated wireless data charges. Customer acknowledges that Zonar in its sole discretion may update and change the features and functionality of the Services from time to time, with or without notice, so long as such changes do not materially diminish the value of the services based on a standard of commercial reasonableness. Access to different Zonar Offerings and Services is based on the selected Service Package. Not all Service Packages receive access to all Zonar Offerings. Service Packages are defined on the Quote, Quick Quote, or Sales Order, as applicable. Zonar reserves the right to assess a $50 per asset Transfer Fee for any asset transferred to a different Zonar Customer's account. In the event of a discrepancy between the Quote and Sales Order, the stated pricing will be controlled by the Quote, and the Hardware quantity will be controlled by the Sales Order.

5.   CUSTOM SERVICES. Unless otherwise provided in a separate Statement of Work ("SOW") or Quote specifically referencing or attached to this Agreement, Zonar will not provide any custom Services, including but not limited to, integration services, bulk data export services, or other non-standard Services ("Custom Services") not specifically identified in the relevant SOW, Quote or Sales Order. Any Custom Services must be agreed upon by the Parties in a signed SOW.

6.   SERVICE TERM/TERMINATION. The Service Term shall be for a period of three (3) years following commencement of Service billing. Service billing shall commence as follows: (a) For Hardware that is shipped to Customer by Zonar or its agents on or before the 15th day of a month, Service billing shall commence on the first of the month following Hardware shipment; (b) For Hardware that is shipped to Customer by Zonar or its agents after the 15th day of a month, Service billing shall commence on the fifteenth day of the following month, following Hardware shipment. If, for any reason, the billing for Services is deferred beyond the above defined commencement date, the Service billing commencement date shall be the date of the first invoice for Service that the Customer pays in full. The Term shall automatically renew for additional one-year periods, unless a Party provides written notice of its intent not to renew at least thirty (30) days prior to the expiration of the then-current Term. Upon renewal of any Term, the fees and charges are subject to change provided Zonar provides 30 days' written notice by Zonar, and Customer will have 30 days after receiving such notice to cancel. If Customer attempts to terminate early, or fails to make any payment when due or otherwise violates any material term or condition of this Agreement, Customer may be declared in default by Zonar upon written notice and failure to cure for 15 days following delivery of such notice. Upon declaration of default, all amounts due under this Agreement during the entire Term, including with respect to unexpired portions of the Term, shall accelerate and become immediately due and payable, and also including, without limitation, the cost to repair or replace damaged Hardware (if such Hardware was not purchased outright), interest, and costs/expenses of collection. Zonar shall also have the right to terminate this Agreement and seek any other remedy permitted under law. Upon termination of the Term, Customer shall immediately cease use of the Software, Services, Data (unless Customer has purchased continuing Data retention Services) and any Zonar Confidential Information. If Zonar provided customer any No Cap Ex hardware (where Zonar gave hardware to Customer as part of the deal, with the expectation of Zonar receiving service fees for the Service Term) or if the cost of the hardware was covered by the award of a National Association for Pupil Transportation ("NAPT") grant, then in the event of any early termination, Customer will be required to return all Zonar provided Hardware.

7.   SUBSEQUENT HARDWARE/SERVICE ORDERS. Customer may, from time to time, request additional Hardware and Services orders pursuant to this Agreement by contacting Zonar. Each submitted order shall be considered an offer, and shall be binding on the Parties only when accepted in writing by Zonar. Each accepted order shall have its own Service Term, as described in §6 above, and will be subject to the terms and conditions of this Agreement, except to the extent specifically described in Zonar's confirming Quote or Sales Order. For the avoidance of doubt, for each order of bundled Services/leased Hardware, Customer agrees to pay the equivalent of 36 monthly payments based on the rates expressed in the associated Quote/Sales Order, even if that payment period would extend beyond the initial Term of this Agreement. In such an event, the Term of this Agreement shall be considered to be extended to the end of the 36-month payment period for the last accepted order of leased Services/bundled Hardware placed by Customer.

8.   PAYMENT TERMS AND TAXES. Customer shall pay (in U.S dollars) all invoices issued under this Agreement by wire transfer to Zonar's designated bank, by check, or by any other method acceptable to Zonar within 30 days from the date of Zonar's invoice. Payments are not subject to set off or reduction. Any amounts not paid when due shall bear interest at the rate of one and one half percent (1.5%) per month, or the maximum legal rate if less, and Customer shall be responsible for all costs and expenses, including attorney's fees, incurred by Zonar in connection with the collection of any delinquent amounts. Zonar shall be entitled to withhold performance and suspend the Services until all amounts due are paid in full. TAXES. All payments to Zonar exclude taxes unless specifically stated. The Customer is responsible for payment of all applicable taxes, (including sales tax, use tax, and property tax on leased or purchased Hardware, excepting taxes on Zonar's income or Zonar's employment taxes) however designated or incurred in connection with the transactions under this agreement, and agrees to reimburse Zonar for any taxes paid on their behalf.

9.   SOFTWARE LICENSE/GRANT. All Software is licensed, not sold. Subject to Customer's timely payment of all applicable fees and expenses, and compliance with all material terms of this Agreement and, if applicable, any 3rd Party Terms, Zonar grants to Customer during the Term a limited, non-transferable license, without rights to sublicense, to access and use the Software solely in connection with Customer's use of the Services and solely for Customer's internal business purposes. Except for the limited license conveyed Customer under this Agreement, Zonar and its suppliers shall retain all right, title, and interest in and to all copyrights, trademarks, service marks, trade secrets, patents, patent applications, mask works, moral rights, contract rights, and all other proprietary rights embodied in the Zonar Offerings and 3rd Party Offerings, including, without limitation, any improvements or derivatives of such offerings. Customer acknowledges that the Software is of United States origin, is provided subject to the U.S. Export Administration Regulations, may be subject to the export control laws of the applicable territory, and that diversion contrary to applicable export control laws is prohibited. Customer represents that it will not permit the Software to be used for, any purposes prohibited by law. The Software and accompanying documentation are deemed to be "commercial computer software" and "commercial computer software documentation", respectively, pursuant to DFAR Section 227.7202 and FAR Section 12.212(b), as applicable.

Any use, modification, reproduction, release, performing, displaying or disclosing of the Software and documentation by the U.S. Government shall be governed solely by the terms and conditions of this Agreement. Except as otherwise expressly provided in this Agreement, Customer shall have no right, title or interest in or to any intellectual property relating to the Zonar Offerings and/or 3rd Party Offerings and shall not (a) modify or create derivative works from any Software, (b) merge or otherwise combine any Software with other software not expressly approved in writing by Zonar, or (c) copy, reproduce, modify, reverse engineer, decompile, disassemble, or otherwise attempt to derive the source code or algorithms of any Software. Customer will not violate or contest Zonar's or its suppliers' proprietary rights related to any Zonar Offering and/or 3rd Party Offering. Additional terms may apply to 3rd Party Offerings, which shall be presented to Customer either prior to or at the time of delivery of such 3rd Party Offerings. Customer acknowledges use of a 3rd Party Offering requires acceptance of the 3rd Party Terms, which are not controlled by Zonar.

10.   Links to Third Party Terms for Zonar Tablet Apps. Zonar may make available certain third party applications, products, or services to its customers (collectively, "Third Party Apps"). Any purchase, installation or enablement of, subscription to, or use by Customer of Third Party Apps, as well as any exchange of data between Customer and any Third Party App provider, is solely between Customer and the applicable third party. Please note any Third Party App terms and conditions are controlled solely by the Third Party App Provider, furthermore, Zonar cannot negotiate and has no control over Third Party Apps or the providers thereof, and, unless otherwise provided in this Agreement or the relevant Sales Order, Zonar does not warrant or support, and has no responsibility for, Third Party Apps and/or any other non-Zonar products or services. It is Customer's responsibility to review and comply with all relevant terms governing the use of Third Party Apps, whether attached to this Agreement or otherwise made available by the Third Party App provider. Use of Third Party Apps may require the purchase of a Monthly Data Plan as further described in Section 22. Zonar may change the availability of these Third Party Apps at its sole discretion, and Zonar reserves the right to suspend or terminate the provision or use of any Third Party App (including the removal of any Third Party App from Zonar-sourced tablets) at any time without entitling Customer to any refund, credit or other compensation, other than the termination of ongoing billing for the terminated App.

Navigation App/ALK CoPilot Software. The most current version of the ALK EULA can be found at: http://copilotgps.com/en-us/copilot-eula

11.   TERMS OF USE/CUSTOMER OBLIGATIONS. Customer shall be solely responsible for obtaining and maintaining Internet access to Zonar's web based applications through an Internet service provider and the hardware and software necessary to enable such a connection. Customer is responsible for ensuring that only authorized Customer personnel (noting that a competitor of Zonar can never be an authorized user) have access to Zonar's web based services and for the security of Customer's computer system and the connection to Zonar's systems. At all times during and after the termination or expiration of this Agreement, Customer and its employees and agents shall maintain the confidentiality of trade secret information. Customer shall not disclose any such proprietary information concerning Zonar Products (Hardware and Software), including any flow charts, logic diagrams, user manuals and screens, to persons not an employee of Customer without Zonar's prior written consent.

12.   DATA RETENTION. Customer acknowledges: (1) that unless it purchases additional Data Retention services, Zonar will have the right to purge all Data as follows: Subject to purge after 3 months, 6 months, or 12 months, as elected by Customer in the check boxes below. If no boxes are checked, Zonar will have the right to purge Inspection Data after 3 months and GPS Data after 6 months. (2) Regulations may mandate specific Data Retention requirements for Inspection Data and/or GPS Data, and it is Customer's sole responsibility to understand those requirements, and to export and archive its Data if the Data Retention period offered by Zonar is not sufficient. (3) Customer is solely responsible for printing data and inspection reports for vehicles involved in an accident. (4) Unless Zonar specifically agrees in writing otherwise, all Data other than Inspection/EVIR Data (including but not limited to I/O Data, ZAlert Data, Z PASS card scan Data, Diagnostic Data, Fault Code Data, and Message Data), can be purged by Zonar according to the Retention period selected for GPS Data. From time to time, Zonar may offer new types of Data services, and such new Data services may have different Data Retention periods, to be defined in a corresponding service specification for that offering. If no data retention period is defined, the retention period for GPS data will apply. (5) Zonar is not required to retain Data except as provided in this Section or in a separate written agreement. Unless other arrangements are made in writing with Zonar, all Data submitted using Zonar's web based applications may be purged as provided herein. (6) Zonar Logs and Zonar Coach Data Retention is limited to 6 months, regardless of the check box selections made below.

Data Retention:

CSA - EVIR Data Retention –   Rolling Period: ☐ 3 Months ☐ 12 Months

GTC - GPS & Other Data Retention –   Rolling Period: ☐ 6 Months ☐ 12 Months

13.   INTELLECTUAL PROPERTY (IP). Zonar retains all right, title and interest and all related IP rights in and to the Zonar Offerings and Zonar's Confidential Information, including any enhancements, updates or other modifications, including custom modifications, thereto, whether made by Zonar, Customer or any third party. Except as expressly set forth herein, no express or implied license or right of any kind is granted to Customer regarding the Zonar Offerings. Under no circumstances shall Customer sell or transfer any purchased Hardware or licensed Software, reconstruct or repair such Hardware or Software, or reverse engineer or otherwise attempt to learn the trade secrets, know how or other IP embodied therein. Customer agrees that Zonar may collect data regarding Customer's use of the Service and analyze, use and disclose such data in an aggregated format ("Aggregated User Data") for Zonar's business purposes; provided such Aggregated User Data is not personally identifiable or Customer identifiable.

14.   LIMITED HARDWARE WARRANTY FOR PURCHASED HARDWARE. Zonar warrants that the serialized Hardware elements of any Zonar Offerings delivered by Zonar or its agents to Customer under this Agreement shall be free from all material defects in workmanship under normal use and service. Zonar's warranty period for such serialized Hardware (V series GPS units, ZTrak GPS units, EVIR 2010 handheld's, Zonar branded Tablets, Z PASS readers) is as follows: V4 and V3 Series HD GPS Product Line – 3 Years; EVIR and all Other Serialized Hardware, including third-party Hardware– 1 Year. The warranty period runs from the date of shipment, and any replacement hardware provided under warranty will be covered under warranty for the remainder of the warranty term based on the shipment date for the original equipment. Provided that such Hardware is used and handled as intended and in accordance with this Agreement, and that Customer provides Zonar with notice within the applicable warranty coverage period, as Customer's sole and exclusive remedy, Zonar will replace any failed or functionally impaired Hardware with equivalent Hardware in terms of performance and functionality. This warranty does not apply to any Hardware that has been misused, altered, willfully abused or that has been subject to water or other environmental damage or that has been damaged due to improper installation by Customer or its agents. Hardware installations must follow Zonar's equipment-specific installation guidelines to qualify for the foregoing warranty. If Hardware is determined by Zonar to be damaged due to any of the aforementioned causes, or if Hardware is otherwise deemed ineligible for Warranty coverage, Customer will be charged the price of a refurbished unit plus shipping and handling, and restocking fees. Return of any Hardware requires a Return Material Authorization ("RMA") number. All RMA's must be pre-authorized by Zonar Customer Care at: E-mail: Customercare@zonarsystems.com. Phone: 1(877) THE-EVIR.   Ancillary hardware such as mounts, brackets, and cables are excluded from the above warranty.

15.   WARRANTY LIMITATIONS.   THE LIMITED WARRANTIES SET FORTH ABOVE ARE APPLICABLE SOLELY TO THE ZONAR OFFERINGS AND ARE MADE PERSONALLY TO CUSTOMER IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED. CUSTOMER ACKNOWLEDGES THAT IT IS SOLELY RESPONSIBLE FOR ITS USE OF DATA AND ZONAR EXPRESSLY DISCLAIMS ANY WARRANTY AS TO THE ACCURACY, COMPLETENESS OR SUFFICIENCY OF SUCH DATA. EXCEPT FOR THE LIMITED WARRANTIES SET FORTH ABOVE, ZONAR MAKES NO WARRANTY THAT THE HARDWARE, SOFTWARE OR SERVICES WILL BE AVAILABLE, ACCESSIBLE, UNINTERRUPTED, TIMELY, SECURE, OR ERROR FREE; OR OTHERWISE MEET CUSTOMER'S EXPECTATIONS. ZONAR ALSO EXPRESSLY DISCLAIMS ANY IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, AND ANY WARRANTIES THAT MAY ARISE FROM COURSE OF PERFORMANCE, COURSE OF DEALING OR USAGE OF TRADE. Installed Hardware requires continual access to an on-vehicle power source, and may require connectivity to onboard diagnostic port(s), vehicle buses, and/or other vehicle sensors, computing systems, and ancillary components (collectively "Components") to provide the Services. Failure to provide exclusive access to these Components, use of a splitter or other device that connects multiple devices to a singular Component, or simultaneous operation of third party hardware or services, may impact performance of the Hardware, the accuracy and delivery of the Services, as well as the performance of the vehicle and third party devices. ZONAR MAKES NO REPRESENTATIONS OR WARRANTIES REGARDING HARDWARE INSTALLED AND/OR USED IN CONTRAVENTION OF THIS PARAGRAPH, AND ZONAR SHALL HAVE NO LIABILITY WHATSOEVER TO CUSTOMER OR ANY THIRD PARTY WITH RESPECT TO THE HARDWARE, SERVICES, VEHICLE, OR ANY THIRD PARTY DEVICE.

16.   Limitation of Liability. EXCEPT WITH RESPECT TO EITHER PARTY'S OBLIGATIONS APPLICABLE TO CONFIDENTIAL INFORMATION, CUSTOMER'S DELIBERATE MISUSE OR MISAPPROPRIATION OF ZONAR'S INTELLECTUAL PROPERTY RIGHTS, AND ANY INDEMNIFICATION OBLIGATIONS UNDER THIS AGREEMENT, IN NO EVENT SHALL EITHER PARTY BE LIABLE TO THE OTHER PARTY, OR TO ANY THIRD PARTY, FOR ANY CONSEQUENTIAL, INDIRECT, SPECIAL, INCIDENTAL OR EXEMPLARY DAMAGES, WHETHER FORESEEABLE OR UNFORESEEABLE (INCLUDING, BUT NOT LIMITED TO, DAMAGES FOR LOSS OF DATA, GOODWILL, PROFITS, INVESTMENTS, USE OF MONEY OR USE OF FACILITIES; INTERRUPTION IN USE OR AVAILABILITY OF DATA; STOPPAGE OF OTHER WORK OR IMPAIRMENT OF OTHER ASSETS), EVEN IF SUCH PARTY HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, ARISING OUT OF (i) THE PERFORMANCE OR NON-PERFORMANCE OF THIS AGREEMENT, USE OF THE ZONAR OFFERINGS, OR (ii) ANY CLAIM, CAUSE OF ACTION, BREACH OF CONTRACT OR ANY EXPRESS OR IMPLIED WARRANTY, UNDER THIS AGREEMENT OR OTHERWISE, MISREPRESENTATION, NEGLIGENCE, STRICT LIABILITY, OR OTHER TORT. ZONAR'S AGGREGATE LIABILITY UNDER THIS AGREEMENT WILL NOT, IN ANY EVENT, REGARDLESS OF WHETHER THE CLAIM IS BASED IN CONTRACT, TORT, STRICT LIABILITY, OR OTHERWISE, EXCEED THE FEES PAID BY CUSTOMER UNDER THIS SUBSCRIPTION AGREEMENT IN THE PRIOR TWELVE (12) MONTHS, IF ANY. THE FOREGOING LIMITATIONS SHALL APPLY REGARDLESS OF WHETHER ZONAR HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES AND REGARDLESS OF WHETHER ANY REMEDY FAILS OF ITS ESSENTIAL PURPOSE.

17.   CONTROLLING TERMS. All Zonar Offerings licensed or purchased by Customer from Zonar during the term of this Agreement shall be subject to the terms and conditions of this Agreement. Terms related to Order submission, delivery, pricing, or payment shall be established between Customer and Zonar or the authorized reseller. Any terms or conditions appearing on the face or reverse side of any Customer purchase order, acknowledgment, or confirmation that are different from or in addition to those required hereunder shall not be binding on the Parties, even if signed and returned, unless both Parties agree in a separate writing to be bound by such different or additional terms and conditions.

18.   OTHER LIMITATIONS. Zonar's licensors and suppliers shall have no liability of any kind under this Agreement and Customer shall not be a third party beneficiary under agreements between Zonar and its licensors/suppliers. Customer acknowledges: (1) it is solely responsible for its use of Data, controlling its employees/authorized users access to the Software, Hardware and Services, reviewing inspection reports, and taking appropriate action with respect to vehicles for which inspection reports have been submitted using the Services; (2) the accuracy of Data may be dependent on the accuracy of information provided by individuals using Hardware or Software on Customer's behalf; and (3) Customer is solely responsible for instructing such individuals in the proper use of equipment, execution of inspections and delivery of legally acceptable electronic signatures in compliance with US law regarding commercial vehicle inspection and repair records, if applicable. Zonar shall have no liability whatsoever with respect to Data, except in the case of gross negligence or intentional misconduct by Zonar or its employees. Zonar shall have no liability for any nonperformance/delay caused by any event reasonably beyond its control, including, but not limited to labor disputes, natural disasters and other acts of God, and war.

19.   HOLD HARMLESS AND Injunctive Relief. To the extent allowed by law, Customer shall hold Zonar harmless from and against any claim, cost, or expense ("collectively, Claims") asserted or initiated by a third party arising out of or relating to Customer's use of the Data provided by the Service for employment decisions. For copying or unauthorized use of the software, or other violations of the terms of this agreement, Zonar may seek and obtain injunctive relief for such breaches or threatened breaches, in addition to, and not in limitation of other legal remedies.

20.   CONFIDENTIALITY. To the extent allowed by law, each Party shall retain in confidence all information received from the other Party that the disclosing Party identifies as being proprietary and/or confidential or that, by the nature of the circumstances surrounding the disclosure, ought in good faith to be treated as such ("Confidential Information"), except that Zonar may disclose Customer's Confidential Information (where such data is collected from a Customer vehicle/asset) to (a) the manufacturer of Customer's vehicle or engine; (b) the lessor or owner of the vehicle (where Customer has leased vehicle from a third party) or any maintenance provider/company identified by the Customer; (c) the provider of any Third Party App that Customer chooses to download, install, or use; and/or (d) any third party to whom the Customer authorizes access to such data via Zonar's API, for the purpose of providing Customer products or services including data analysis. In no event shall either Party employ less than a reasonable degree of care in protecting the Confidential Information, which includes, but shall not be limited to: the terms of this Agreement, pricing, business plans, customer lists, operational and technical data and product plans. Customer shall not share or provide access to Zonar's web based software or device firmware with any competitor of Zonar. The receiving Party's obligations under this Section shall extend for two (2) years following the disclosure of the Confidential Information.

21.   ELECTRONIC SIGNATURES FOR ZONAR'S EVIR SYSTEM. Customer acknowledges that implementing a federally compliant electronic inspection system requires adherence to standards for electronic signatures. It is Customer's responsibility to understand and comply with those requirements. Zonar will provide recommendation for implementing a compliant electronic signature program upon request.

22.   WIRELESS DATA POLICIES. Customer understands and agrees that (a) Customer has no contractual relationship with a wireless carrier and is not a third-party beneficiary of any agreement between Zonar and a wireless carrier, nor does the underlying wireless carrier have any legal, equitable or other liability to Customer. (b) Subject to FCC Number portability rules, Customer has no property or other rights in any Number assigned to it and any such Number can be changed. (c) Zonar and/or wireless carrier shall not be responsible for interruption of service for any reason or the inability to use the service caused by Force Majeure. (d) The liability and obligation of Zonar to Customer for services may be controlled and limited by a wireless carrier's tariff, if any, and the laws, rules and regulations of the FCC and other United States or foreign governmental authorities. (e) In no event shall Zonar and/or wireless carrier be liable for the failure or incompatibility of any equipment utilized by Customer (and not provided by Zonar).

23.   MISCELLANEOUS. The failure of either Party to exercise in any respect any right provided for herein will not be deemed a waiver of any provision of this Agreement or of any subsequent breach of the same and no waiver of any provision of this Agreement will be effective unless made in writing. If any provision of this Agreement is found to be unenforceable or invalid, that provision will be limited or eliminated to the minimum extent necessary so that this Agreement will otherwise remain in full force and effect and enforceable. This Agreement shall be interpreted under the laws of the State of Washington, and, in the event of any controversy or claim arising out of or relating to this Agreement or the breach or interpretation thereof, the Parties shall submit to the exclusive jurisdiction of and venue in the Superior Court of King County, Washington, or the Federal District Court for the Western District of Washington, and their respective appellate courts. Facsimile or scanned signatures will be deemed originals. By executing this Agreement, Customer authorizes Zonar and/or its affiliates to request and obtain credit reports and/or bank and trade references ("Credit Reports"). Customer may request, and Zonar will provide, information regarding any Credit Reports obtained pursuant to this section.

24. SPECIFIC TERMS APPLICABLE TO RFID, STUDENT BUS RIDERSHIP, AND STUDENT TRANSPORTATION SERVICES. Customer will solely manage the disbursement of RFID cards to their students, and Customer is solely responsible for obtaining all consents and authorizations legally necessary or appropriate for the provision of Services. Other than student name and RFID card number, Customer will not upload any personally identifiable information related to its students, such as social security numbers, home addresses, parent names, or telephone numbers, into Zonar's end user interface. Such information is not required for the deployment or operation of Z PASS, Z PASS+, Verify™ or such other Services that require the use of RFID, and such information should reside in only the Customer's student information system.

25. SCHOOL DISTRICT ACKNOWLEDGMENT & PERMISSION FOR STUDENT BUS RIDERSHIP TRACKING .

(1)   If Customer is a public school district in the United States ("District") and has subscribed to Z PASS, Z PASS+, Verify™, MyView™, or other student ridership services, then District acknowledges and agrees to the following: (a) District is subject to the Family Educational Rights and Privacy Act (FERPA) (20 U.S.C. § 1232g; 34 CFR Part 99), a federal law that protects the privacy of student education records ("FERPA"); (b) District collects, uses, maintains, and discloses student education records, including school bus usage and location data ("FERPA Data") in accordance with FERPA; (c) District has outsourced certain services/functions with regard to FERPA Data that would otherwise be performed by District personnel to Zonar, including collecting FERPA Data regarding school bus usage data, school bus location data, and student ridership data, and disclosing that FERPA Data to a student's parent or guardian upon request (collectively, the "Bus Ridership Services"), and (d) Zonar's Privacy Policy is consistent with the District's own policies for protection of FERPA Data.

(2)   Zonar acknowledges and agrees to the following: (a) Zonar is acting as a contractor to the District in performing the function, either directly, under the terms of a contract between the District and Zonar, or indirectly, through another District contractor such as a school bus contractor; (b) Zonar's maintenance, use, and disclosure of FERPA Data which it collects or has access to is performed in accordance with Zonar's Privacy Policy. (c) Zonar uses reasonable methods to ensure that only individuals with a legitimate educational interest (as to a particular student, such individuals include that student, that student's parent/guardian, and the District (collectively, "Permitted Recipients") have access to that student's FERPA Data in Zonar's possession or control. (d) Zonar uses reasonable methods to ensure that no third parties, with the limited exception of third parties expressly authorized by a student's parent/guardian (each an "Authorized Third-Party Recipient"), have access to that student's FERPA Data in Zonar's possession or control. District hereby grants Zonar express permission, in accordance with the above, to collect, access, use, and disclose to Permitted Recipients and Authorized Third-Party Recipients, the FERPA Data described above.

26. ADDITIONAL DATA COSTS. Enabling any of the following Services on a Zonar provided tablet (or a tablet or device that consumes data using a Zonar controlled SIM) requires the purchase of a Monthly Data Plan: ZDOCS or other document capture application, Web browsing, and/or any 3rd party app that transmits or consumes data. Monthly Data Plans. As of the Effective Date of this Agreement, Zonar offers the following Monthly Data Plans and fees: (1) $5/vehicle per month for 100MB; (2) $10/vehicle per month for 250MB; (3) $15/vehicle per month for 500MB;

(4) $25/vehicle per month for 1GB (5)$45/vehicle per month for 2G. Overages to the selected Monthly Data Plan will be billed at $0.05 per MB. All data allowances, including overages, must be used in the billing period in which the allowance is provided. Unused data allowances will not roll over to subsequent billing periods. Zonar reserves the right to modify or change these Monthly Data Plans and fees at its discretion, which changes will be reflected in a Quote and shall impact only Services subscribed to or renewed after the effective date of such changes. In the event of a discrepancy between these data fees and any fees stated on a Quote, the Quoted data fees will control.

27. CUMMINS CONNECTED DIAGNOSTICS: If Customer subscribes to Cummins Connected Diagnostic service, Customer is obligated to register separately with Cummins in order to activate and use such service, and Zonar shall have no liability for Customer's failure to register with Cummins Inc. ("Cummins"). Customer agrees to contact Cummins to complete registration. Customer acknowledges that Zonar provides a data stream to Cummins (and authorizes Zonar to share with Cummins the data required to enable the Cummins Connected Diagnostic service), and any vehicle service recommendations and other services are provided by Cummins, independent of Zonar. Zonar is not responsible for the provision of Cummins Diagnostic Services.

Zonar Version 23July 2020

READ AND AGREED

CUSTOMER

Signature: _____

Print Name: _____

Title: _____

Date: _____

ZONAR

Signature: _____

Print Name: Michael C. King

Title: General Counsel

Date: _____

ATTACHMENT C: REQUIRED BIDDER INFORMATION & CERTIFICATIONS

Purpose of this <u>Attachment C</u>: CCOG requires the following information about Bidders who submit proposals in response to any CCOG request for proposal ("**RFP**") in order to facilitate the execution of the master group purchasing agreement ("**Master Agreement**") with the winning supplier ("**Winning Supplier**"). CCOG reserves the right to reject a Bidder's proposal if a Bidder fails to provide this information fully, accurately, and by the deadline set by CCOG in **<u>RFP Section 1.3 – Anticipated Procurement Timetable</u>**. Further, some of this information (as identified below) **must** be provided in order for CCOG to accept and consider a Bidder's proposal. **Failure to provide such required information may result in a Bidder's proposal being deemed nonresponsive to this RFP.**

Instructions: provide the following information about the Bidder. Bidders may a) complete this document in Microsoft Word by completing the form fields, print this attachment, and sign it in the designated signature areas, b) complete this document using the form fields, print to .pdf, and provide certified electronic signatures in the designated signature areas, or c) print this attachment, complete it, and sign it in the designated signature areas. It is mandatory that the information provided is certified with an original signature (in blue ink, please) or signed using a certified electronic signature by a person with sufficient authority and/or authorization to represent Bidder. Bidders are to provide the completed and signed information and certifications to CCOG as described in **<u>RFP Section 4.2 – Format for Organization of the Proposal</u>**.

[REMAINDER OF PAGE INTENTIONALLY LEFT BLANK]

ZONAR NOTE: Our offices are still under COVID lockdown, so the signatures provided in this document are electronic, not signed in blue ink, as requested. If the Zonar technical proposal is found to be satisfactory and Equalis would like a version of this document signed by hand in blue ink before finalizing a contract with Zonar, we will be happy to provide a new signed document at that time.

Bidders must provide all the information outlined below.

1. Equalis Group RFP Name: RFP # COG-2123 – Fleet Related Technology & Software Solutions	

2. Bidder Name: Zonar Systems, Inc. *(legal name of the entity responding to RFP)*	**3. Bidder Federal Tax ID # or Social Security #:** **26-0499050**
4. Bidder Corporate Address: 1800 Cascade Ave S Street Address 2 Seattle, WA, 98188	**5. Bidder Remittance Address** **(**or *"same" if same as Item #5***):** Same Street Address 2 City, State Zip
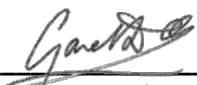
6. Print or type information about the Bidder representative/contact person <u>authorized to answer questions regarding the proposal submitted by your company</u>:

Bidder Representative:	***Christian Jacobsen***
Representative's Title:	***Proposal Manager***
Address 1:	**18200 Cascade Ave S**
Address 2:	Street Address 2
City, State Zip:	Seattle, WA 98188
Phone #:	***206-347-8828***
Fax #:	**206-878-3082**
E-Mail Address:	**proposals@zonarsystems.com**

7. Print or type the name of the Bidder representative <u>authorized to address contractual issues, including the authority to execute a contract on behalf of Bidder, and to whom legal notices regarding contract termination or breach, should be sent</u> (*if not the same individual as in #7, provide the following information on each such representative and specify their function*):

Bidder Representative:	***Gareth Wade***
Representative's Title:	***Chief Revenue Officer***
Address 1:	**18200 Cascade Ave S**
Address 2:	Street Address 2
City, State Zip:	Seattle, WA 98188
Phone #:	***206-878-2459***
Fax #:	**206-878-3082**
E-Mail Address:	**Gareth.Wade@ZonarSystems.com**

8. Is this Bidder an Ohio certified Minority Business Enterprise ("MBE")?   Yes ☐   No ☒

If yes, attach a copy of current certification to your proposal as an appendix in the third section of your proposal.

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9. Mandatory Supplier Certifications:

CCOG may not enter into contracts with any suppliers who have been found to be ineligible for state contracts under specific federal or Ohio statutes or regulations. Bidders responding to any CCOG RFP MUST certify that they are NOT ineligible by signing each of the four statements below. **Failure to provide proper affirming signature on any of these statements will result in a Bidder's proposal being deemed nonresponsive to this RFP.**

I, _____ (insert *signature* of representative shown in Item #7 above), **hereby certify and affirm that Zonar Systems, Inc.** (*insert Bidder name as shown in Item #3 above*)**, has not been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in transactions by the Unites States Department of Labor, the United States Department of Health and Human Services, or any other federal department or agency as set forth in 29 CFR Part 98, or 45 CFR Part 76, or other applicable statutes.**

AND

I, _____ (insert *signature* of representative shown in Item #7 above), **hereby certify and affirm that Zonar Systems, Inc.** (*insert Bidder name as shown in Item #3 above*)**, is in compliance with all federal, state, and local laws, rules, and regulations, including but not limited to the Occupational Safety and Health Act and the Ohio Bureau of Employment Services and the following:**

- Not penalized or debarred from any public contracts or falsified certified payroll records or any other violation of the Fair Labor Standards Act in the last three (3) years;
- Not found to have violated any worker's compensation law within the last three (3) years;
- Not violated any employee discrimination law within the last three (3) years;
- Not have been found to have committed more than one (1) willful or repeated OSHA violation of a safety standard *(as opposed to a record keeping or administrative standard)* in the last three (3) years;
- Not have an Experience Modification Rating of greater than 1.5 (a penalty-rated employer) with respect to the Bureau of Workers' Compensation risk assessment rating; and
- Not have failed to file any required tax returns or failed to pay any required taxes to any governmental entity within the past three (3) years.

AND

I _____ (insert *signature* of representative shown in Item #7 above) **hereby certify and affirm that Zonar Systems, Inc.** (*insert Bidder name as shown in Item #3 above*)**, is not on the list established by the Ohio Secretary of State, pursuant to ORC Section 121.23, which identifies persons and businesses with more than one unfair labor practice contempt of court finding against them.**

AND

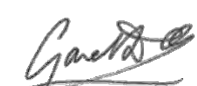**I _____** (insert *signature* of representative shown in Item #7 above) **hereby certify and affirm that Zonar Systems, Inc.** (*insert Bidder name as shown in Item #3, above*)**, either is not subject to a finding for recovery under ORC Section 9.24, or has taken appropriate remedial steps required under that statute to resolve any findings for recovery, or otherwise qualifies under that section to enter into contracts with CCOG.**

10. Supplemental Bidder Contract and Equal Employment Opportunity Information:

A. **Provide data on Bidder employees both nationwide** (inclusive of Ohio staff) **and the number of Ohio employees:**

	<u>Nationwide:</u>	<u>Ohio Offices:</u>
Total Number of Employees:	*368*	*14*
% of those who are Women:	23*%*	*0%*
% of those who are Minorities:	*77%*	*100%*

B. **If you are selected as the Winning Supplier and this RFP involves the provision of services to Equalis Group Members, will you subcontract any part of the work?**

☐ **NO** *-or-*

☒ **YES, but for less than 50% of the work** *-or-*

☐ **YES, for 50% or more of the work**

C. **If any part of your proposal would be performed by any subcontractors, provide the following information on each subcontractor** *(additional pages may be added as needed)***:**

Subcontractor Name:	*Velociti, Inc.*
Street Address 1:	**4780 NW 41st Street Suite 500**
Street Address 2:	Street Address 2
City, State Zip:	Riverside, MO 64150
Work to be Performed:	Installation contractor, licensed to install electrical systems in motor vehicles

Estimated percentage of total proposal to be performed by subcontractors: *2* %
(Do NOT show dollar amounts here; show % of WORK sub-contractors will perform/provide).
Define the part of the work that will be performed by each subcontractor.

Subcontractor's employee information *(attach additional pages if needed)***:**

	Nationwide:	Ohio Offices:
Total Number of Employees:	*na*	*na*
% of those who are Women:		
% of those who are Minorities:		

11. Bidder has reviewed the Model Master Agreement attached to the RFP as <u>Attachment E</u>, and if awarded a contract, ☐ **Bidder will not (or)** ☒ **Bidder will request changes to the standard language and has marked the requested changes and returned the model document with this proposal for consideration by CCOG and Equalis Group, LLC.** *(All requested changes to Model Master Agreement contract language are subject to negotiation and CCOG and Equalis Group, LLC approval.)* **Zonar's EULA will need to be signed by any customer that purchases services from Zonar**

12. **Bidder has reviewed the Model Administration Agreement attached to the RFP as <u>Attachment E</u>, and if awarded a contract, ☐ Bidder will not (or) ☒ Bidder will request changes to the standard language and has marked the requested changes and returned the model document with this proposal for consideration by Equalis Group, LLC**. *(All requested changes to Model Administration Agreement contract language are subject to negotiation and Equalis Group, LLC approval.)* **Zonar's EULA will need to be signed by any customer that purchases services from Zonar**

13. **I** _____*Garett*_____**,** *(insert <u>signature</u> of representative shown in Item #7 above)* **hereby affirm that this proposal accurately represents the capabilities and qualifications of <u>*Zonar Systems, Inc.*</u>** *(insert Bidder name as shown in item #3, above)***, and I hereby affirm that the cost(s) proposed to CCOG for the performance of services and/or provision of goods covered in this proposal in response to this CCOG RFP is a firm fixed price structure as described in the Cost Proposal, inclusive of all incidental as well as primary costs.** *(Failure to provide the proper affirming signature on this item may result in the disqualification of your proposal.)*

14. **Additional Documents:**

CCOG makes every attempt to meet the varying legal requirements of public agencies across the country. The documents included in this section are intended to give our contracts the broadest geographic reach by meeting the procurement requirements of other states outside of Ohio.

14.1. Lobbying Certification

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than ten thousand dollars ($10,000) and not more than one hundred thousand dollars ($100,000) for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, on behalf of Bidder that:

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
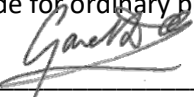
2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.

3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding one hundred thousand dollars ($100,000) in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.

_____
Signature of Bidder representative

14.2. Boycott Certification

Bidder must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

_____
Signature of Bidder representative

14.3. Federal Funds Certification Form (EDGAR)

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the "Uniform Guidance" or "EDGAR" requirements). All bidders submitting proposals must complete this Federal Funds Certification Form regarding bidder's willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to Members for their use while considering their purchasing options when using federal grant funds. Members may also require Supplier Partners to enter into ancillary agreements, in addition to the contract's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

For each of the items below, respondent should certify bidder's agreement and ability to comply, where applicable, by having respondents authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a respondent fails to complete any item in this form, CCOG will consider the respondent's response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Supplier Partner using federal funds.

14.3.1. Supplier Partner Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at one hundred fifty thousand dollars ($150,000), which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where Supplier Partners violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any contract award will be subject to Terms and Conditions of the Master Agreement, as well as any additional terms and conditions in any purchase order, participating agency ancillary contract, or Member construction contract agreed upon by Supplier Partner and the participating agency which mut be consistent with and protect the participating agency at least to the same extent as the CCOG Terms and Conditions.

The remedies under the contract are in addition to any other remedies that may be available under law or in equity. By submitting a proposal, you agree to these Supplier Partner violation and breach of contract terms.

Does Supplier Partner agree? <u>GW</u>
                            (Initials of Authorized Representative)

14.3.2. Termination for Cause or Convenience

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of ten thousand dollars ($10,000) resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. Participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best interest of participating agency to do so. Bidder will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency's best interest.

Does Supplier Partner agree? GW
                    (Initials of Authorized Representative)

14.3.3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Supplier Partner agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and Supplier Partner agrees that it shall comply with such provision.

Does Supplier Partner agree? GW
                    (Initials of Authorized Representative)

14.3.4. Davis-Bacon Act

When required by Federal program legislation, Supplier Partner agrees that, for all participating agency prime construction contracts/purchases in excess of two thousand dollars ($2,000), Supplier Partner shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Supplier Partner is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determinate made by the Secretary of Labor. In addition, Supplier Partner shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Supplier Partner agrees that, for any purchase to which this requirement applies, the award of the purchase to the Supplier Partner is conditioned upon Supplier Partner's acceptance of the wage determination.

Supplier Partner further agrees that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public

Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States". The Act provides that each Supplier Partner or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does Supplier Partner agree? <u>GW</u>

<div align="center">(Initials of Authorized Representative)</div>

14.3.5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency contracts or purchases in excess of one hundred thousand dollars ($100,000) that involve the employment of mechanics or laborers, Supplier Partner agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Supplier Partner is required to compute the wages of every mechanic and laborer on the basis of a standard work week of forty (40) hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of forty (40) hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Does Supplier Partner agree? <u>GW</u>

<div align="center">(Initials of Authorized Representative)</div>

14.3.6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Supplier Partner agrees to comply with the above requirements when applicable.

Does Supplier Partner agree? <u>GW</u>

<div align="center">(Initials of Authorized Representative)</div>

14.3.7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended – Contracts and subgrants of amounts in excess of one hundred fifty thousand dollars ($150,000) must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

When required, Supplier Partner agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does Supplier Partner agree? <u>GW</u>

14.3.8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Supplier Partner certifies that Supplier Partner is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier Partner further agrees to immediately notify the Cooperative and all Members with pending purchases or seeking to purchase from Supplier Partner if Supplier Partner is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does Supplier Partner agree? GW
(Initials of Authorized Representative)

14.3.9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 USC 1352) – Supplier Partners that apply or bid for an award exceeding one hundred thousand dollars ($100,000) must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Supplier Partner agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does Supplier Partner agree? GW
(Initials of Authorized Representative)

14.3.10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier Partner agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds ten thousand dollars ($10,000) or the value of the quantity acquired during the preceding fiscal year exceeded ten thousand dollars ($10,000); procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does Supplier Partner agree? GW
(Initials of Authorized Representative)

14.3.11. Profit as a Separate Element of Price

For purchases using federal funds in excess of one hundred fifty thousand dollars ($150,000), a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.323(b). When required by a participating agency, Supplier Partner agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier Partner agrees that the total price, including profit, charged by Supplier Partner to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Supplier Partner's Group Purchasing Agreement.

Does Supplier Partner agree? <u>GW</u>
(Initials of Authorized Representative)

14.3.12. Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

Vendor agrees that recipients and subrecipients are prohibited from obligating or expending loan or grant funds to procure or obtain, extend or renew a contract to procure or obtain, or enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system from companies described in Public Law 115-232, section 889. Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, in consultation with the Director of the National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country are also prohibited.

Does Supplier Partner agree? <u>GW</u>
(Initials of Authorized Representative)

14.3.13. General Compliance and Cooperation with Members

In addition to the foregoing specific requirements, Supplier Partner agrees, in accepting any purchase order from a Member, it shall make a good faith effort to work with Members to provide such information and to satisfy such requirements as may apply to a particular participating agency purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements.

Does Supplier Partner agree? <u>GW</u>
(Initials of Authorized Representative)

14.3.14. Applicability to Subcontractors

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.
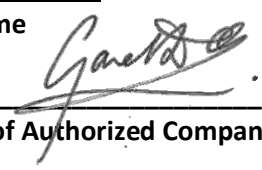
Does Supplier Partner agree? <u>GW</u>
(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

Zonar Systems, Inc.
Bidder Name

_____
Signature of Authorized Company Official

Gareth Wade
Printed Name

Chief Revenue Officer
Title

June 23, 2021
Date

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15. Required Documents for Supplier Partners Intending to Do Business in New Jersey

15.1. Ownership Disclosure Form

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), Bidder shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

Bidder Name: **Zonar Systems, Inc.**

Street Address: **18200 Cascade Ave S**

City, State Zip: **Seattle, WA 98188**

Complete as appropriate:

I Click or tap here to enter text.*, certify that I am the sole owner of* Click or tap here to enter text.*, that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.*

OR:

I Click or tap here to enter text.*, a partner in* Click or tap here to enter text.*, do hereby certify that the following is a list of all individual partners who own a* 10 percent (10%) *or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10 percent (10%) or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.*

OR:

*I **Gareth Wade**, an authorized representative of **Zonar Systems, Inc.,** a corporation, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding* 10 percent (10%) *or more of the corporation's stock or the individual partners owning a* 10 percent (10%) *or greater interest in that partnership.*

(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)
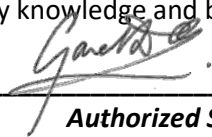
NAME	ADDRESS	% INTEREST
none	Click or tap here to enter text.	
Click or tap here to enter text.	Click or tap here to enter text.	
Click or tap here to enter text.	Click or tap here to enter text.	
Click or tap here to enter text.	Click or tap here to enter text.	
Click or tap here to enter text.	Click or tap here to enter text.	

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

_____	**June 23, 2021**
Authorized Signature and Title	*Date*

15.2. Non-Collusion Affidavit (to be completed and included with each proposal submitted to Members in NJ)

Bidder Name:	**Zonar Systems, Inc.**

Street Address:	**18200 Cascade Ave S**

City, State Zip:	 **Seattle, WA 98188**

State of New Jersey

County of <u>King</u>

I, <u>Your Name</u> *of the* <u>Your City</u> *in the County of* Your County, *State of* Your State *of full age, being duly sworn according to law on my oath depose and say that:*

I am the Your Title *of the firm of* Bidder Name, *the Bidder making the proposal for the goods, services, or public work specified under the attached proposal, and that I executed the said proposal with full authority to do so; that said respondent has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said bid proposal and in this affidavit are true and correct, and made with full knowledge that the* Customer Name *relies upon the truth of the statements contained in said bid proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services, or public work.*

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by:

Bidder Name

_____
Authorized Signature

Title

Subscribed and sworn before me

this _____ day of _____, 20_____

_____
Notary Public of New Jersey
My commission expires   , 20_____

SEAL

15.3. Affirmative Action Affidavit
(P.L. 1975, C.127)

Bidder Name: **Zonar Systems, Inc**

Street Address: **18200 Cascade Ave S**

City, State Zip: **Seattle, WA 98188**

Bid Proposal Certification:
Indicate below your compliance with New Jersey Affirmative Action regulations. Your proposal will be accepted even if you are not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:
Procurement, Professional & Service Contracts (Exhibit A)

Supplier Partners must submit with proposal:

1. *A photocopy of their Federal Letter of Affirmative Action Plan Approval*

     OR

2. *A photocopy of their Certificate of Employee Information Report*

     OR

3. *A complete Affirmative Action Employee Information Report (AA302)*

Public Work – Over Fifty Thousand Dollars ($50,000) Total Project Cost:
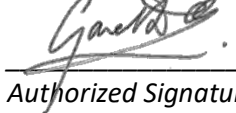
Check One –

☒ No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201-A upon receipt from the Customer Name*, or*

☐Approved Federal or New Jersey Plan – certificate enclosed

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

Zonar Systems, Inc.

_____
Authorized Signature

Chief Revenue Officer

June 23, 2021

P.L. 1995, c. 127 (N.J.A.C. 17:27)
MANDATORY AFFIRMATIVE ACTION LANGUAGE

PROCUREMENT, PROFESSIONAL & SERVICE CONTRACTS

During the performance of this contract, the Supplier Partner agrees as follows:

The Supplier Partner or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The Supplier Partner will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Supplier Partner agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The Supplier Partner or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the Supplier Partner, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The Supplier Partner or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be

provided by the agency contracting officer advising the labor union or workers' representative of the Supplier Partner's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The Supplier Partner or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The Supplier Partner or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The Supplier Partner or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The Supplier Partner or subcontractor agrees to revise any of it testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The Supplier Partner or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The Supplier Partner and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

_____
Signature of Procurement Agent

15.4. Political Contribution Disclosure Form

Public Agency Instructions
This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to Supplier Partners.** What follows are instructions on the use of form local units can provide to Supplier Partners that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional

information on the process is available in Local Finance Notice 2006-1 (**www.nj.gov/dca/lgs/lfns/lfnmenu.shtml**).

1. The disclosure is required for all contracts in excess of seventeen thousand five hundred dollars ($17,500) that are **not awarded** pursuant to a "fair and open" process (<u>N.J.S.A.</u> 19:44A-20.7).

2. Due to the potential length of some Supplier Partner submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.

3. The submission must be **received from the Supplier Partner and** on file at least ten (10) days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.

4. The Supplier Partner must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that Supplier Partners be provided a list of the affected agencies. This will assist Supplier Partners in determining the campaign and political committees of the officials and candidates affected by the disclosure.

   a) The Division has prepared model disclosure forms for each county. They can be downloaded from the "County PCD Forms" link on the Pay-to-Play web site at **www.nj.gov/dca/lgs/p2p**. They will be updated from time-to-time, as necessary.

   b) A public agency using these forms **should edit them to properly reflect the correct legislative district**(s). As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**

   c) Some Supplier Partners may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.

   d) The form may be used "as-is", subject to edits as described herein.

   e) The "Supplier Partner Instructions" sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.

   f) The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.

5. It is recommended that the Supplier Partner also complete a "Stockholder Disclosure Certification." This will assist the local unit in its obligation to ensure that Supplier Partner did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the twelve (12) months prior to the contract. (See Local Finance Notice 2006-7 for additional information on this obligation) A sample Certification form is part of this package and the instruction to complete it is included in the Supplier Partner Instructions. **NOTE: This section is not applicable to Boards of Education.**

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM
Supplier Partner Instructions

Supplier Partners receiving contracts from a public agency that are NOT awarded pursuant to a "fair and open" process (defined at <u>N.J.S.A.</u> 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (<u>N.J.S.A.</u> 19:44A-20.26). This law provides that ten (10) days prior to the award of such a contract, the Supplier Partner shall disclose contributions to:

1) any State, county, or municipal committee of a political party,
2) any legislative leadership committee*,
3) any continuing political committee (a.k.a., political action committee),
4) any candidate committee of a candidate for, or holder of, an elective office:
   a) of the public entity awarding the contract,
   b) of that county in which that public entity is located,
   c) of another public entity within that county,
   d) or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county. The disclosure must list reportable contributions to any of the committees that exceed three hundred dollars ($300) per election cycle that were made during the twelve (12) months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:
1) individuals with an "interest" ownership or control of more than ten percent (10%) of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit,
2) all principals, partners, officers, or directors of the business entity or their spouses,
3) any subsidiaries directly or indirectly controlled by the business entity,
4) IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs). When the business entity is a natural person, "a contribution by that person's spouse or child, residing therewith, shall be deemed to be a contribution by the business entity." [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure. Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report. The enclosed list of agencies is provided to assist the Supplier Partner in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the Supplier Partner's responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement. The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the Supplier Partner's submission and is disclosable to the public under the Open Public Records Act. The Supplier Partner must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law.

 NOTE: This section does not apply to Board of Education contracts.
[1] N.J.S.A. 19:44A-3(s): "The term "legislative leadership committee" means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures."

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM
Required Pursuant to N.J.S.A. 19:44A-20.26

This form or its permitted facsimile must be submitted to the local unit no later than ten (10) days prior to the award of the contract.

Part I – Supplier Partner Information						
Bidder Name:	Zonar Systems, Inc.					
Address:	18200 Cascade Ave S					
City:	Seattle	State:	WA	Zip:	98188	

The undersigned being authorized to certify, hereby certifies that the submission provided herein represents compliance with the provisions of N.J.S.A. 19:44A-20.26 and as represented by the Instructions accompanying this form.

_____
Authorized Signature

Gareth Wade

Chief Revenue Officer

Part II – Contribution Disclosure
Disclosure requirement: Pursuant to N.J.S.A. 19:44A-20.26 this disclosure must include all reportable political contributions (more than three hundred dollars ($300) per election cycle) over the twelve (12) months prior to submission to the committees of the government entities listed on the form provided by the local unit.

☐ Check here if disclosure is provided in electronic form.

Contributor Name	Recipient Name	Date	Dollar Amount
Contributor Name	none	Date	$Amount
Contributor Name	Recipient Name	Date	$Amount
Contributor Name	Recipient Name	Date	$Amount
Contributor Name	Recipient Name	Date	$Amount
Contributor Name	Recipient Name	Date	$Amount
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Contributor Name	Recipient Name	Date	$Amount

☐ Check here if the information is continued on subsequent page(s)

List of Agencies with Elected Officials Required for Political Contribution Disclosure
N.J.S.A. 19:44A-20.26
County Name:
State: Governor, and Legislative Leadership Committees
Legislative District #s:
State Senator and two members of the General Assembly per district.

County:

      Freeholders   County Clerk   Sheriff
      {County Executive}   Surrogate

Municipalities (Mayor and members of governing body, regardless of title):

USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM WWW.NJ.GOV/DCA/LGS/P2P A COUNTY-BASED, CUSTOMIZABLE FORM.

15.5. Stockholder Disclosure Form

Name of Business:
☐ I certify that the list below contains the names and home addresses of all stockholders holding ten percent (10%) or more of the issued and outstanding stock of the undersigned.
<div align="center">OR</div>
☒ I certify that no one stockholder owns ten percent (10%) or more of the issued and outstanding stock of the undersigned.

Check the box that represents the type of business organization:
☐ Partnership
☐ Corporation
☐ Sole Proprietorship
☐ Limited Partnership
☐ Limited Liability Corporation
☐ Limited Liability Partnership
☐ Subchapter S Corporation

Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name: Stockholder Name	Name: Stockholder Name
Home Address: Home Address	Home Address: Home Address
Name: Stockholder Name	Name: Stockholder Name
Home Address: Home Address	Home Address: Home Address
Name: Stockholder Name	Name: Stockholder Name
Home Address: Home Address	Home Address: Home Address
Subscribed and sworn before me this ___ day of _____, 2 __. (Notary Public) My Commission expires:	_____ (Affiant) _____ (Print name & title of affiant) (Corporate Seal)

16. Required Documents for Supplier Partners Intending to Do Business in Arizona

16.1. Arizona Supplier Partner Requirements

AZ Compliance with Federal and state requirements. Supplier Partner agrees when working on any federally assisted projects with more than two thousand dollars ($2,000.00) in labor costs, to comply with all federal and state requirements, as well as Equal Opportunity Employment requirements and all other federal and state laws, statutes, etc. Supplier Partner agrees to post wage rates at the work site and submit a copy of their payroll to the member for their files. Supplier Partner must retain records for three years to allow the federal grantor agency access to these records, upon demand. Supplier Partner also agrees to comply with the Arizona Executive Order 75-5, as amended by Executive Order 99-4.

When working on contracts funded with Federal Grant monies, Supplier Partner additionally agrees to comply with the administrative requirements for grants, and cooperative agreements to state, local and federally recognized Indian Tribal Governments.

AZ Compliance with workforce requirements. Pursuant to ARS 41-4401, Supplier Partner and subcontractor(s) warrant their compliance with all federal and state immigration laws and regulations that relate to their employees, and compliance with ARS 23-214 subsection A, which states, …"every employer, after hiring an employee, shall verify the employment eligibility of the employee through the E-Verify program".

CCOG reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. CCOG and its members reserve the right to inspect the papers of any Supplier Partner or subcontract employee who works under this contract to ensure compliance with the warranty above.

AZ Supplier Partner Employee Work Eligibility. By entering into this contract, Supplier Partner agrees and warrants compliance with A.R.S. 41-4401, A.R.S. 23-214, the Federal Immigration and Nationality Act (FINA), and all other Federal immigration laws and regulations. CCOG and/or Equalis Group members may request verification of compliance from any Supplier Partner or subcontractor performing work under this contract. CCOG and Equalis Group members reserve the right to confirm compliance. In the event that CCOG or Equalis Group members suspect or find that any Supplier Partner or subcontractor is not in compliance, CCOG may pursue any and all remedies allowed by law, including but not limited to suspension of work, termination of contract, suspension and/or debarment of the Supplier Partner. All cost associated with any legal action will be the responsibility of the Supplier Partner.
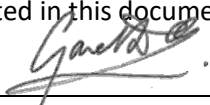
AZ Non-Compliance. All federally assisted contracts to members that exceed ten thousand dollars ($10,000.00) may be terminated by the federal grantee for noncompliance by Supplier Partner. In projects that are not federally funded, respondent must agree to meet any federal, state or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee.

Registered Sex Offender Restrictions (Arizona). For work to be performed at an Arizona school, Supplier Partner agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are present, or reasonably expected to be present. Supplier Partner agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Equalis Group member's discretion. Supplier Partner must identify any additional costs associated with compliance to this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Offshore Performance of Work Prohibited. Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States.

Terrorism Country Divestments. In accordance with A.R.S. 35-392, CCOG and Equalis Group members are prohibited from purchasing from a company that is in violation of the Export Administration Act. By entering into the contract, Supplier Partner warrants compliance with the Export Administration Act.

The undersigned hereby accepts and agrees to comply with all statutory compliance and notice requirements listed in this document.

_____
Signature of Authorized Representative

June 23, 2021