State of West Virginia Fleet Management Office

Exhibit A - Pricing Page

		tion A			
	Unit Price Year One				ar
Vehicle Meintenance Services I ton and under. All inclusive lump sun co	_	Two)	Three) \$3.50	Four) \$8.50	Per Vehicle Per M
for all Services as defined in the specifications in sections 4.2.1.1 National Account Discount of: (Most be a negative number)	-2.900%	0.0000			
Independent Vendor fee of:	5.000%	-2.000% 5.000%	-2.000% 5.000%	-2.000% 5.000%	Percent Percent
Warranty Recovery	10.00%	10.00%	10.00%	10.00%	Per Recovery
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renawal Year Four)	Tunit of Measur
Vehicle Maintenance Services Over 1 ton. All inclusive lump sum cost for Services as defined in the specifications in sections 4.2.1.1	all \$7.50	\$7.50	\$7.50	\$7.50	Per Vehicle Per Me
National Account Discount of: Independent Vendor fee of:	-2.000%	-2.000%	-2.000%	-2.000%	Percent
Warranty Recovery	5.000% 10.00%	5.000%	5.000%	6.000%	Percent
		10.00%	10.00%	10.00%	Per Recovery
FUEL-ONLY CREDIT CARD PROGRAM	Section I		A Toping in	11.	
Fuel Only Crodit Cards	Unit Price Year One	Unit Price (Optional Ronewal Year Two)	Unit Price (Optional	Unit Price (Optional	
All inclusive lump sum cost for all Services as defined in the specifications in sections 3.2.	\$0.00	80,00	80.00	\$0.00	Per Card
Replacement fuel card (fost or stolen)	\$8.00	\$8.00	\$3.00	\$3.00	Per Card
	Basis point				Multiplier
Comestic Volume Rebate	90	90	90	90	-0.
Express Mailing - Section C					
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measur
the request of FMD 3.4.11.5	\$25.00	\$25.00	\$25.00	\$25.00	Per Event
4 Hour Roadside Assistance - Section D		Unit Price (Optional	Unit Price (Optional	Unit Price (Optional	
	Unit Price Year One	Renewal Year Two)	Renewal Year Three)	Renuwal Year Four)	Unit of Measure
s defined in the specifications in sections 3.1.10.18	\$85.00	\$85.00	\$85.00	\$35.00	Per Event
fileage Odometer Entry - Section E				11.00 11.00 10.00 Sec. 1 140 11.00	
	Unit Price	Unit Price (Optional	Unit Price (Optional	Unit Price	
	Year One			(Optional Renowal Year Four)	Unit of Measure
leage Entry and Ending Odometer 3.8		Renewal Year	Renewal Year	Renowal Year	Unit of Measure
	Year One	Renewal Year 1 Two)	Renewal Year Three)	Renowal Year Four)	
	Year One	Renewal Year 1 Two) \$1.75 Unit Price (Optional	Renewal Yanr Three) \$1.75 Unit Price (Optional	Renowal Year Four)	Per Vehiclo per Mon
river Portal Log-Section F	Year One \$1.75	Benewal Year Two) \$1.75	Three) \$1.75 S1.76 Unit Price (Optional Renewal Year	Renewal Year Four) \$1.75 Unit Price (Optional Renewal Year	Per Vehicle per Mont
river Portal Log - Section F defined in the specifications in sections 3.5.	Year One \$1.75 Unit Price Year One \$1.75	Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76	Renewal Year Three) \$1.75 Unit Price (Optional Renewal Year Three) \$1.75	Renewal Year Four) \$1.75 Unit Price (Optional Renewal Year Four) \$1.75	Per Vehiclo per Mont Unit of Measure Per Driver per Monti
river Portal Log - Section F	Year One \$1.75 Unit Price Year One \$1.75	Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two)	Renewal Year Three) \$1.75 Unit Price (Optional Renewal Year Three) \$1.76 Unit Price (Optional Control of the Control of the Control (Optional Control of the Control of the Control (Optional Control of the Control (Optional Contro	Renewal Year Four \$1.75 Unit Price (Optional Renewal Year Four) \$1.75 Unit Price (Optional tenewal Year	Per Vehiclo per Mont Unit of Measure Par Driver per Monti
defined in the specifications in sections 3.8. VR - Section G ter Vehicle Record leftned in section 3.8.3	Year One \$1.75 Unit Price Year One \$1.75	Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 Unit Price (Optional Control of the Price (Optional Control of the Price (Optional Control of the Price (Optional of the Price (Optio	Renewal Year Three) \$1.75 Unit Price (Optional Renewal Year I Three) \$1.76 Unit Price (Optional Control of the I Three)	Renowal Year Four) \$1.75 Unit Price (Optional Renowal Year Four) \$1.75 Unit Price (Optional	Per Vehiclo per Mont Untit of Measure Per Driver per Monti
defined in the specifications in sections 3.5. VR - Section G tor Vehicle Record lefined in section 3.9.2 to Fee	Year One \$1.75 Unit Price Year One \$1.75 Unit Price Year One \$6.00 \$12.50	Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$6.00 \$12.50	Renewal Year Three) \$1.75 Unit Price (Optional Renewal Year I Three) \$1.75 Unit Price (Optional Renewal Year I Three) \$2.75	Renewal Year Four) \$1.75 Unit Price (Optional Renewal Year Four) \$1.75 Unit Price (Optional Lenewal Year Four) \$1.75	Per Vehicle per Mont Unit of Measure Per Driver per Mont Unit of Measure Per Event uss through, per event
defined in the specifications in sections 3.8. VR - Section G tor Vehicle Record lefted in section 3.9.2 to Fee and Party Vender Fee are Vehicle Record - Continuous Manitoring	Vear One \$1.75 Unit Price Year One \$1.75 Unit Price Year One \$4.00 \$12.50 \$2.00	Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$5.00 \$2.00	Renewal Year Three) \$1.75 Unit Price (Optional Renewal Year Three) \$1.76 Unit Price (Optional Renewal Yaar Three) \$6.00 \$12.50 \$2.00	Renewal Year Four) \$1.75 Unit Price (Optional Renewal Year Four) \$1.76 Unit Price (Optional Renewal Year Four) \$2.00 P. \$2.00 P.	Per Vehicle per Mont Unit of Measure Per Driver per Mont Unit of Measure Per Event ass through, per event and through, per event
defined in the specifications in sections 3.5. VR - Section G tor Vehicle Record lefined in section 3.9.2 to Fee and Party Vendor Fee to Section Section 3.9.3 to Fee to Section Section 3.9.3 to Fee to to	Year One \$1.75 Unit Price Year One \$1.75 Unit Price Year One \$1.75 \$6.00 \$12.50 \$2.00 \$3.00 \$12.50	Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 \$6.00 \$12.50 \$3.00 \$12.50	Renewal Year Three) \$1.75 Unit Price (Optional Renewal Year I Three) \$1.75 Unit Price (Optional Renewal Year I Three) \$1.75 \$6.00 \$12.50 \$2.00 \$3.00 \$12.50	Renewal Year Four) \$1.75 Unit Price (Optional Renewal Year Four) \$1.76 Unit Price (Optional Renewal Year Four) \$2.00 P. \$2.00 P.	Per Vehicle per Mont Unit of Measure Per Driver per Mont Unit of Measure Per Event ass through, per event ass through, per event er vehicle per manth
defined in the specifications in sections 3.8. IVR - Section G tor Vehicle Record defined in section 3.9.2 to Fee rd Party Vendor Fee lefined in section 3.8.3. te Fee rd Party Vendor Fee lefined in section 3.8.3. te Fee rd Party Vendor Fee	Year One \$1.75 Unit Price Year One \$1.75 Unit Price Year One \$1.75 \$4.00 \$12.50 \$2.00 \$3.00 \$12.50 \$2.00	Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 \$1.76 \$1.76 \$2.00 \$1.2.50 \$2.00 \$2.00	Renewal Year Three) \$1.75 Unit Price (Optional Renewal Year Three) \$1.76 Unit Price (Optional Renewal Year Three) \$1.75 Unit Price (Optional Renewal Year Three) \$1.250 \$2.00 \$2.00 \$3.00 \$3.00 \$3.00 \$3.00	Renewal Year Four) \$1.75 Unit Price (Optional Renewal Year Four) \$1.76 Unit Price (Optional Renewal Year Four) \$1.76 \$2.00 \$12.60 P. \$2.00 P. \$2.00 P.	Per Vehicle per Monti Unit of Measure Per Driver per Monti Unit of Measure Per Event ass through, per event er vehicle per month ass through, per event er vehicle per month
defined in the specifications in sections 3.8. IVR - Section G tor Valuele Record defined in section 3.9.2 to Fee and Party Vanday Fee list Valuele Recard - Continuous Monitoring lefined in section 3.9.3. to Fee and Party Vanday Fee list Valuele Recard - Continuous Monitoring lefined in section 3.9.3. to Fee and Party Vanday Fee	Year One \$1.75 Unit Price Year One \$1.75 Unit Price Year One \$6.00 \$12.50 \$2.00 \$32.00	Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.250 \$1.250 \$1.250 \$2.00 Unit Price	Renewal Year Three) \$1.75 Unit Price (Optional Renewal Year I Three) \$1.76 Unit Price (Optional Renewal Year I Three) \$1.76 Unit Price (Optional Renewal Year I Three) \$6.00 \$1.2.00 \$2.00 Unit Price (Unit Price I Three)	Renewal Year Four) \$1.75 Unit Price (Optional Renewal Year Four) \$1.75 Unit Price (Optional Renewal Year Four) \$1.76 Unit Price (Optional Renewal Year Four) \$2.00 P. \$2.00 P. \$2.00 P. \$2.00 P. \$2.00 P. \$2.00 P.	Per Vehicle per Monti Unit of Measure Per Driver per Monti Unit of Measure Per Event ass through, per event er vehicle per month ass through, per event er vehicle per month
defined in the specifications in sections 3.5. IVR - Section G tor Vehicle Record defined in section 3.9.2 to Fee Aparty Vender Fee Apar	Year One \$1.75	Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$2.00 \$12.50 \$2.00 Unit Price (Optional Control of the	Renterval Year Three) \$1.75 Unit Price (Optional Renewal Year Three) \$1.76 Unit Price (Optional Renewal Year Three) \$1.76 Unit Price (Optional Renewal Year Three) \$6.00 \$12.50 \$3.00 \$12.50 Unit Price (Optional Renewal Year Three)	Renewal Year Four) \$1.75 Unit Price (Optional Renewal Year Four) \$1.76 Unit Price (Optional Renewal Year Four) \$1.76 \$2.00 \$12.50 P. \$2.00 P. \$2.00 P.	Per Vehicle per Mont Unit of Measure Per Driver per Mont Unit of Measure Per Event ass through, per event er vehicle per month ass through, per event ass through, per event
defined in the specifications in sections 3.8. IVR - Section G tor Vehicle Record defined in section 3.9.2 to Fee and Party Vendor Fee less Vehicle Record - Continuous Monitoring lefined in section 3.8.3 to Fee and Party Vendor Fee less Vehicle Record - Section H section 3.8.3 to Fee and Party Vendor Fee lemantics - Section H	Vear One \$1.75 Unit Price Year One \$1.75 Unit Price Year One \$6.00 \$12.50 \$2.00 \$3.00 \$12.50 \$2.00 Unit Price Year One \$6.00	Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$2.00 \$1.250 \$2.00 Unit Price (Optional Renewal Year Two) \$2.00 \$3.00 \$1.250 \$2.00	Renewal Year Three) \$1.75 Unit Price (Optional Renewal Year I Three) \$1.76 Unit Price (Optional Renewal Year I Three) \$6.00 \$12.50 \$2.00 \$12.50 \$2.00 Unit Price (Optional Renewal Year I Three) \$5.2.82	Renewal Year Four) \$1.75 Unit Price (Optional Renewal Year Four) \$1.76 Unit Price (Optional Renewal Year Four) \$1.75 Unit Price (Optional Renewal Year Four) \$2.00 P. \$2.00 P. \$2.00 P. \$2.00 P. \$2.00 P. \$3.20 P.	Per Vehicle per Mont Unit of Measure Per Driver per Month Unit of Measure Per Event see through, per event er vehicle per month ass through, per event unit of Measure re unit of Measure re unit of Measure re unit one time
tor Valutale Record defined in section 3.9.2 to Fac tar Party Vendor Fee ter Valutale Recard - Continuous Monitoring defined in section 3.8.2. to Fee rd Party Vendor Fee	Venr One \$1.75 Unit Price Year One \$1.75 Unit Price Year One \$8.00 \$1.50 \$2.00 \$1.50 \$2.00 Unit Price Year One	Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.76 Unit Price (Optional Renewal Year Two) \$1.250 \$2.00 Unit Price (Optional Renewal Year Two) \$1.250 \$2.00 Unit Price (Optional Renewal Year Two)	Renewal Year Three) \$1.75 Unit Price (Optional Renewal Year Three) \$1.76 Unit Price (Optional Renewal Year Three) \$2.00 \$2.00 Unit Price (Optional Renewal Year Three) \$2.00 Unit Price (Optional Renewal Year Three) \$3.00 \$1.75	Renewal Year Four) \$1.75 Unit Price (Optional Renewal Year Four) \$1.76 Unit Price (Optional Lenewal Year Four) \$1.76 Unit Price (Optional Lenewal Year Four) \$2.00 P-	Per Vehicle per Mon Unit of Measure Per Driver per Mon Unit of Measure Per Event ass through, per even ans through, per even ass through, per even ans through, per even unit of Measure Unit of Measure

State of West Virginia Fleet Management Office

Exhibit A - Pricing Page

Data Interface - Section J		Unit Price (Optional	Unit Price (Optional	Unit Price (Optional	
Data Interface - Section J					
ss defined in section 8.9.			75,50	50.00	a w America
Supporting Modules	\$6.00	\$5.00	\$13.00 85.00		Per Event Per Module
Driver Safety Education Program - 3,9	Unit Price Year One	(Optional Renewal Year Two)	(Optional Renewal Year Three)	Unit Price (Optional Renewal Year Pour)	Unit of Measure
Driver Safety Education Program - Se	ction I	Unit Price	Unit Price	and the said	
Driver Sefety Education Program Se	AHAATI I	eperja sakat ji ne a	The first of the style of the	amento a marina	er week to a to a to a to
	\$8.00	\$3.00	\$8.00	\$8.00	Per unit - as needed
Fob	20.00	\$49.50	\$49.50		Per unit - one time

vendor Name:	ARI	
Point of Contact Name:	Pete Gnatowski, District Sales Manager	_
Point of Contact Phone:	(513) 288-2287	_
Point of Contact Fax:		_
Point of Contact Email:	naratowski@arifleet.com	_
		_