



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia Master Agreement

Order Date: 11-17-2023

CORRECT ORDER NUMBER MUST APPEAR ON ALL PACKAGES, INVOICES, AND SHIPPING PAPERS. QUESTIONS CONCERNING THIS ORDER SHOULD BE DIRECTED TO THE DEPARTMENT CONTACT.

Order Number: CMA 0216 0216 FLT2200000001 6	Procurement Folder: 949877
Document Name: VEHICLE MAINTENANCE, FUEL AND REPAIR MANAGEMENTSERVICES	Reason for Modification: Change Order 4 To Renew and Increase Pricing in Contract
Document Description: Vehicle Maintenance, Fuel and Repair Management	
Procurement Type: Central Master Agreement	
Buyer Name:	
Telephone:	
Email:	
Shipping Method: Best Way	Effective Start Date: 2021-12-15
Free on Board: FOB Dest, Freight Prepaid	Effective End Date: 2024-12-14

VENDOR	DEPARTMENT CONTACT																				
Vendor Customer Code: 000000115021 AUTOMOTIVE RENTALS INC 4001 LEADENHALL RD MOUNT LAUREL NJ 08054 US Vendor Contact Phone: 999-999-9999 Extension:	Requestor Name: Kenneth H Yoakum Requestor Phone: (304) 558-2106 Requestor Email: kenny.h.yoakum@wv.gov																				
Discount Details:																					
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th>Discount Allowed</th> <th>Discount Percentage</th> <th>Discount Days</th> </tr> </thead> <tbody> <tr> <td>#1</td> <td>No</td> <td>0.0000</td> <td>0</td> </tr> <tr> <td>#2</td> <td>No</td> <td></td> <td></td> </tr> <tr> <td>#3</td> <td>No</td> <td></td> <td></td> </tr> <tr> <td>#4</td> <td>No</td> <td></td> <td></td> </tr> </tbody> </table>		Discount Allowed	Discount Percentage	Discount Days	#1	No	0.0000	0	#2	No			#3	No			#4	No			
	Discount Allowed	Discount Percentage	Discount Days																		
#1	No	0.0000	0																		
#2	No																				
#3	No																				
#4	No																				

INVOICE TO	SHIP TO
DEPARTMENT OF ADMINISTRATION FLEET MANAGEMENT OFFICE 2310 KANAWHA BLVD E CHARLESTON WV 25311 US	DEPARTMENT OF ADMINISTRATION FLEET MANAGEMENT OFFICE 2310 KANAWHA BLVD E CHARLESTON WV 25311 US

Total Order Amount:	Open End
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AGENCY COPY

MKP 11/28/2023

PURCHASING DIVISION AUTHORIZATION
DATE: 11/28/2023
ELECTRONIC SIGNATURE ON FILE [Signature]

ATTORNEY GENERAL APPROVAL AS TO FORM
DATE: 11/29/2023
ELECTRONIC SIGNATURE ON FILE [Signature]

ENCUMBRANCE CERTIFICATION
DATE: NOV 30 2023
ELECTRONIC SIGNATURE ON FILE [Signature]

NOV 28 2023

Extended Description:

Change Order

Change Order No. 4 is issued to renew the original contract according to all terms, conditions, and specifications contained in the original contract and all authorized change orders, except that the contract prices are increased as defined in the attached documentation. Effective date of renewal December 15, 2023 through December 14, 2024.

Renewal Years Remaining: 1 years

No other changes.

All provisions of the original Contract and subsequent Change Orders not modified herein shall remain in full force and effect.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
1	15100000			EA	0.000000
	Service From	Service To		Service Contract Amount	
				0.00	

Commodity Line Description: fuel only credit card program

Extended Description:

See attached Exhibit A Pricing Pages

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
2	81111509			EA	1.750000
	Service From	Service To		Service Contract Amount	
				0.00	

Commodity Line Description: Mileage Entry and Ending Odometer

Extended Description:

See attached Exhibit A Pricing Pages

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
3	81111509			EA	0.000000
	Service From	Service To		Service Contract Amount	
				0.00	

Commodity Line Description: Driver Safety Program

Extended Description:

See attached Exhibit A Pricing Pages

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
4	25173107			EA	16.000000
	Service From	Service To		Service Contract Amount	
				0.00	

Commodity Line Description: Telematics

Extended Description:

See attached Exhibit A Pricing Pages

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
5	80141800			EA	25.000000
	Service From	Service To		Service Contract Amount	
				0.00	

Commodity Line Description: Express Mailing

Extended Description:
See attached Exhibit A Pricing Pages

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
6	90121800			EA	35.000000
	Service From	Service To		Service Contract Amount	
				0.00	

Commodity Line Description: 24 Hour Roadside Assistance

Extended Description:
See attached Exhibit A Pricing Pages

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
7	43232312			EA	1.750000
	Service From	Service To		Service Contract Amount	
				0.00	

Commodity Line Description: Driver Portal Log

Extended Description:
See attached Exhibit A Pricing Pages

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
8	46171640			EA	0.000000
	Service From	Service To		Service Contract Amount	
				0.00	

Commodity Line Description: MVR -Motor Vehicle Record

Extended Description:
See attached Exhibit A Pricing Pages

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
9	78181507			EA	0.000000
	Service From	Service To		Service Contract Amount	
				0.00	

Commodity Line Description: Automotive and light truck maintenance and repair

Extended Description:
See attached Exhibit A Pricing Pages

October 17, 2023

State of West Virginia
Department of Administration
Fleet Management Division
2310 Kanawha Blvd, East
Charleston, WV 25311

RE: CMA 0216 0216 FLT2200000001 4

Fleet Management Division,

Attached is a copy of the new Pricing for the Telematics Hardware for our Contract Renewal for the dates of December 15, 2023 to December 14, 2024. The prices for the Devices, T-Harnesses, NFC Readers, and Fobs have increased from our Third-Party Vender, GeoTab. This increase is the pass-through cost from GeoTab, as we do not markup the hardware ourselves. These prices are subject to change based on the pricing from GeoTab.

Along with the new pricing, ARI/Holman agrees to this renewal under the same terms and conditions.

ARI/Holman Representative Signature: Ray Miller

Date: 10/17/2023

Pricing and billing changes

Dear valued Partners,

We appreciate your continued support during these unprecedented times. The evolving global supply chain dynamics have led to ever-increasing changes in operating costs. Geotab Inc. and/or its affiliates (collectively, "Geotab", "we", "our") has been absorbing hardware losses that have arisen as a result of these constraints in an effort to remain as competitive as possible. We have absorbed significantly higher premiums on the cost of components and materials, the cost of diversification of supply bases to meet ongoing demand, and sharply higher raw material inventories and other general increases. Geotab has absorbed the majority of these cost increases for as long as possible with the goal of keeping downstream impacts to the channel at a minimum.

We are committed to growing our value proposition, benefits and ROI through continuous innovation. We have put numerous platform developments in place to provide balance in today's competitive landscape. This includes, but is not limited to, the updated Green Fleet 2 Dashboard, the brand-new Active Insights features and the ever-growing electric vehicle compatibility list with over 200 supported models in the globally leading EVSA.

Effective **1 May 2022**, Geotab will be implementing hardware pricing and bundled hardware Rate Plan changes, as well as setting an auto-activation date to continue to manage these supply chain challenges effectively and provide Partners with stock as soon as possible.

Hardware pricing changes

The new price includes any applicable duties and tariffs, i.e. separate charges for duties and tariffs will be eliminated.

Product type	Existing price (USD)	New price (USD)
GO devices	\$49	\$75
GO RUGGED devices	\$79	\$95
Harnesses, IOX and other accessories	Varies	Approx 10% increase

NOTE: The above prices are indicative and apply to wholesale SKUs. Prices for custom SKUs may vary. Please see MyAdmin for details.

Bundled hardware Rate Plans: monthly fee changes

Geotab will not be implementing monthly fee changes to our standard Rate Plans. However, Rate Plans which bundle hardware will increase by \$0.75 USD per month (1.00 CAD, 0.70 EUR, 0.60 GBP, 1.05 AUD) to account for increased hardware costs.

New auto-activation policy

Geotab will be implementing an auto-activation policy. The monthly Rate Plans for all GO device orders placed after **1 May 2022** will activate on the earlier of either (1) date of installation or (2) 120 days after shipment.

Geotab remains committed to doing everything possible to minimise the impact of the supply chain shortages to our Customers and Partners. Over the past several months, we have seen lead times on high-volume Geotab devices decrease from over 60 days to under 30 days. We are focused on returning to a model that allows us to have inventory of our wholesale SKUs on the shelf to ensure quick turnaround times for Customers.

As always, we are grateful for your continued support and appreciate your understanding during these times. If you have any questions, please contact your Geotab Partner Account Manager.

State of West Virginia Fleet Management Office

Exhibit A - Pricing Page

Telematics - Section H							
	Unit Price Year One	Unit Price (Optional Renewal Year Two)	Unit Price (Optional Renewal Year Three)	Unit Price (Optional Renewal Year Four)	Unit of Measure	Estimated Quantity	Extended Price
Telematics -3.7							
Hardware,*	\$75.00	\$75.00	\$75.00	\$75.00	Per unit - one time	7000	\$525,000.00
T harness, *	\$24.00	\$24.00	\$24.00	\$24.00	Per unit - one time	7000	\$168,000.00
Monthly service fee	\$16.00	\$16.00	\$16.00	\$16.00	Per unit - monthly	7000	\$112,000.00
In cab verbal notification	\$0.00	\$0.00	\$0.00	\$0.00	Per unit - monthly	7000	\$0.00
NFC Reader*	\$54.45	\$54.45	\$54.45	\$54.45	Per unit - one time	7000	\$381,115.00
Pob*	\$3.30	\$3.30	\$3.30	\$3.30	Per unit - as needed	7000	\$23,100.00
						Subtotal Section H	\$8,765,000.00

*Hardware pricing is subject to change at the discretion of GeoTab.

Notes: The quantities provided are for bid evaluation purposes only. Actual quantities may be more or less at the discretion of the Agency.

Solicitation will be evaluated on Total Bid Amount. Award will be for the first year's services only. Any services for subsequent years will be added by Change Order, initiated by at the Office of the Insurance Commissioner's option with the approval of the Vendor and approved by the West Virginia Purchasing Division.

Point of Contact Name: Ray Miller, District Sales Manager

Point of Contact Phone: (856)600-1189

Point of Contact Fax: _____

Point of Contact Email: ray.miller@holman.com

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