

RFP-RH-15-043				
AVL System				
Name	Blue Oceans Satellite Systems Inc.	Owners Eye View	International Road Dynamics	
Address	St. John's NL, Canada A1A 4Z9	Berkley, MI 48072	Spring Grove, IL 60081	
Firm Established	2003		190	
Years in Business	12		35	
Years providing AVL systems.	Since 2003. Also operating as SkyHawk Telematics provider of cellular and satellite data communication monitoring systems private and public sector. Have adapted and expanded solution offerings for new markets, including vehicle, materials, remote data, etc. Deliver on the "connect anywhere" philosophy via utilization of leading cellular network technology and three of the world's most reliable global satellite networks. Product and solution offerings are designed to meet National and International regulatory and environmental requirements for industries in which they operate.	2002 City of Detroit Solid Waste - 12 years and City of Detroit Municipal Parking Enforcement - 12 years, City of Oakl Park DPS and City Ferndale DPS, 2004, MDOT-statewide, 2006, Flint Public Schools, Van Buren County Road Commission, MSU, UofM, Westland 2008, Western Michigan Univer, 2009, Purdue University, University of Maryland and expanded UofM, 2011, University Florida 2013	Entered the eraly Telematics market in 1999 w/Public Private Partnership with Province of Saskatchewan to manage commercial vehicle overload permits. Tracking, reporting of routes taken by permitted trucks by day of week, time of day to verify compliance with permit activity. Expanded offerings in partnership w/Forest Engineering Research Institute of Cancada to expand into forestry industry. IRD collects, hosts, and manages complete transportation information for states of Hawaii, North Carolina, New York. Datacenter provides 99%+ uptime.	
Clients currently served with type AVL system proposed.	Currently have over 20 municipalities use system across many different sized fleets with wide variety of needs.	13 state and local government agencies in Wayne, Oakland, Washtenaw Counties.	Over 50 extraction industry, provincial, state, county and city municipal fleets use Fleetsphere, which IRD proposes for City.	
Describe experience with AVL tracking of public service vehicles.	Wide experience providing AVL/Telematic platforms to Canadian clients both private and public sectors. Diversity gives ability to create many different syel reports and functionality required across wide variety clients. SkyHawk solution monitors thousands of vehicles across many different clients. As municipalities have to be accountable to citizes, their tax dollars and budgets, strive to make best telematics solution possible to keep prices stable for lifetime of contract so budgetary requiremetns can be planned for. Recognize use of seasonal vehicles, allow for mothly suspension for Connect Anywhere. Allows for greater flexibility for municipality should not have to pay for vehicles not in use.	City of Detroit Solid Waste - 12 years Michigan State Univ - physical plant and facilities maintenance - 7 years University of Michigan - facilities maintenance - 6 years City of Westland - 6 years City of Oak Park - 4 years City of Livonia - 7 years City of Ferndale - 6 years MDOT - 6 yeras	Approx 91% business is w/municipal governments and government agencies. Services include vertically integrated GPS/AVL snow plow and municipal fleet mgmt contributing to safe conditions for citizens. GPS/AVL technologies are an important element in enhancing environmental performance and safe driving during winter events. IRD systems have resulted in pollution reduction and fuel savings. GPS system can interface with ECM and measure fuel consumption for driver and engine mgmt. Provide real-time information, includes driver and vehicle perofrmance, location mgmgt, messagin and jobs report, navigation and geo-fencing.	
Location vendor representatives in Detroit Metro Area.	Due to extremely low modem failure rate of less than 0.5% currently standard process with all clients is anymajor modem reapiir or replacement conducted under warranty process which does not require a local vendor. Closest local service vendor to City is located in Southern Ontario.	Southfield, MI	IRD Service Point: Detroit, MI	
Work Plan and Timeline.	Kick off meeting, develop project plan, assist City with installation schedule, approve project plan, system design, development and configuration, procure hardware, equipment delivered, go live with systsem. Conduct hardware installation and training for City's team, conduct preliminary training sessions for system software and system administration users, User acceptance testing, project close out.	Units dropped shipped to point of contact, Project Manager schedules date for service tech training and proposed installation date, Project Manager works with Service Manager of City to understand installation timelines and dates, establish who needs to be trained and times, schedule dates for training (training overview provided) Setup review to assure all expectations have been met and exceeded.	Detailed timeline provided which included but not limited to: Deliver equipment, web database setup, assign login credentials/user group, training, installation, web database setup w/city vehicle list, dept/function, etc., additional training as needed, review and assess.	
Qualifications Staff to be assigned to project.	Provided	Provided	Provided	
Total clients company currently supports with AVL system proposed.	Over 20 municipalities and hundreds more in private sector.	13 state and local agencies	Approximately 75	
References.	Provided.	Provided	Provided	
Employees				
Full-Time	16	2	225	
Part-Time	0	2	15	

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Exceptions/Alternates		Asset trackers for generators, lawn mowers, and other non-motorized equipment. Proposal provided.			
Subcontractors			May use IRD, CalAmp, and spreader		
COST PROPOSAL					
Part I: Equipment Purchase/Install					
GPS/Data Modems	Unit Cost	Unit Cost	Unit Cost		
Units without ground speed	\$ 399.37	\$ 139.00	\$ 201.00		
Units with ground speed	\$ 938.76		\$ 240.00		
		Lump Sum	Lump Sum		
On-Site Equipment Install/Training	\$ 5,700.00	\$ 500.00	\$ 5,125.00		
Optional:		Lump Sum	Lump Sum		
Application service hosting	\$ 2,750.00	No Charge	0		
Part II: Monthly Application Service Hosting Fees		Monthly Unit Cost	Monthly Unit Cost		
Year 1	\$ 21.50	No Charge	\$ 13.00		
Year 2	\$ 21.50	No Charge	\$ 13.00		
Year 3	\$ 21.50	No Charge	\$ 13.00		
Option Years:					
Year 4	\$ 21.50	No Charge	\$ 13.00		
Year 5	\$ 21.50	No Charge	\$ 13.00		
Part III: Monthly Wireless Data Plan					
Price per unit (unlimited data plan)	Will use City's preferred provider	\$ 29.00	Will use City's existing account		
Price per unit (__ GB per month)		Unlimited			
Price per unit (__ GB per month)		Unlimited			
Part IV: Additional Costs					
License	\$ -		\$ -		
Warranty	\$ -		\$ -		
Other:					
Customized Reports					
APIs for further integration					
On site maint and support per call in			\$ 95.00		
On site support for each addt'l vehicle in same facility				\$ 35.00	
*Two firms deemed non-responsive					

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AVL System			
Name	Fleet Analytics, Inc.	Infospectrum	
Address	Suwanee, GA 30024	Agoura Hills, CA 91301	
Firm Established	2007	2002	
Years in Business	8	12	
Years providing AVL systems.	Formed in 2007 as marketer and value added reseller wireless and telemetry solutions to address untapped market space for asset tracking. Provide end-to-end GPS Tracking Solutions using proprietary back office database and web based mapping software. Offer easy to use graphical user interface with extensive location report, alert messaging. Over 20 years wireless and mobile technology, sales and service exp, highly experienced in providing and implementing GPS tracking solutions. Leverage telemetry technology with end-to-end real-time GPS tracking and security for owners, managers and dispatchers.	12 years	
Clients currently served with type AVL system proposed.	Currently over 50 active customers where providing type AVL system proposed.	35+ customers	
Describe experience with AVL tracking of public service vehicles.	Partial customer list of tracking public service vehicles are: Tulsa County Parks Dept, Hatfield McCoy Regional Recreation Dept, Kentucky National Guard, US Army Leisure Travel Services.	USPS, Arizona Public Utility, Trenton Energy, Garffiti Control of LA. All different needs in which are addressed.	
Location vendor representatives in Detroit Metro Area.	Advanced Fleet Solutions, Inc. Kalamazoo, MI.	None. Can work with City recommended representative.	
Work Plan and Timeline.	System design w/in 2 weeks after contract award, training w/in 4 weeks after award, live system deployment w/in 4 weeks after award, hardware installations commence w/in 2 week after contract award and complete w/in 4 week after contract award.	Week 1: Finalize project plan, gather all vehicle lists from every dept and additional features required on vehicles, gather all dept names, supervisors, etc. Week 2&3: Program devices, features, setup and commission devices, classify and group devices, prepare training materials, coordinate with City for training schedule. Week 4&5: Training and installation, coordination with IT for integration into other applications. Week 6: Meet with dept to receive alerts, reports data, follow-up.	
Qualifications Staff to be assigned to project.	Provided.	Provided	
Total clients company currently supports with AVL system proposed.	Over 50 active customers.	50 plus customers with over 10K units	
References.	Provided	Provided	
Employees			
Full-Time	5	24	
Part-Time	3	2	

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Name	Fleet Analytics, Inc.		Infospectrum	
Address	Suwanee, GA 30024		Agoura Hills, CA 91301	
Exceptions/Alternates			Provide you the coverage of both AT&T and T Mobile Network	
Subcontractors				
COST PROPOSAL				
Part I: Equipment Purchase/Install				
GPS/Data Modems	Unit Cost		Unit Cost	
Units without ground speed	\$	150.00	\$	175.00
Units with ground speed	\$	175.00	\$	195.00
	Lump Sum		Lump Sum	
On-Site Equipment Install/Training	\$	475.00	\$	1,000.00
Optional:	Lump Sum		Lump Sum	
Application service hosting				
Part II: Monthly Application Service Hosting Fees	Monthly Unit Cost		Monthly Unit Cost	
Year 1	\$	10.00	\$	19.95
Year 2	\$	10.00	\$	20.25
Year 3	\$	10.00	\$	20.55
Option Years:				
Year 4	\$	10.00	\$	21.00
Year 5	\$	10.00	\$	21.50
Part III: Monthly Wireless Data Plan				
Price per unit (unlimited data plan)	\$	50.00	\$	40.00
Price per unit (__GB per month)	0.001 GB	\$ 5.00	10 GB	\$ 25.00
Price per unit (__GB per month)	0.005 GB	\$ 15.00	1 GB	\$ 18.00
Part IV: Additional Costs				
License		\$ -	\$ -	
Warranty		\$ -	\$ -	
Other:			\$ -	
Customized Reports			\$ -	
APIs for further integration				
On site maint and support per call in				
On site support for each addt'l vehicle in same facility				
*Two firms deemed non-responsive				

