

TRANSTRAKS

Transportation Data Management



Technology Integration ♦ Transportation Audits
Vehicle Maintenance Software ♦ Student Routing and Mapping
Transportation Software & Consulting ♦ In-Service Training

Greg Marvel
President/CEO

Calexico Unified School District

March 19, 2019

Transportation Management Software System



California Regional Sales Office

125 Clover Hill Court, Danville, CA 94526
Voice: 925-838-8514 ♦ Fax: 925-396-6046 ♦ E-mail: gmarvel@transtraks.com

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Cesar Vega, Assistant Superintendent – Business Services
Calexico Unified School District
901 Andrade Ave
Calexico, CA 92231

RE: Hosted TransTraks Cloud Proposal

Dear Cesar,

Thank you for allowing me to demonstrate TransTraks to you. We are the premier transportation software vendor with the most comprehensive software suite on the market. You will be joining a TransTraks family with hundreds of other school districts in the Western United States. The details of our quote are contained below.

HOSTED CLOUD SOLUTION: There is normally an initial one time setup fee to cover the costs associated with setting up the hosted accounts and reserving server space in the cloud. That cost is normally \$300. We are waiving this initial set up fee. The monthly fee is \$425 for up to seven users.

Basically, all your I.T. department needs to provide is a broadband connection to the Internet. We provide each user with a small applet that will go to our designated I.P. address on the Internet. Users will then be able to open TransTraks and work just like it was on their local desktops. They will be able to print to their local printers and your schools will be able to submit electronic trip requests. In addition, at some future date you could also add your Student Services Department as users and they would be able to link to their special version of TransTraks and be able to submit electronic bus service requests for your special needs students.

The TransTraks hosted solution provides the following services:

- Perseus Associates supports the technical environment for your hosted TransTraks experience.
- All operating system updates on the TransTraks server are our responsibility.
- All software packages utilized by TransTraks are updated regularly (all service pack, security and bug fixes from Microsoft).
- The server is maintained by Perseus Associates.
- Backups occur multiple times per day.
- TransTraks updates are immediate. There are no visits to each and every computer that uses TransTraks when updates take place. Once the hosted TransTraks version is updated, all users have immediate access.
- All access security is our responsibility. You tell us which users are to have access to the hosted TransTraks environment and our staff sets up all security, user accounts and passwords.
- If you wanted, Special Education staff that you designate could have access to a special version of TransTraks that will allow them to have access to TransTraks to review special education bussing assignments and electronically notify you have additions, deletions or changes to your special education students that ride the bus.

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- Business Services could have access to the hosted version of TransTraks so they can process invoices and generate monthly billing statements for schools and outside customers from our field/athletic trip and vehicle maintenance modules.
- Each of your schools could have access to our Field Trip Request Web Site for TransTraks so they can generate field/athletic trip requests. This is a web-based service that we provide as part of your hosted solution. It links with TransTraks and syncs each school's trip requests to your version of TransTraks up in the cloud.

In short, with the proposal outlined above, we become your I.T. department with respect to your TransTraks experience. Your monthly subscription includes:

- You will receive the networked version of TransTraks. It can be a single user or multi-user configuration depending on how you want to set up the program. That means that you and anyone else you designate can be on the program, using its unique features.
- You get access to all the modules of TransTraks, including:
 - Student Information (including Student Passes, Parent Pay, Student Route Assignment and Student Services Remote Data Entry Module)
 - Routing (including mapping)
 - Employee Information
 - Basic Timekeeping (including Absences and Daily Reports)
 - Enhanced Time Clock System
 - Employee Training
 - Vehicle Maintenance (including work orders, invoicing, management reports)
 - Field Trips (including remote data entry of proposed trips by school personnel via the Internet)
- We are providing you with our Web-based Trip Request service as part of the base product. The users you assign to use our Web-based trip system are not counted against your TransTraks user count for the monthly charge. Most of our clients assign two authorized users from each of their schools. I want to emphasize that the web site field trip users are not counted against your main TransTraks users. This service will be offered free of charge.
- You will also be receiving our new iPad/iPhone or Android Tablet/Smartphone service so you can access TransTraks anywhere you have a wi-fi or cellular data signal.
- The Standard Installation package which includes free installation of the system. In addition, the applets necessary to access TransTraks via the Internet are also installed free on each workstation.
- We are also offering you free data import of your students. We will work with your I.T. staff to populate the TransTraks Student Module from your District Student Information System, and then set up a utility that will allow periodic updates so that the two student databases are synchronized. This is a savings of \$1,500.
- Annual Maintenance/Tech Support starting the first day of installation. We are waiving the tech support fee through March 2019. Starting April 1, 2020, the annual maintenance/tech support fee is \$1,475 per year. The fee will be prorated for the remaining months of the 2019-20 fiscal year and then you will receive a full invoice for the 2020-21 fiscal year. This will enable the District to receive all updates and new releases to this software product at no additional charge and free unlimited telephone and remote technical support.

TransTraks will be supporting the District using remote software such as LogMeIn Rescue and WebEx. They are Web-based and your computers need nothing more than a high-speed connection to the Internet. These programs will allow your users to remotely share their desktops over the Internet with TransTraks representatives to assist with questions, training and technical assistance. This is a free service with your Maintenance/Technical Support agreement.

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Additional Users: If you want to expand the use of TransTraks to other users at some time in the future, I have agreed to provide these additional users at a rate of \$60 per month. Obviously, that cannot be an open ended price. However, I will agree to hold that price for the next two years.

Billing: We provide our clients with the option of monthly billing or annual billing. You indicated in our meeting that you would like an annual invoice.

Training: If you wish to purchase training and implementation hours we charge \$185 per hour or if you buy in bulk amounts of 10 hours or more, then the rate drops to \$165 per hour.


Conclusion: TransTraks was designed by transportation and business professionals who understand that software should save you time and money. Return on investment (ROI) times for TransTraks are measured in months, not years. For example:

- Many clients report significant savings in labor hours and busing costs using the various TransTraks modules.
- The time necessary to maintain your driver training records is reduced by 75% to 80%.
- Vehicle maintenance records are automated, resulting in comprehensive history reports for your motor carrier and state inspections.
- The reports available in TransTraks allow you to make informed management decisions about your transportation program, including costs vs. revenues for field trips, vehicle maintenance, etc.
- TransTraks streamlines your charge back systems for vehicle maintenance and activity trips and provides your business office with comprehensive billing reports/invoices.
- The system includes a parent pay module that allows you to accurately track the revenues received from this system.
- Inefficiencies in routes can be analyzed by TransTraks to determine if miles and times can be trimmed for your various runs, thus saving you operational and labor costs.
- You can use TransTraks to perform student demographic analysis, and walking distance changes. By not having to buy a separate student demographic program, clients save tens of thousands of dollars.

As you can see, the investment in TransTraks will bring you a huge return on your relatively small investment.

Please feel free to call me at (925) 838-8514 if you need any further information. We look forward to partnering with the District to make your operations even more efficient and effective.

Sincerely,



Greg A. Marvel
President/CEO

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