



**Sales Quote Only.
This is Not an
Invoice.**

QUOTATION

Quote Number:
Q171003 - 1

Quote Date:
04/10/19

Page:
1

18200 Cascade Ave S
Seattle, WA 98188
www.zonarsystems.com

Voice: 206.878.2459
Fax: 206.878.3082

Quoted To:

Calexico Unified School District
Attn: Cesar Vega
901 Andrade Avenue
Calexico, CA 92231

Quoted Ship To:

Calexico Unified School District
Attn: Cesar Vega
901 Andrade Avenue
Calexico, CA 92231

Customer ID	Good Thru	Payment Terms	SalesPerson
	05/10/19	Net 30 Days	Connor Green

Order Qty	Item	Description	Unit Price	Total
		Bundled Option		
		Installation Cost Included		
17	V4001-H	V4 GPS Kit		
17	EVIR001-H	EVIR CSA Inspection Kit		
17	ZPASS001-H	ZPASS Bundled		
2	10085	GPS 4Pin Power Cable Assy		
17	80059	5 Pin Data I/O Cable		
4	81153	GPS Light Duty Cable Kit		
11	81523	GPS Diagnostic 9 Pin 500K		
5	81632	6-9 Pin Adapter		
17	GPS043-SB	Annual V4 Bundle HW Only	91.20	1,550.40
17	EVIR006-SB	Annual EVIR Bundle HW Only	68.40	1,162.80
17	ZPASS004-SB	Annual ZPASS Bundle Hardware Only	39.90	678.30
17	PAX002	Annual Drive Service	285.00	4,845.00
17	EVIR001-S	Annual EVIR CSA Inspection Service	79.80	1,356.60
17	GPS042-S	Annual Safestop	114.00	1,938.00
17	ACT001-S	GSM Activation		
17	PROV4	V4 Provisioning Fee	67.50	1,147.50
1	TRAINING	Training		
1	TRAVEL	Travel - Training & Prof Services		
1	S&H	Shipping and Handling		
		Three Year Contract Required		
		Early Termination Fees Will Apply		



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Subtotal:	12,678.60
Total Sales Tax:	0.00
Invoice Discount:	0.00
Total: USD	12,678.60

No Hardware or Services identified in this quotation will be provided by Zonar until the parties have executed a Service Agreement, a copy of which will be provided upon request and before acceptance of a customer purchase order. The Service Agreement has been omitted from this Quote for simplicity's sake. The rates and quantities on this quote are based on initial discussions about your fleet, and may change slightly if a detailed asset list provided by your fleet indicates that additional Hardware or Services are required based on your unique asset list.

Installation Terms and Assumptions

1. Miscellaneous Terms.

- a. Assumes installation of all Hardware identified in the attached Quote or Sales Order.
- b. Assumes minimum site access 6-days per week, 12 hours per day. Installation technician ("Tech") is expected to perform 8 hours of productive installation time per day.
- c. Assumes installs are completed at (1) geographic location(s).
- d. Assumes access to sites, vehicles and Zonar Hardware necessary to complete the project as quoted.
- e. Purchase Order commitment required at least 2 weeks in advance of project start date.
- f. Any changes to the vehicle asset list upon which the Quote or Sales Order was generated may result in price increases. Changes may include but are not limited to additional locations, new or different equipment (such as cables or Zonar equipment), or the identification of additional or different assets. If Customer provides a revised asset list Customer will receive a quote for any additional charges.
- g. Zonar will recommend placement of all equipment based on best practices. If Customer requests installation of equipment in a non-recommended location, Customer must approve such installation in writing, and thereby agrees to waive any and all claims against Zonar related to such installation. Customer will be responsible for any cost increase due to the new location.
- h. Customer shall make each vehicle or asset available to allow for the uninterrupted installation and testing of equipment by the Tech. Customer will be responsible for testing other vehicle equipment not installed by Zonar, such as Interlock devices and PTO idle devices.
- i. Customer will assign a primary contact to assist with communication and coordination of all installations and issue resolution. The customer primary contact must use provide reasonable assistance to Zonar and respond to all Zonar requests in a commercially reasonable time.
- j. Any special training, security clearances or other requirements associated with on-site installations must be identified and provided to Zonar in advance of all installations. Additional charges may be required to meet Customer site requirements. Customer is responsible for providing a safe work environment as required by federal and state statutes.
- k. Zonar is not responsible for retraining Customer's personnel if personnel miss approved scheduled training dates.
- l. Customer may be required to assist with transportation to remote and/or hard to access areas if standard transportation is not capable of access. Examples include, but are not limited to, snow, rugged terrain, or other obstacles to entry.
- m. Customer is required to fully participate in vehicle and equipment scheduling, availability and full access. Zonar and Customer's primary contact and/or their designee will create a mutually agreed upon schedule of assets, locations, installation times and associated equipment by asset to be installed based upon the approved sales order. Customer will be solely responsible for any cost overruns associated with delays due to asset unavailability, location changes, changes to the sales order asset list, or any delay outside of Zonar's reasonable span of control.

2. **Project closure and signoff.** Customer's primary contact or other designate will provide written confirmation project acceptance and closure (a project closure form will be provided upon request). Post acceptance, any additional work (other than work covered under warranty) will be quoted on a case by case basis. In the event that such an acceptance document or written list of issues is not received within 3 business days of the last day of work completed by Zonar, the project will be deemed fully approved and accepted by Customer. Any remaining assets not installed will be deemed completed at this time. For any remaining assets, Customer may choose to self-install or request a quotation from Zonar to complete remaining work.

3. Delay Terms.

- a. Once Tech is deployed, any delay outside of Zonar's (or its subcontractor's) control that results in additional hours of activity will be billed at \$100 per hour.
- b. Inclement weather is out of Zonar's control and can result in additional days required to complete installs if covered area is not available.
- c. Overnight stays will be charged at \$125 per Tech, per night
- d. Ground travel will be charged at \$1.00 per mile round trip
- e. Air travel will be charged at cost plus applicable fees

4. Cancellation Terms. In the event of a Customer cancellation, the following fees will apply:

- a. If the project is cancelled greater than 7 days in advance of the project start date, no charges will apply.
- b. If project is cancelled 7 days or less of the project start date, then \$250 charge per assigned technician will apply.
- c. If the project is cancelled after the installation begins, full project price as quoted will be billed unless other charges are agreed upon.

5. **Warranty.** Installation includes 365-day warranty on workmanship.