



500 West Big Beaver  
Troy, MI 48084  
troymi.gov

## CITY COUNCIL AGENDA ITEM



Date: September 13, 2023

To: Mark F. Miller, City Manager

From: Robert J. Bruner, Deputy City Manager  
Megan E. Schubert, Assistant City Manager  
Rob Maleszyk, Chief Financial Officer  
Dee Ann Irby, Controller  
Alex Bellak, Information Technology Director  
Kurt Bovensiep, Public Works Director  
Brian D Varney, Fleet Operations Manager  
Emily Frontera, Purchasing Manager

Subject: Standard Purchasing Resolution 4: Award – GSA Cooperative Purchasing Agreement– Fleet Management Software & Related Hardware Upgrade.

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### **History**

- The City of Troy Fleet Division has used *Faster Asset Solutions* fleet management software since December of 1998 to manage assets and the maintenance associated with those assets.
- The current fleet management software is windows based and becoming obsolete with no available updates and limited technical support.
- The recommended fleet management software will completely integrate with EJ Ward (the City's fuel management software), automatically linking fuel consumption to each asset and to alert mechanics as to when maintenance is required.
- The software system tracks inventory, work history, maintenance costs and analyzes life-cycle costs to determine the optimum time to replace a vehicle or piece of equipment.
- The selected Fleet Management Program Faster Web will be cloud-based and will offer better technical support and quicker updates.

### **Purchasing**

- *Faster Asset Solutions of Virginia Beach, VA* is the awarded low total bidder in the GSA Purchasing Cooperative Contract. The GSA Contract (ID #47QTCA23D0054) contract pricing is valid thru February 23, 2028.
- The quoted pricing is per the GSA contract and includes software, bar code scanner, barcode printer, delivery, installation, training and support for an estimated cost of \$82,296.
- Year 1 cost includes the purchase of the Fleet Management Software, Hardware and also includes the first year's technical support subscription.
- City Council authorized participation in the Cooperative Purchasing Programs on November 14, 2022 (Resolution #2022-11-157)
- Annual subscription and support costs for subsequent years has been provided by Faster Asset Solutions as per the GSA Contract for an estimated cost of \$16,018, which shall be included in future budgets.



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### **Financial**

- Funds are budgeted and available in the Public Works Fleet Division Capital Fund under project number 2024C0088 for the 2024 fiscal year. Expenditures of \$82,296.00 will be charged to account number 661.571.565.980.030.
- Funds for future annual subscription and support maintenance will be approved through the annual budget process and expenditures will be charge to Contractual Services Computer Maintenance account number 661.571.549.802.040.

### **Recommendation**

City Management requests authorization to purchase the Fleet Management Software Upgrade, related hardware and maintenance from *Faster Asset Solutions of Virginia Beach, VA* utilizing the GSA Cooperative Purchasing Contract (ID#47QTCA23D0054) for an estimated total cost of \$82,296.00; not to exceed budgetary limitations. City Management also requests authorization for an ongoing annual subscription and maintenance contract with *Faster Asset Solutions of Virginia Beach, VA* for an estimated cost of \$16,018; not to exceed budgetary limitations.



# FASTER Asset Solutions Quote and Proposal



Brian Varney

Fleet Operations Superintenden

City of Troy

FASTER Asset Solutions is pleased to submit our proposal, City of Troy, MI; FASTER Web Migration (GSA Contract #:47QTCA23D0054). FASTER has been in business since 1982 and provides FMIS systems to cities, counties, states, universities, airports, transit, public utilities, and private companies. FASTER is the largest provider of fleet management information systems (FMIS) to municipal governments in North America. We also believe FASTER is a superior choice because of the following key strategic differences in our company.

## The Most Experienced Staff in the Industry:

Seventy percent of FASTER's technical staff have been with us for more than 10 years. Reference checks will also reveal that no other vendor offers the level of professional technical support staff and responsiveness as FASTER. This results in a better implementation experience along with superior ongoing support, which ultimately results in better system utilization and ROI.

## FASTER Invests in the Long-Term:

No other systems provider offers better systems longevity or a more advanced and stable system. For nearly 40 years now we have continuously improved our system through three generations of technology. FASTER Web is our latest release and includes the ability to deploy as a cloud-based or on-premises system and integrate easily with other software through API technology.

## We are Product and Service Focused:

Likely the most important distinction of our company is that FASTER is product and service focused. Our strategy to continually reinvest in our products, solutions, and staff, allows us to build a reputation with our customers and partners to have industry leading software and the most responsive and knowledgeable support team in the asset management space.

Thank you for the opportunity to earn your business. If there is any additional information we can provide, or questions we can answer, please don't hesitate to let us know.

Sincerely,

Best Regards,

**John Griffin**

**FASTER Asset Solutions**

**Business Development Manager**

**Direct 757.623.1700 ext 3034**

**Mobile: 205.515.2167**

**John.G@fasterasset.com**

John Griffin

john.g@fasterasset.com



**FASTER Asset Solutions**  
760 Lynnhaven Pkwy, Suite 203  
Virginia Beach, VA 23452  
United States

T: 4023055850

Quote #	1056 v8
Date	Sep 5, 2023
Expires	Sep 30, 2023
Contact	John Griffin

**Prepared for** City of Troy  
Brian Varney  
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Troy, MI 48098-4928  
United States  
  
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ACCEPT QUOTE

# City of Troy, MI; FASTER Web Migration (GSA Contract #:47QTCA23D0054)

## One-Time Fees

Category	Item	Qty	Price	Total
LICENSE	<b>FASTER WEB CORE LICENSE FEE</b>	298	\$100.00	<del>\$29,800.00</del> <b>\$23,840.00</b>
	FASTER WEB Core license fee per standard asset.			
	Standard assets are those originally valued at \$5,000 or greater and active).			
	<ul style="list-style-type: none"><li>This includes one instance of the FASTER Web Application with one database.</li><li>Unlimited user access (named accounts) included.</li></ul>			
	20% Item Discount (\$5,960.00)			
	FASTER (Code: 001)			
LICENSE	<b>FASTER WEB Non Standard Assets License Fee</b>	70	\$25.00	<del>\$1,750.00</del> <b>\$1,400.00</b>
	For non standard assets (initial purchase price <\$5,000). Includes setup, license fee, lifetime software updates for customers, first year maintenance and support.			
	Fuel Only assets are also considered non standard regardless of initial purchase price.			
	20% Item Discount (\$350.00)			
	FASTER (Code: 012a)			



SETUP / INTERFACE	<b>Database Management &amp; Setup Migrating Customer</b>	1	\$2,000.00	<del>\$2,000.00</del> <b>\$1,000.00</b>
	Establishment of one FASTER Web instance with a single Database. This setup includes the FASTER Web test environment that will be used during the entire implementation, all database configuration, testing, backup configuration, and validation. Includes 24x7x365 cloud database access. This same environment will be promoted to be the production environment at the time of Go-Live.			
	<ul style="list-style-type: none"><li>Backups: Hourly database backups will be conducted to ensure consistent and recoverable backups of the database to restore from in the event of an emergency. Database Backups will be limited to 14 days of recoverability. Backups will also be sent daily to a secure, offsite location</li><li>Includes all support and maintenance for the first year of service.</li></ul>			
	50% Item Discount (\$1,000.00)			
	Faster Asset (Code: 620)			

One-Time Subtotal	\$33,550.00
Discount	(\$7,310.00)

Annual Fees

Category	Item	Qty	Price	Total
SUPPORT and MAINTENANCE	<b>FASTER WEB CORE ANNUAL SUPPORT &amp; MAINTENANCE</b>	298	\$20.00	<del>\$5,960.00</del> <b>\$5,662.00</b>
	FASTER WEB Core annual support and maintenance fee per standard asset.			
	5% Item Discount (\$298.00)			
	FASTER (Code: 001A)			
SUPPORT and MAINTENANCE	<b>FASTER WEB NON STANDARD ANNUAL SUPPORT &amp; MAINTENANCE</b>	70	\$5.00	<del>\$350.00</del> <b>\$332.50</b>
	FASTER WEB Non-Standard Assets annual support and maintenance fee per non-standard asset.			
	5% Item Discount (\$17.50)			
	FASTER (Code: FWNSALICANN)			
SUPPORT and MAINTENANCE	<b>Database Annual Support and Maintenance</b>	1	\$9,000.00	<del>\$9,000.00</del> <b>\$8,550.00</b>
	Annual fee for support, maintenance, software upgrades, firmware/database management, data storage, and report management.			
	<ul style="list-style-type: none"><li>Backups: Hourly database backups will be conducted to ensure consistent and recoverable backups of the database to restore from in the event of an emergency. Database Backups will be limited to 14 days of recoverability. Backups will also be sent daily to a secure, offsite location</li><li>Includes 24x7x365 cloud database access.</li></ul>			
	5% Item Discount (\$450.00)			
	FASTER (Code: DBMSANN)			



SUPPORT and MAINTENANCE / hosting	<input type="checkbox"/> Database Access via SQL Server Management Studio (SSMS) <i>Optional</i>	1	\$3,000.00	Not Selected
	854: Database Access via SQL Server Management Studio (SSMS)			
	This service will permit FASTER to provide the Customer remote access to SQL Server Management Studio (SSMS) via Remote Apps to directly access the database.			
	FASTER (Code: AC854)			

\* Annual Support and Maintenance Fees billing schedules are outlined in the terms and conditions.

Annual Support And Maintenance Subtotal	\$15,310.00
Discount	(\$765.50)

FASTER Web Interface Add-On Solutions

One-Time Fees

Category	Item	Qty	Price	Total
SETUP / INTERFACE	<b>Fuel Import - Single Vendor (Existing Customer)</b>	1	\$3,605.00	<del>\$3,605.00</del>
	Single Vendor Fuel Import			<b>\$3,424.75</b>
	This is a single vendor fuel import for an existing customer who has been live on a FASTER product for more than 6 months. The import includes 1 (one) of the following options:			
	<div>1. Import a new fuel vendor fuel transaction file.</div> <div>2. Import a new fuel file from your existing vendor.</div>			
	FASTER will conduct complete configuration and testing of the fuel file layout and export files (flat files) from the fuel system.			
	Site & Dispenser optional add on is available, if required, to the single vendor fuel import			
	5% Item Discount (\$180.25)			
	FASTER (Code: 301)			
SETUP / INTERFACE	<b>Single Vendor Site and Dispenser Add On</b>	1	\$2,575.00	<del>\$2,575.00</del>
	This is an optional add-on to the Fuel Import (FI) to enable you to track the specific fuel site and/or fuel dispenser. This optional add on allows configuration to track Inventory Items so fuel imports deplete quantity from inventory.			<b>\$0.00</b>
	100% Item Discount (\$2,575.00)			
	Faster Asset (Code: 303)			



SETUP / INTERFACE	<b>Dashboard</b>  The Faster Dashboard provides easy access to an at-a-glance overview of key performance indicators and data for your organization. The FASTER Dashboard is designed to give fleets a way to monitor performance, communicate, and make quick decisions about their operations. It comes with 20 Key Performance Indicators (KPIs) charts within the Dashboard Add-on, which includes the 8 module landing charts available within FASTER Web which can also be accessed via the Dashboard for one convenient high level overview.  100% Item Discount (\$10,300.00)  FASTER (Code: 207nc)	1	\$10,300.00	<del>\$10,300.00</del> <b>\$0.00</b>
SETUP / INTERFACE	<b>Barcoding Add-On Setup</b>  The FASTER Barcoding Add-on provides the ability to scan and print labels on customer provided hardware. This module allows for ease of data entry as well as inventory control. <ul style="list-style-type: none"><li>• Beneficial add on for use with in-house numbering system. OEM labels may be used effectively as well.</li><li>• Simplifies inventory and intake processes for inventory items and storerooms.</li><li>• Quickly scan incoming inventory with 2D or Symbology – Code 128 barcodes.</li><li>• Reduces data errors that occur with any manual data entry process.</li><li>• Print barcode labels for items, including labels for a range of items simultaneously.</li></ul> 20% Item Discount (\$1,236.00)  FASTER (Code: 208)	1	\$6,180.00	<del>\$6,180.00</del> <b>\$4,944.00</b>

SETUP /  
MotorPool

☐ **MotorPool Asset Sharing, Rental & Reservations System** *Optional*

1

\$30,900.00

Not Selected

MotorPool Asset Sharing, Rental and Reservation System/Add-on is a comprehensive system for managing motor pools, asset sharing, rental and reservations, which is available both as an add-on to FASTER Web and as a standalone system.

With unlimited user access (named accounts), this web-based rental and reservation application is designed for both attended and unattended motor pools. It provides simple and sensible workflow processes that are user friendly for both the customer and end user. Its flexible rate structures, configuration, and consolidated billing provides the ability to seamlessly manage multiple pool locations.

- MotorPool is a software application. Key box hardware and/or telematics hardware and infrastructure are available as an optional add on.
- Current or legacy MotorPool product data may be converted to the new FASTER Web-based MotorPool product on a custom basis as an optional add on.
- Data conversion services for asset master records and users is available as an optional add on.
- MotorPool is available as both an add-on to FASTER Web or as a standalone system.
- MotorPool is deployed within 10 business days of go-live date if purchased with FASTER Web
  - Implementation includes two sessions, a system overview meeting for key users and stakeholders and live remote go-live training for users.
- Standalone MotorPool deployment implementations include the following additional sessions
  - Two additional live remote user trainings for the Asset and Accounting modules.

5% Item Discount (\$0.00)

Faster Asset (Code: 204)

Training

☐ **MotorPool System Overview & Configuration Sessions** *Optional*

1

\$1,500.00

Not Selected

System overview and configuration session activities take place via live remote web-based session to prepare and train customer for set up and software configuration.

5% Item Discount (\$0.00)

Faster Asset (Code: 511mp)

Training

☐ **MotorPool System Training/Go Live** *Optional*

1

\$1,500.00

Not Selected

Remote MotorPool Operations User Training (includes dispatchers, reservationist and admin).

- Additional classes may be purchased if needed.
- Onsite training is available and can be quoted at customer's request.

5% Item Discount (\$0.00)





Faster Asset (Code: 512mp)

One-Time Subtotal	\$22,660.00
Discount	(\$14,291.25)

Annual Fees

Category	Item	Qty	Price	Total
SUPPORT and MAINTENANCE	<b>Fuel Import Single Vendor Support and Maintenance Existing Customer</b>	1	\$721.00	<del>\$721.00</del>
	Annual support and maintenance for fuel import for existing customer			<b>\$684.95</b>
	5% Item Discount (\$36.05)			
	FASTER (Code: 301ann)			
SUPPORT and MAINTENANCE	<b>Single Vendor Site and Dispenser Support and Maintenance</b>	1	\$515.00	<del>\$515.00</del>
	Annual support and maintenance for site and dispenser			<b>\$0.00</b>
	100% Item Discount (\$515.00)			
	FASTER (Code: 303ann)			
SUPPORT and MAINTENANCE	<b>Dashboard Annual Support and Maintenance</b>	1	\$2,060.00	<del>\$2,060.00</del>
	100% Item Discount (\$2,060.00)			<b>\$0.00</b>
	FASTER (Code: 207ncann)			
SUPPORT and MAINTENANCE	<b>Barcoding Add-On Annual Support &amp; Maintenance</b>	1	\$1,236.00	<del>\$1,236.00</del>
	Annual recurring support and maintenance for barcode module			<b>\$788.55</b>
	Item Discount (\$447.45)			
	FASTER (Code: 208ANN)			
SUPPORT and MAINTENANCE / MotorPool	<input type="checkbox"/> <b>MotorPool System Annual Support and Maintenance</b> <i>Optional</i>	1	\$6,180.00	Not Selected
	Asset Sharing, Rental & Reservations System annual support, maintenance and lifetime upgrades.			
	FASTER (Code: MPANN)			

\* Annual Support and Maintenance Fees billing schedules are outlined in the terms and conditions.

Annual Support And Maintenance Subtotal	\$4,532.00
Discount	(\$3,058.50)

FASTER Web Utility Add-On Solutions

One-Time Fees

Category	Item	Qty	Price	Total



CUSTOM	<input type="checkbox"/> Custom Integrations <i>Optional</i>	1	\$8,000.00	Not Selected
Custom integrations include both data imports and data exports. Specialized imports of Purchase Orders, Invoices, and Receipts.				
5% Item Discount (\$0.00)				
FASTER (Code: CSTI)				
Custom Integration Options: Scheduled Asset History/CPM export based on Customer requirements (CSTI50)				

One-Time Subtotal \$0.00

Annual Fees

Category	Item	Qty	Price	Total
* Annual Support and Maintenance Fees billing schedules are outlined in the terms and conditions.				
Annual Support And Maintenance Subtotal				\$0.00

FASTER Web Data Services

One-Time Fees

Category	Item	Qty	Price	Total
Service / Data	Migration Data Conversion	1	\$20,000.00	<del>\$20,000.00</del> \$19,000.00
The Migration Data Conversion Product is used for migrating data from FASTER Win to FASTER Web.				
<ul style="list-style-type: none"><li>Data Migration for FASTER Win Add-Ons are quoted individually and require an individual requirements scope</li><li>Data Migration for FASTER Win Customizations are quoted individually and require an individual requirements scope</li></ul>				
5% Item Discount (\$1,000.00)				
Faster Asset (Code: 408)				
	Base Price		\$20,000.00	\$20,000.00

Data Services	<input type="checkbox"/> Advanced Historical Data Conversion & Testing <i>Optional</i>	1	\$14,000.00	Not Selected
<p>The Advanced Historical Data Conversion requires you to have SQL tools and database development skills with an understanding of your existing database schema. In addition to the Core Data Conversion this optional package allows you to convert the following records into your FASTER Web Asset Management System and require:</p> <ul style="list-style-type: none"><li>• Historical Work Orders &amp; Direct Charge Transactions<ul style="list-style-type: none"><li>◦ Parts Issued on Work Order</li><li>◦ Meter Offsets on Work Order</li><li>◦ Labor &amp; Sublets</li></ul></li><li>• Historical Fuel Transactions (cost, quantity, fuel type, meter reading)</li></ul> <p>* A comprehensive list of fields that can be staged and converted can be provided upon request.</p> <p>This package does <b>not</b> include staging or conversion of active (open) Work Orders, Part Issues, Direct Charges, or Fuel Transactions. Any Active or Open transactions will need to be manually entered into FASTER Web after Go-Live.</p> <p>Like the Core Data Conversion, FASTER provides you with tools you will need to properly identify and map fields from your existing system, then stage your data in FASTER's Staging database that's converted to FASTER Web. You will need to obtain access to a data dictionary defining your current and legacy data/systems side; FASTER cannot provide this.</p> <p>FASTER's Staging Data Tools:</p> <ul style="list-style-type: none"><li>• FASTER Staging Database: Insert data directly into a staging database using your SQL tools. This requires you to have SQL tools and database development skills with an understanding of your existing database schema.</li><li>• The FASTER Staging Data Dictionary detailing each of the fields that are required, conditionally required, and optional.</li><li>• The FASTER Staging Database Inspection tools and reports that you will run and check the staged data and ensure no errors exist.</li></ul> <p>Once your data is staged and ready, FASTER converts the staging database over into the FASTER Web database structure and tests the converted data against the staging database.</p> <p>The Advanced Historical Data Conversion service is an optional add on to the Core Data Conversion and Implementation service.</p> <p>Faster Asset (Code: 400ah)</p>				

One-Time Subtotal	\$20,000.00
Discount	(\$1,000.00)



FASTER Web Training

One-Time Fees

Category	Item	Qty	Price	Total
Training	<b>System Overview Meetings (SOM)</b>  System overview meetings take place via live, remote web-based sessions. Either one or two overview meetings are conducted depending on the number of participants and availability.  3.5% Item Discount (\$115.50)  Faster Asset (Code: 511a)	1	\$3,300.00	<del>\$3,300.00</del> <b>\$3,184.50</b>
Training	<b>Configuration Training</b>  Configuration Training takes place via live, remote, web-based sessions. Up to three sessions are scheduled based on number of participants, customer availability, and if account coding configuration training is required.  Item Discount (\$285.25)  Faster Asset (Code: 511b)	1	\$3,300.00	<del>\$3,300.00</del> <b>\$3,014.75</b>
Training	<b>System Training/Go Live</b>  On Site Training - Go Live  Hands-on instructor led training at a single location for up to 20 attendees. Additional training sessions and instructors may be added at any time, if needed, up to 4 (four) weeks prior to go live date.  3.5% Item Discount (\$0.00)  FASTER (Code: 512)	1	\$0.00	<b>\$0.00</b>
Training	<b>Asset Module Go Live Training Class</b>  4 Hour live-remote training session  3.5% Item Discount (\$28.00)  FASTER (Code: 512a)	1	\$800.00	<del>\$800.00</del> <b>\$772.00</b>
Training	<b>Maintenance Module Go Live Training Class</b>  4 Hour live-remote training session  3.5% Item Discount (\$28.00)  FASTER (Code: 512b)	1	\$800.00	<del>\$800.00</del> <b>\$772.00</b>
Training	<b>Inventory Module Go Live Training Class</b>  4 Hour live-remote training session  3.5% Item Discount (\$28.00)  FASTER (Code: 512c)	1	\$800.00	<del>\$800.00</del> <b>\$772.00</b>



Quote

Training	<b>Fuel Module Go Live Training Class</b> 1 Hour live-remote training session  3.5% Item Discount (\$7.00)  FASTER (Code: 512d)	1	\$200.00	<del>\$200.00</del> <b>\$193.00</b>
Training	<b>Vendors &amp; Accounting Module Go Live Training Class</b> 1.5 Hour live-remote training session  3.5% Item Discount (\$10.50)  FASTER (Code: 512e)	1	\$300.00	<del>\$300.00</del> <b>\$289.50</b>
Training	<b>Technician Module Go Live Training Class</b> 2.5 Hour live-remote training session  3.5% Item Discount (\$17.50)  FASTER (Code: 512f)	1	\$500.00	<del>\$500.00</del> <b>\$482.50<sup>†</sup></b>
Training	<input type="checkbox"/> <b>Go-Live Week System Training - Additional Trainer(s)</b> <i>Optional</i>  Trainers are available on site for approximately 8 hours per day for the go live week. If additional trainers are needed due to shift work, exceeding maximum class size, or other customer driven training requirements. Costs are per additional FASTER trainer per week. All costs include travel, lodging, and per diem. No additional costs are included.  3.5% Item Discount (\$0.00)  FASTER (Code: 512g)	1	\$2,750.00	Not Selected
Training	<input type="checkbox"/> <b>Remote Training Sessions</b> <i>Optional</i>  This instructor led remote video session includes three, 4-hour blocks of follow-up, additional or review training. Session options include any module or question and answer session with key users. <ul style="list-style-type: none"><li>• Participants have the option to interact with the software in training mode during the remote session.</li><li>• Training is conducted via web conference software provided by FASTER.</li></ul> 3.5% Item Discount (\$0.00)  FASTER (Code: 515)	1	\$1,150.00	Not Selected
Training	<b>2023 FASTER User Conference Registration</b>  This includes full conference registration (3 Days). (travel and lodging not included)  100% Item Discount (\$1,900.00)	2	\$950.00	<del>\$1,900.00</del> <b>\$0.00</b>

One-Time Subtotal	\$11,900.00
Discount	(\$2,419.75)



One-Time Fees

Category	Item	Qty	Price	Total
EQUIPMENT	<b>Barcode Label Printer</b>	1	\$1,690.00	<b>\$1,690.00</b>
	Thermal Transfer			
	Touch Screen/Ethernet/USB, 203 dpi			
	Wireless, 802.11 Connectivity			
SUPPORT & MAINTENANCE / SUPPORT	<b>Extended Support/Repair</b>	1	\$395.00	<b>\$395.00</b>
	Extended Support, <b>One Year</b> Onsite Repair/Fix			
	<i>Includes all Parts, Travel, and Labor (except for the printhead)</i>			
	Service and Support Includes: <div>1. Unlimited Repairs, Travel Time and All Labor 2. All Parts (Excluding Printheads) 3. Onsite Response with Parts in Hand 4. Only New OEM Parts Used in Repairs 5. Free Telephone Technical Support</div> <p>All service and support for barcoding hardware will be performed by ALPHA SYSTEMS. FASTER Asset Solutions is not responsible for any repairs, support, or warranty work performed on ALPHA SYSTEMS hardware.</p>			
EQUIPMENT	<b>Barcode Reader and Data Collection</b>	1	\$929.00	<b>\$929.00</b>
	Cordless Honeywell Granit Scanner, Flex Range			
	1D/2D Reader, Industrial Reader Kit.			
	Includes Charging Cradle and USB/Power Cable			
SUPPORT & MAINTENANCE / SUPPORT	<b>Platinum Level Edge Service Repair</b>	1	\$175.00	<b>\$175.00</b>
	3-year Repair/Replace; Comprehensive Coverage			
	Service and Support Includes: <div>1. Unlimited Repairs, Parts 2. Full Comprehensive Coverage (accidental damage), Normal Wear and Tear</div> <p>All service and support for barcoding hardware will be performed by ALPHA SYSTEMS. FASTER Asset Solutions is not responsible for any repairs, support, or warranty work performed on ALPHA SYSTEMS hardware.</p>			

One-Time Subtotal

\$3,189.00

Summary

<sup>†</sup> Non-taxable item

Please contact us if you have any questions.

One-Time Subtotal	\$91,299.00
Discount	(\$25,021.00)
<b>Total One-Time</b>	<b>\$66,278.00 USD</b>



Annual Support And Maintenance Subtotal	\$19,842.00
Discount	(\$3,824.00)
<b>Total Annual Support And Maintenance</b>	<b>\$16,018.00 USD</b>

ACCEPT QUOTE

Cost Breakdown

Category	One-Time Fees	Annual Fees
SETUP / INTERFACE	\$24,660.00	—
SUPPORT and MAINTENANCE	—	\$19,842.00
SETUP / MotorPool	—	—
SUPPORT and MAINTENANCE / MotorPool	—	—
Training	\$11,900.00	—
CUSTOM	—	—
Service / Data	\$20,000.00	—
Data Services	—	—
EQUIPMENT	\$2,619.00	—
SUPPORT & MAINTENANCE / SUPPORT	\$570.00	—
LICENSE	\$31,550.00	—
SUPPORT and MAINTENANCE / hosting	—	—
Discount	(\$25,021.00)	(\$3,824.00)
<b>Total</b>	<b>\$66,278.00 USD</b>	<b>\$16,018.00 USD</b>



- Standard agreement for recurring pricing model is 60 months.
- Cancellation of service prior to term expiration will result in an early termination fee equal to 85% of the recurring fees for the remaining term period.
- Hourly database backups (secure, offsite location) will be conducted to ensure consistent and recoverable backups of the database to restore from in the event of an emergency.
- Complete database recovery backups are available for 14 (fourteen) days.
- Recurring fees may be increased after the initial term is completed.
- All service and support for barcoding hardware will be performed by ALPHA SYSTEMS. FASTER Asset Solutions is not responsible for any repairs, support, or warranty work performed on ALPHA SYSTEMS hardware.
- PAYMENT TERMS:
  - One Time Fees: 30% at Purchase Confirmation/30% at Installation of Software/20% at System Overview/20% at Delivery of Converted Data, Go Live.



- 100% of Annual Fees at Installation of *FASTER* Web. Any months remaining on *FASTER* Win support will be deducted from the first year's annual fee.
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***Legacy Data Preparation and Cleanup***

FASTER Asset Solutions always recommends that customers confirm that all legacy system data is current, accurate, and in good order. Data maintained in good order from previous systems will not typically require any corrections and can be imported effectively and efficiently into the FASTER Web product without issue. In the event that there are legacy data issues that require correction by the customer, FASTER Web consultants will support those efforts for our customers by providing guidance and advice.