INIT Innovations in Transportation, Inc.
424 Network Station
Chesapeake, VA, 23320

Phone: 757-413-9100
sales@initusa.com
www.initusa.com

- Development to support all of the necessary modifications to the Customer Relationship Module (CRM) that would allow customer service representatives to support customer inquiries into open payment card history associated with a transit ride.

- Development to support modifications to the customer website that would provide customers the ability to review their payment and ridership history.

Notes:

All modifications will follow Payment Card Industry Data Security Standards (PCI-DSS) and should include a roadmap to achieve Point to Point Encryption.

Pricing - Open Payments:

Item	Description	Qty	Price Per Unit USD from calc	Price Total USD from calc
1	**Open Payments | One-Time Costs**	**1**	**$307,340.88**	**$307,340.88**
	• MOBILEvario extensions for open payments • PROXmobil software extensions for open payments • PCI Conformance including technical clarifications • Development			
2	**Open Payments | Per Device License**	**1229**		
	Open Payment License per vehicle - first 800 devices	**800**	**$220.00**	**$176,000.00**
	Open Payment License per vehicle - 429 devices	**429**	**$176.00**	**$75,504.00**
3	**INIT Project Management / System Engineering**	**1**	**$88,000.00**	**$88,000.00**
	• Requirement analysis and documentation • Software design • System Integration • Installation and test • Acceptance			
	Subtotal*			**$ 646,844.88**

*California taxes do not apply to software licenses.

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Pricing - Inspection:

Item	Description	Qty	Price Per Unit USD from calc	Price Total USD from calc
4	**Fare Inspection Device Hardware**	25	**$3,800.00**	**$95,000.00**
	PROXbluetooth External proximity reader			
	Hardware Sales Tax 7.75%			**$7,362.50**
5	**Fare Inspection Software**	1	**$54,334.60**	**$54,334.60**
	EBROS App Software Software Configuration			
6	**INIT Project Services**	1	**$46,200.00**	**$46,200.00**
	• Requirement analysis and documentation • System Integration • Installation and test • Acceptance			
	Subtotal			**$ 202,897.10**

Software Maintenance:

Item	Option	Yrs	Price Per Unit USD	Price Total USD
7	**Open Payment Validation Software Maintenance**	10	**$33,884.04**	**$338,840.40**
8	**Open Payment Inspection Software Maintenance**	10	**$3,580.56**	**$35,805.60**

Optional Extended Hardware Warranty Inspection Adapter:

Item	Option	Qty	Price Per Unit USD	Price Total USD
9	**Extended Hardware Warranty**	25	**$672.00**	**$16,800.00**
	PROXbluetooth External proximity reader			
	Total			**$ 16,800.00**

Grand Total w/o Option			**$ 1,224,387.98**

Proposal is valid only in its entirety.

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