

PRICE QUOTATION

CARAHSOFT TECHNOLOGY CORP

11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190
 PHONE (703) 871-8585 | FAX (703) 871-8505
 WWW.CARAHSOFT.COM | SALES@CARAHSOFT.COM



TO: Tremayne McMurray
 Deputy Chief
 Dekalb County Fire Department
 727 Camp Road
 Decatur, GA 30032 USA

FROM: Sophia Peper
 Carahsoft Technology Corp.
 11493 Sunset Hills Road
 Suite 100
 Reston, Virginia 20190

EMAIL: TMMcMurray@dekalbcountyga.gov

EMAIL: Sophia.Peper@carahsoft.com

PHONE:

PHONE: (571) 662-3008

TERMS: OMNIA GA : 23-6692
 Term: May 1, 2023 - April 30, 2025
 FTIN:52-2189693
 Shipping Point: FOB Destination
 Credit Cards: VISA/MasterCard/AMEX
 Remit To: Same as Above
 Payment Terms: Net 30 (On Approved Credit)
 Sales Tax May Apply

QUOTE NO:	44830596
QUOTE DATE:	06/11/2024
QUOTE EXPIRES:	10/31/2024
RFQ NO:	
SHIPPING:	GROUND
TOTAL PRICE:	\$265,139.64
SHIPPING AMOUNT:	\$320.00
TOTAL QUOTE:	\$265,459.64

LINE NO.	PART NO.	DESCRIPTION	QUOTE PRICE	QTY	EXTENDED PRICE
HARDWARE AND ACCESSORIES					
1	CBL-VG-CAUX-756	Breakout Cable for Auxiliary inputs on VG54 Samsara, Inc - CBL-VG-CAUX	\$0.00	COOP 86	\$0.00
2	HW-CM33-2	Forward-facing AI Dash Cam CM33 *Series 4 Samsara, Inc - HW-CM33	\$0.00	OM 86	\$0.00
3	HW-VG54-NAH	Enhanced Vehicle IoT Gateway for use in North America, for Heavy Duty vehicles only. Requires CBL-VG-Cxx class cables. Samsara, Inc - HW-VG54-NAH	\$0.00	COOP 53	\$0.00
4	CBL-VG-CJ1939-756	Enhanced VG Series J1939 or J1708 (9-pin) cable. Samsara, Inc - CBL-VG-CJ1939	\$0.00	COOP 53	\$0.00
5	HW-VG54-NA	Enhanced Vehicle IoT Gateway for use in North America. Requires CBL-VG-Cxx class cables. Samsara, Inc - HW-VG54-NA	\$0.00	COOP 33	\$0.00
6	CBL-VG-COBDII-Y1-756	Enhanced VG Series OBDII J1962 L-mount cable Samsara, Inc - CBL-VG-COBDII-Y1	\$0.00	COOP 33	\$0.00
HARDWARE AND ACCESSORIES SUBTOTAL:					\$0.00
YEAR 1 LICENSES, BUNDLES AND ALPHA INSTALLATION					
7	LIC-CM2-ENT	License for dual-facing dash cam, includes support, software updates, and hosted cloud service Full HD video with Infrared LED for night vision Built-in audio speaker supports optional in-cab alerts for driver coaching. Advanced edge computing allows fo Samsara, Inc - LIC-CM2-ENT Start Date: 08/01/2024 End Date: 07/31/2025	\$504.26	COOP 86	\$43,366.36
8	LIC-VG-PS-756	Vehicle Gateway License without ELD and without WiFi that should be sold to Public Sector customers within a singled bundled price. Samsara, Inc - LIC-VG-PS Start Date: 08/01/2024 End Date: 07/31/2025	\$250.21	COOP 86	\$21,518.06

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LINE NO.	PART NO.	DESCRIPTION	QUOTE PRICE	COOP	QTY	EXTENDED PRICE
9	PS-SE-756	Professional Services - Software Engineer - Per Hour Alpha Communications Install Services - Installation of VG54 with assorted power cables. Carahsoft Technology Corporation - PS-SE Start Date: 08/01/2024 End Date: 07/31/2025	\$26.60	COOP	81	\$2,154.60
10	PS-SE-756	Professional Services - Software Engineer - Per Hour Alpha Communications Install Services - Installation of CM31 windshield camera. Carahsoft Technology Corporation - PS-SE Start Date: 08/01/2024 End Date: 07/31/2025	\$21.28	COOP	81	\$1,723.68
11	PS-SE-756	Professional Services - Software Engineer - Per Hour Alpha Communications Install Services - Installation of PTO in police cars(lights and siren) must have 12V source to wire in. Carahsoft Technology Corporation - PS-SE Start Date: 08/01/2024 End Date: 07/31/2025	\$21.28	COOP	81	\$1,723.68
YEAR 1 LICENSES, BUNDLES AND ALPHA INSTALLATION SUBTOTAL:						\$70,486.38
YEAR 2 LICENSES AND BUNDLES						
12	LIC-CM2-ENT	License for dual-facing dash cam, includes support, software updates, and hosted cloud service Full HD video with Infrared LED for night vision Built-in audio speaker supports optional in-cab alerts for driver coaching. Advanced edge computing allows fo Samsara, Inc - LIC-CM2-ENT Start Date: 08/01/2025 End Date: 07/31/2026	\$504.26	COOP	86	\$43,366.36
13	LIC-VG-PS-756	Vehicle Gateway License without ELD and without WiFi that should be sold to Public Sector customers within a singled bundled price. Samsara, Inc - LIC-VG-PS Start Date: 08/01/2025 End Date: 07/31/2026	\$250.21	COOP	86	\$21,518.06
YEAR 2 LICENSES AND BUNDLES SUBTOTAL:						\$64,884.42
YEAR 3 LICENSES AND BUNDLES						
14	LIC-CM2-ENT	License for dual-facing dash cam, includes support, software updates, and hosted cloud service Full HD video with Infrared LED for night vision Built-in audio speaker supports optional in-cab alerts for driver coaching. Advanced edge computing allows fo Samsara, Inc - LIC-CM2-ENT Start Date: 08/01/2026 End Date: 07/31/2027	\$504.26	COOP	86	\$43,366.36
15	LIC-VG-PS-756	Vehicle Gateway License without ELD and without WiFi that should be sold to Public Sector customers within a singled bundled price. Samsara, Inc - LIC-VG-PS Start Date: 08/01/2026 End Date: 07/31/2027	\$250.21	COOP	86	\$21,518.06
YEAR 3 LICENSES AND BUNDLES SUBTOTAL:						\$64,884.42

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LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
YEAR 4 LICENSES AND BUNDLES						
16	LIC-CM2-ENT	License for dual-facing dash cam, includes support, software updates, and hosted cloud service Full HD video with Infrared LED for night vision Built-in audio speaker supports optional in-cab alerts for driver coaching. Advanced edge computing allows fo Samsara, Inc - LIC-CM2-ENT Start Date: 08/01/2027 End Date: 07/31/2028		\$504.26	COOP 86	\$43,366.36
17	LIC-VG-PS-756	Vehicle Gateway License without ELD and without WiFi that should be sold to Public Sector customers within a singled bundled price. Samsara, Inc - LIC-VG-PS Start Date: 08/01/2027 End Date: 07/31/2028		\$250.21	COOP 86	\$21,518.06
YEAR 4 LICENSES AND BUNDLES SUBTOTAL:						\$64,884.42
SUBTOTAL:						\$265,139.64
TOTAL PRICE:						\$265,139.64
SHIPPING AMOUNT:						\$320.00
TOTAL QUOTE:						\$265,459.64

License Term

The license term for the Samsara Software licenses purchased under this Order Form begins on the day Samsara activates the applicable Samsara Software license by providing you a claim number and access to the Hosted Software ("License Start Date). If Hardware associated with a then-unactivated Samsara Software license will be shipped to you under this Order Form, such Samsara Software license will be activated on the day the Samsara Hardware ships. Notwithstanding the foregoing, if you are renewing the license term for a previously-activated Samsara Software license under this Order Form, the License Start Date for the renewal license term shall be the day that Samsara extends your access to the Hosted Software for the renewal license term. Samsara Hardware requires a valid license to function. Samsara may ship Hardware under this Order Form subject to a schedule as mutually agreed between the Parties or as determined by Samsara. To the extent such Hardware is associated with then-unactivated Samsara Software licenses, the Samsara Software license term for each such Hardware device will start on the day that device ships regardless of the shipment schedule for the other such Hardware devices. If all such Hardware is shipped in one shipment, the license term for all such Hardware will be the full license term under this Order Form. If such Hardware is shipped in multiple shipments, only the license term of such Hardware in the initial shipment will be such full license term. The license term of the remaining such Hardware shipped after the initial shipment will be set to match the then-remaining license term of the initial shipment, so that the license term for all such Hardware under this Order Form expires on the same date. The total cost of the licenses for such Hardware shipped after the initial shipment will be pro-rated based on their actual license term, rounded up to the nearest month, as compared to the full license term under this Order Form. Certain payment amounts under this Order Form assume that the entire order is fulfilled at the same time and are subject to potential reduction based on the actual schedule of order fulfillment.

Support and Warranty

Samsara stands behind its Products. Hardware Products that require a valid license to function come with a warranty that lasts as long as you maintain a valid license for such Hardware. All other Hardware Products, such as accessories, come with a one-year warranty, unless otherwise specified on the relevant Samsara data sheet. During the warranty period, Hardware exhibiting material defects will be replaced pursuant to our Hardware Warranty & RMA policy at www.samsara.com/support/hardware-warranty. Additional support information can be found at www.samsara.com/support.

Terms

Unless otherwise set forth herein, your use and access of the Hardware, Products, and Services specified herein are governed by Samsara's terms of service found at <https://www.samsara.com/terms-of-service>, unless the Parties have entered into a separate terms of service agreement and/or a separate terms of service agreement is attached to this Order Form, in which case such separate terms of service agreement shall govern (the 'Terms of Service'). You agree to be bound by the Terms of Service, and any capitalized terms not defined herein shall have the meaning set forth in the Terms of Service. You further agree that any other Order Forms you enter into for the purchase of Products shall also be governed by the Terms of Service unless otherwise set forth in the applicable Order Form. For clarity, unless otherwise agreed by the Parties or approved by Samsara, the pricing and payment terms under this Order Form shall not apply to any such other Order Forms.

The continuation of this Agreement on an annual basis after the Effective Date is contingent upon the appropriation of sufficient funds. If sufficient funds fail to be appropriated to provide for the continuation of the Agreement, the Agreement shall terminate on the date of the beginning of the subsequent fiscal year for which funds have not been appropriated. Samsara shall be entitled to payment for deliverables in progress; liabilities, fees, or costs caused by such termination including for obligations that extend beyond the date of termination; and reasonable Agreement close-out costs.