

PRICE QUOTATION

CARASOFT TECHNOLOGY CORP



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



TO: Reginald Wells
 Director
 DeKalb County Watershed
 1641 Roadhaven Dr
 Stone Mountain, GA 30083 USA

FROM: Abigail Drumheller
 Carahsoft Technology Corp
 11493 Sunset Hills Road
 Suite 100
 Reston, Virginia 20190

EMAIL: rdwells@dekalbcountyga.gov

EMAIL: Abigail.Drumheller@carahsoft.com

PHONE: (919) 413-0652

PHONE: (571) 662-3072

TERMS: OMNIA GA : 23-6692-01
 Term: May 1, 2023 - April 30, 2028
 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: 63879699
QUOTE DATE: 03/27/2026
QUOTE EXPIRES: 08/31/2026
RFQ NO:
SHIPPING: GROUND
TOTAL PRICE: \$315,269.60
SHIPPING AMOUNT: \$4,239.45
TOTAL QUOTE: \$319,509.05

LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
HARDWARE & ACCESSORIES						
1	HW-CM34-1195	Dual-facing AI Dash Cam, Series 4 Samsara, Inc - HW-CM34		NSP COOP	488	\$0.00
2	CBL-MC-GX10-1195	10m GX12 Female GX12 Male Cable Samsara, Inc - CBL-MC-GX10		NSP COOP	363	\$0.00
3	CBL-VG-COBDII-Y1-1195	Enhanced VG Series OBDII J1962 L-mount cable Samsara, Inc - CBL-VG-COBDII-Y1		NSP COOP	356	\$0.00
4	HW-MC21-1195	Camera that mounts to the body of a vehicle. Typically used for side views. For use with HD Camera Connector and AI Multi-Cam. Samsara, Inc - HW-MC21		NSP COOP	242	\$0.00
5	HW-MC-AIM4-1195	Hardware product to connect and view footage from up to four AHD cameras on the Samsara dashboard Samsara, Inc - HW-MC-AIM4		NSP COOP	121	\$0.00
6	CBL-MC-AIM4-1195	Multipurpose cable for AI Multicam Samsara, Inc - CBL-MC-AIM4		NSP COOP	121	\$0.00
7	HW-MC31-1195	Camera that mounts to the vehicle. Typically used for rear views. For use with HD Camera Connector and AI Multi-Cam. Samsara, Inc - HW-MC31		NSP COOP	121	\$0.00
8	HW-MN11-1195	7" in-cab monitor. For use with HD Camera Connector and AI Multi-Cam. Samsara, Inc - HW-MN11		NSP COOP	121	\$0.00
9	CBL-VG-CJ1939-1195	Enhanced VG Series J1939 or J1708 (9-pin) cable. Samsara, Inc - CBL-VG-CJ1939		NSP COOP	88	\$0.00
10	CBL-VG-CRP1226-1195	Enhanced VG Series RP1226 cable for use with 2019+ Peterbilt, Freightliner, Volvo, Mack or Kenworth vehicles equipped with an RP1226 port. Samsara, Inc - CBL-VG-CRP1226		NSP COOP	23	\$0.00
11	CBL-VG-COBDII-Y0-1195	Enhanced VG Series OBDII J1962 universal mount cable Samsara, Inc - CBL-VG-COBDII-Y0		NSP COOP	11	\$0.00
12	CBL-VG-CJ1708-1195	Enhanced VG Series J1708 (6-pin) cable Samsara, Inc - CBL-VG-CJ1708		NSP COOP	4	\$0.00

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PAGE 1 of 4

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HARDWARE & ACCESSORIES SUBTOTAL:						\$0.00
YEAR 1 LICENSES						
13	LIC-CM-D-PREMIER-1195	Premier dual dash camera analytics solution. 3 yr lic term Samsara, Inc - LIC-CM-D-PREMIER		\$409.40	COOP 488	\$199,787.20
14	LIC-MC-S-1195	Side camera management and analytics software. 3 yr lic term Samsara, Inc - LIC-MC-S		\$68.94	COOP 242	\$16,683.48
15	LIC-MC-AIM4-1195	Advanced AI multichannel camera management suite. 3 yr lic term Samsara, Inc - LIC-MC-AIM4		\$678.64	COOP 121	\$82,115.44
16	LIC-MC-MNTR7-1195	Monitor management and video analytics cloud software. 3 yr lic term Samsara, Inc - LIC-MC-MNTR7		\$68.94	COOP 121	\$8,341.74
17	LIC-MC-R-1195	Rear camera management cloud and event reporting. 3 yr lic term Samsara, Inc - LIC-MC-R		\$68.94	COOP 121	\$8,341.74
YEAR 1 LICENSES SUBTOTAL:						\$315,269.60
ALPHA INSTALLATION						
38	PS-SE-1195	Professional Services - Software Engineer - Per Hour Coverage of the installation cost is contingent on placing the order by 4/30. Carahsoft Technology Corporation - PS-SE		\$0.00	COOP 1	\$0.00
ALPHA INSTALLATION SUBTOTAL:						\$0.00
SUBTOTAL:						\$315,269.60
TOTAL PRICE:						\$315,269.60
SHIPPING AMOUNT:						\$4,239.45
TOTAL QUOTE:						\$319,509.05

FUTURE YEARS PRICING

LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
YEAR 2 LICENSES						
18	LIC-CM-D-PREMIER-1195	Premier dual dash camera analytics solution. 3 yr lic term Samsara, Inc - LIC-CM-D-PREMIER		\$409.40	COOP 488	\$199,787.20
19	LIC-MC-S-1195	Side camera management and analytics software. 3 yr lic term Samsara, Inc - LIC-MC-S		\$68.94	COOP 242	\$16,683.48
20	LIC-MC-AIM4-1195	Advanced AI multichannel camera management suite. 3 yr lic term Samsara, Inc - LIC-MC-AIM4		\$678.64	COOP 121	\$82,115.44
21	LIC-MC-MNTR7-1195	Monitor management and video analytics cloud software. 3 yr lic term Samsara, Inc - LIC-MC-MNTR7		\$68.94	COOP 121	\$8,341.74
22	LIC-MC-R-1195	Rear camera management cloud and event reporting. 3 yr lic term Samsara, Inc - LIC-MC-R		\$68.94	COOP 121	\$8,341.74
YEAR 2 LICENSES SUBTOTAL:						\$315,269.60

CONFIDENTIAL

PAGE 2 of 4

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FUTURE YEARS PRICING

LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
YEAR 3 LICENSES						
23	LIC-CM-D-PREMIER-1195	Premier dual dash camera analytics solution. 3 yr lic term Samsara, Inc - LIC-CM-D-PREMIER		\$409.40 COOP	488	\$199,787.20
24	LIC-MC-S-1195	Side camera management and analytics software. 3 yr lic term Samsara, Inc - LIC-MC-S		\$68.94 COOP	242	\$16,683.48
25	LIC-MC-AIM4-1195	Advanced AI multichannel camera management suite. 3 yr lic term Samsara, Inc - LIC-MC-AIM4		\$678.64 COOP	121	\$82,115.44
26	LIC-MC-MNTR7-1195	Monitor management and video analytics cloud software. 3 yr lic term Samsara, Inc - LIC-MC-MNTR7		\$68.94 COOP	121	\$8,341.74
27	LIC-MC-R-1195	Rear camera management cloud and event reporting. 3 yr lic term Samsara, Inc - LIC-MC-R		\$68.94 COOP	121	\$8,341.74
YEAR 3 LICENSES SUBTOTAL:						\$315,269.60
YEAR 4 LICENSES						
28	LIC-CM-D-PREMIER-1195	Premier dual dash camera analytics solution. 3 yr lic term Samsara, Inc - LIC-CM-D-PREMIER		\$409.40 COOP	488	\$199,787.20
29	LIC-MC-S-1195	Side camera management and analytics software. 3 yr lic term Samsara, Inc - LIC-MC-S		\$68.94 COOP	242	\$16,683.48
30	LIC-MC-AIM4-1195	Advanced AI multichannel camera management suite. 3 yr lic term Samsara, Inc - LIC-MC-AIM4		\$678.64 COOP	121	\$82,115.44
31	LIC-MC-MNTR7-1195	Monitor management and video analytics cloud software. 3 yr lic term Samsara, Inc - LIC-MC-MNTR7		\$68.94 COOP	121	\$8,341.74
32	LIC-MC-R-1195	Rear camera management cloud and event reporting. 3 yr lic term Samsara, Inc - LIC-MC-R		\$68.94 COOP	121	\$8,341.74
YEAR 4 LICENSES SUBTOTAL:						\$315,269.60
YEAR 5 LICENSES						
33	LIC-CM-D-PREMIER-1195	Premier dual dash camera analytics solution. 3 yr lic term Samsara, Inc - LIC-CM-D-PREMIER		\$409.40 COOP	488	\$199,787.20
34	LIC-MC-S-1195	Side camera management and analytics software. 3 yr lic term Samsara, Inc - LIC-MC-S		\$68.94 COOP	242	\$16,683.48
35	LIC-MC-AIM4-1195	Advanced AI multichannel camera management suite. 3 yr lic term Samsara, Inc - LIC-MC-AIM4		\$678.64 COOP	121	\$82,115.44
36	LIC-MC-MNTR7-1195	Monitor management and video analytics cloud software. 3 yr lic term Samsara, Inc - LIC-MC-MNTR7		\$68.94 COOP	121	\$8,341.74
37	LIC-MC-R-1195	Rear camera management cloud and event reporting. 3 yr lic term Samsara, Inc - LIC-MC-R		\$68.94 COOP	121	\$8,341.74
YEAR 5 LICENSES SUBTOTAL:						\$315,269.60

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FUTURE YEARS PRICING

LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
FUTURE YEARS PRICING SUBTOTAL:						\$1,261,078.40

Please include Contract Name and Number on the Purchase Order

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 but the 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/legal/public-sector-customers-platform-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.