

3DEZROUTING INC PROPOSAL FOR SERVICES

RE: 3DEZROUTING – WILLIAM S HART UNION HIGH

May 18, 2020

OVERVIEW

3DEZROUTING INC (3DEZR) is pleased to submit this proposal to support WILLIAM S HART UNION HIGH in providing 3DEZROUTING software for their school transportation requirements. We are committed to improving the customer experience through execution, timely delivery, accessibility with continuous support.

The Objective

- Need #1: Incorporate and utilize all data available including projections of actual student ridership populations for all schools during the school year.
- Need #2: Provide routing software to help optimize bus routes/stops with a focus on safety first, individual route timing, vehicle capacities, preferred student ride times and other district policies relative to transportation.
- Need #3: Achievement of boosted employee satisfaction and improved performance objectives

The Opportunity

- Goal #1: Attainment of a flexible, user-friendly routing platform to streamline the district's transportation service.
- Goal #2: To maintain accurate records of all student transportation bus assignments and related information.
- Goal #3: Ongoing tailored services that will adapt to the District's policies and specific needs
- Goal #3: Ability to enhance current routes and if client desires, possibly reduce the bus fleet to help combat a currently volatile labor market.

The Solution

- Customized implementation of complete 3DEZRouting software solution.
- Unlimited ongoing training/support for transportation staff to ensure excellent knowledge of the 3DEZRouting bus routing platform. Monitor current routes with district staff for 6 weeks after implementation to ensure continuous success.
- Our solutions will enable WILLIAM S HART UNION HIGH to analyze different routes to determine the benefits of improved student assignment and bus utilization throughout the entire routing process.
- Each semester, we recommend the district conduct a route yield report of school routes and student riders. This report provides accurate detail of ridership and all recommended measurements including fleet utilization, capacities, route inequities and imbalances to help obtain the best possible fleet optimization.

Execution Strategy.

Step 1: We will require and review all transportation related data available from the district. This includes student information located in the district's SIS system and other relative information from the transportation department. 3DEZR staff will work with a designated person or persons to thoroughly understand the current transportation routes and remain in contact with district staff accordingly. We will train and provide unlimited ongoing support online to staff which is ordinarily suitable. If district desires, 3DEZR can also provide optional onsite training at the rates stated below to safeguard confidence and assurance when using 3DEZRouting Software.

Step 2: District will provide all current transportation related data to include current student demographic data, school locations, grades, bus stop locations, stop times, route names, trip names, vehicle data, student bus/stop assignments for regular and special needs routes and any other transportation related information.

Step 3: After the data is reviewed and prepared for accuracy by 3DEZR, the data will be entered in the 3DEZR/WILLIAM S HART UNION HIGH site. This is normally accomplished within 30 days after attainment of all data required.

Project Schedules & Deliverables

Following is a list of all project deliverables and tentative scheduled dates. Dates can only be changed before a district's pledge to pilot 3DEZR and initial data is received to build the district's 3DEZR site. Upon the pledge to pilot 3DEZR, all data, student/stop/routing data needs delivered based on the schedule shown below or as mutually adjusted. Please let us know if a date change is desired before buildout begins.

Deliverable	Description
Staff Interviews	Purpose is to obtain the district's current transportation operations with all district transportation related data received by May 29, 2020
www.ezrouting.com/wshunionca	Development and delivery of site will be completed on or before Jun 15, 2020.
District Pilot Program	Evaluation Period is extended out until Aug 31, 2020..

PRICING

The following table details the pricing for delivery of the services outlined. Proposed invoice start date (provided final approval is received from district), Sept 1, 2020. Invoicing can be provided monthly, quarterly, semi-annually or annually per the district's request.

Customer may discontinue service anytime without penalty. All invoiced amounts paid to 3DEZROUTING hereunder are non-refundable. Customer will continue to have full access to their 3DEZR platform with no disruption of support or services until the subscription period ends as stated on the invoice.

3DEZR Product Build and Delivery Cost (Year 1)	
3DEZRouting Month to Month Subscription with no penalty if canceled	\$399
3DEZR Route Implementation Fee \$40 per bus route @ 46 Routes? (one time fee)	\$1840
*All software upgrades and enhancements as they are developed and deployed	Included
*Unlimited licenses for all district staff and online registration for parents	Included
*Unlimited Level 1 & Level 2 Technical and Customer Support as needed	Included
*System maintenance of 3DEZRouting servers	Included
*Integration with District's SIS, GPS and/or Field Trip software vendors as desired	Included
3DEZR <Total Annual Costs Year 1>	\$6628

EZR (Year 2+)	
3DEZRouting Monthly (Subscription)	\$4788
*Online Support (Unlimited - 6am ET to 7pm ET Mon-Fri)	Included
*All items indicated with (*) continue indefinitely	\$0
3DEZR <Total Annual Costs Year 2+>	\$4788
After Year 3, subscription price increases annually at annual CPI rate (max- 2%)	
OPTIONAL SERVICES	
On-Site Visit - \$500 per day plus travel expenses with max guarantee provided	TBD
3DEZR Route Consolidation (\$1500 per bus route eliminated – 3DEZR Clients Only)	TBD
Optional Text Notification Service Base Fee - \$50 monthly + \$.01 per text sent (Being replaced with free phone app notification feature to parents soon)	\$600 annual base
3DEZR Bus Tablet - \$30 per bus, monthly (1 year agreement required) Tablet features includes GPS data plan, bus tracking, student tracking, EZ bus arrival, turn by turn audio directions, EZ route builder	TBD
Tablet Docking Station w/power \$150 each / w/o power \$50 each – self installed	TBD

We look forward to working with WILLIAM S HART UNION HIGH and supporting your efforts for routing. We are confident that we can meet the challenges ahead and stand ready to partner with you in delivering an effective solution.

3DEZRouting Inc.

Signature

Dale Dorsey

Name

CEO

Title

Date: 06/02/2020

William S Hart Union High

Signature

Name

Title

Date: