

Connexionz - - City of SLO TRANSIT CAD/AVL - Price Proposal - TIPS 250503 MRO
 (Maintenance, Repair, and Operations of Facilities and Grounds) Supplies, Equipment, Tool Rental, Sales, and Services
 October 29th 2025

ROW	Product Name	Product #	Description	Units	MSRP or Catalog Pricing	% Discount	TIPS Price	Quantity	Total
Implementation of Resources & Expenses									
16	Project Initiation	CNX-I-001	Project Initiation	hour	\$165.00	20.00%	\$132.00	4.19	\$ 553.01
17	Discovery & Design	CNX-I-002	Discovery & Design	hour	\$165.00	20.00%	\$132.00	46.88	\$ 6,188.60
18	Hardware Procurement & Shipping	CNX-I-003	Hardware Procurement & Shipping	hour	\$165.00	20.00%	\$132.00	54.97	\$ 7,256.16
19	Hardware Installation & Testing	CNX-I-004	Hardware Installation & Testing	hour	\$165.00	20.00%	\$132.00	73.41	\$ 9,689.92
20	Burn-in, Support, & Approval, & Project Closure	CNX-I-005	Burn-in, Support, & Approval, & Project Closure	hour	\$165.00	20.00%	\$132.00	289.95	\$ 38,273.41
21	Onsite Preventative Maintenance Resources	CNX-I-006	Onsite Preventative Maintenance Resources	per hour	\$165.00	20.00%	\$132.00	27.34	\$ 3,609.08
22	Support Resources	CNX-I-007	Support Resources	per hour	\$165.00	20.00%	\$132.00	14.81	\$ 1,955.52
68	Website SSL Certificate	7516	Website SSL Certificate	Units	\$ 312.50	20.00%	\$250.00	1	\$ 250.00

Project Hardware

ROW	Product Name	Product #	Description	Units	MSRP or Catalog Pricing	% Discount	TIPS Price	Quantity	Total
111	Medius VLU	2132	Medius VLU	Unit per bus	\$3,706.25	20.00%	\$2,965.00 \$1,482.50	19	\$28,167.50
112	Headsign Integration	2206	Headsign Integration	Unit per bus	\$ 106.25	20.00%	\$ 85.00 \$ 80.75	19	\$ 1,534.25
116	Speaker Integration	2210	Speaker Integration	Unit per bus	\$ 12.50	20.00%	\$ 10.00 \$ 9.50	19	\$ 180.50
117	Cellular Router Kit	2211	Cellular Router Kit	Unit per bus	\$ 819.00	20.00%	\$ 655.20 \$ 622.25	17	\$ 10,578.25
118	Cellular Router Integration Kit	22111	Cellular Router Integration Kit	Unit per bus	\$ 124.70	20.00%	\$ 99.76	2	\$ 199.52
119	MDT Kit	2628	MDT Kit	Unit per bus	\$ 1,968.75	20.00%	\$ 1,575.00 \$ 1,358.50	19	\$ 25,811.50
120	Network Kit	2212	Network Kit	Unit per bus	\$ 53.43	20.00%	\$ 42.74	19	\$ 812.25
121	Next Stop Sign Integration	22122	Next Stop Sign Integration	Unit per bus	\$ 45.60	20.00%	\$ 38.00	19	\$ 722.00
123	CNX Native APC integration Cable	22144	CNX Native APC integration Cable	Unit per bus	\$ 57.00	20.00%	\$ 47.50	19	\$ 807.50
124	IRIS APC Integration Cable	22145	IRIS APC Integration Cable	Unit per bus	\$ 119.70	20.00%	\$ 99.75	19	\$ 199.50

Third Party									
ROW	Product Name	Product #	Description	Units	MSRP or Catalog Pricing	% Discount	TIPS Price	Quantity	Total
138	Vehicle Hardware Freight		Vehicle Hardware Freight	Units	\$1,632.81	20.00%	\$1,306.25	1	\$ 1,306.25
143	UTA - Public Transit Configuration (Includes NTD Certification)	5106	UTA - Public Transit Configuration (Includes NTD Certification)	Units	\$27,281.25	20.00%	\$21,825.00	1	\$ 21,825.00
Support and Maintenance									
ROW	Product Name	Product #	Description	Units	MSRP or Catalog Pricing	% Discount	TIPS Price	Quantity	Total
168	Support and Maintenance Costs YEAR #1	SUP	Support and Maintenance Costs	SMA	\$80,669.36	20.00%	\$ 64,535.49	1	\$ 64,535.49
168	Support and Maintenance Costs YEAR #2	SUP	Support and Maintenance Costs	SMA	\$82,953.06	20.00%	\$ 66,362.45	1	\$ 66,362.45
168	Support and Maintenance Costs YEAR #3	SUP	Support and Maintenance Costs	SMA	\$85,320.55	20.00%	\$ 68,256.44	1	\$ 68,256.44
168	Support and Maintenance Costs YEAR #4	SUP	Support and Maintenance Costs	SMA	\$87,776.59	20.00%	\$ 70,221.27	1	\$ 70,221.27
Grand Total									\$429,295.27