



SOLUTION PROPOSAL

FLEET MANAGEMENT SOFTWARE

FASTER

Scott Dempsey

City of Brentwood

Quote #: 2638 v3

Quote Date: Oct 29, 2024

Quote Expires: Nov 30, 2024



FASTER Asset Solutions Quote and Proposal



Scott Dempsey
Fleet Manager
City of Brentwood

FASTER Asset Solutions is pleased to submit our proposal, City of Brentwood, CA, FASTER Web GSA Contract# 47QTCA23D0054.

FASTER has been in business since 1982 and provides Fleet Management Information Solutions (FMIS) to cities, counties, states, universities, airports, transits, public utilities, and private companies. FASTER is the single largest FMIS provider to city and municipal fleets in North America.

FASTER is an Industry Leader for 3 key, strategic reasons:

FASTER has the Most Experienced Staff in the Industry:

Seventy percent of FASTER's technical staff have been with the company for more than 10 years. No other vendor fields the level of responsive, industry knowledgeable, technical support staff as FASTER. This provides more efficient implementations, superior 24/7-365 support, and ultimately better system utilization and ROI.

FASTER Invests in the Long-Term:

For more than 40 years FASTER has continuously improved FASTER solutions across three generations of technology. FASTER Web™ is latest, cloud-based Fleet Management Information Solution and includes the ability to integrate easily with other software through API technology. Additionally, FASTER issues multiple new updates each year that include new features and improvements across multiple aspects of the solution.

FASTER is Product and Service Focused:

Likely the most important distinction of FASTER is the strategy of continually reinvesting in FASTER products, solutions, and staff. This has created a justifiable reputation within the FASTER Client base, Strategic Partners and beyond that FASTER has industry leading software and the most responsive and knowledgeable support team in the asset management space.

Thank you for the opportunity to earn your business. If there is any additional information we can provide, or questions we can answer, please let us know.

Sincerely,

FASTER Asset Solutions

FASTERasset.com | [LinkedIn](#) | [Facebook](#)



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Date	Oct 29, 2024
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Contact	Adam Tolbert

Prepared for City of Brentwood
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ACCEPT QUOTE

City of Brentwood, CA, FASTER Web GSA Contract# 47QTCA23D0054

FASTER Web Core

One-Time Fees

Category	Item	Qty
LICENSE	<p>FASTER WEB CORE LICENSE FEE</p> <p>FASTER WEB Core license fee per standard asset.</p> <p>Standard assets are those originally valued at \$5,000 or greater and active).</p> <ul style="list-style-type: none"> This includes one instance of the FASTER Web Application with one database. Unlimited user access (named accounts) included. <p>10% Item Discount (\$2,970.00)</p> <p>FASTER (Code: 001)</p>	275
SETUP / Hosting	<p>Database Management & Setup</p> <p>Establishment of one FASTER Web instance with a single Database. This setup includes the FASTER Web test environment that will be used during the entire implementation, all database configuration, testing, backup configuration, and validation. Includes 24x7x365 cloud database access. This same environment will be promoted to be the production environment at the time of Go-Live.</p> <ul style="list-style-type: none"> Backups: Hourly database backups will be conducted to ensure consistent and recoverable backups of the database to restore from in the event of an emergency. Database Backups will be limited to 14 days of recoverability. Backups will also be sent daily to a secure, offsite location Includes all support and maintenance for the first year of service. <p>10% Item Discount (\$1,188.00)</p> <p>Faster Asset (Code: DBMS1)</p>	1



One-Time Subtotal	\$41,580.00
Discount	(\$4,158.00)

Annual Fees

Category	Item	Qty
SUPPORT and MAINTENANCE	FASTER WEB CORE ANNUAL SUPPORT & MAINTENANCE FASTER WEB Core annual support and maintenance fee per standard asset. 10% Item Discount (\$594.00) FASTER (Code: 001A)	275
SUPPORT and MAINTENANCE	Database Annual Support and Maintenance Annual fee for support, maintenance, software upgrades, firmware/database management, data storage, and report management. <ul style="list-style-type: none"> Backups: Hourly database backups will be conducted to ensure consistent and recoverable backups of the database to restore from in the event of an emergency. Database Backups will be limited to 14 days of recoverability. Backups will also be sent daily to a secure, offsite location Includes 24x7x365 cloud database access. 10% Item Discount (\$972.00) FASTER (Code: DBMSANN)	1

* Annual Support and Maintenance Fees billing schedules are outlined in the terms and conditions.

Annual Support And Maintenance Subtotal	\$15,660.00
Discount	(\$1,566.00)

FASTER Web Add-On Solutions

One-Time Fees

Category	Item	Qty
Addon Modules / WEB	Fuel Import - Single Vendor - Fuel Master Single Vendor Fuel Import This is a single vendor fuel import for a new FASTER Web customer. The import includes 1 (one) of the following options: <ol style="list-style-type: none"> Import a new fuel vendor fuel transaction file. Import a new fuel file from your existing vendor. FASTER will conduct complete configuration and testing of the fuel file layout and export files (flat files) from the fuel system. Site & Dispenser optional add on is available, if required, to the single vendor fuel import 10% Item Discount (\$556.20) Faster Asset (Code: 300)	1



Addon Modules / WEB	<p>Single Vendor Site and Dispenser Add On - Fuel Master</p> <p>This is an optional add-on to the Fuel Import (FI) to enable you to track the specific fuel site and/or fuel dispenser. This optional add on allows configuration to track Inventory Items so fuel imports deplete quantity from inventory.</p> <p>10% Item Discount (\$278.10)</p> <p>Faster Asset (Code: 303)</p>	1
Addon Modules / WEB	<p>Dashboard</p> <p>The Faster Dashboard provides easy access to an at-a-glance overview of key performance indicators and data for your organization. The FASTER Dashboard is designed to give fleets a way to monitor performance, communicate, and make quick decisions about their operations. It comes with 20 Key Performance Indicators (KPIs) charts within the Dashboard Add-on, which includes the 8 module landing charts available within FASTER Web which can also be accessed via the Dashboard for one convenient high level overview.</p> <p>10% Item Discount (\$1,112.40)</p> <p>FASTER (Code: 207nc)</p>	1
Addon Modules / WEB	<p>Barcoding Add-On Setup</p> <p>The FASTER Barcoding Add-on provides the ability to scan and print labels on customer provided hardware. This module allows for ease of data entry as well as inventory control.</p> <ul style="list-style-type: none"> • Beneficial add on for use with in-house numbering system. OEM labels may be used effectively as well. • Simplifies inventory and intake processes for inventory items and storerooms. • Quickly scan incoming inventory with 2D or Symbology – Code 128 barcodes. • Reduces data errors that occur with any manual data entry process. • Print barcode labels for items, including labels for a range of items simultaneously. <p>10% Item Discount (\$667.44)</p> <p>FASTER (Code: 208)</p>	1
Addon Modules / Setup	<p>Authentication Provider Integration w/Auth0 for Enterprise Connections Setup</p> <p>This Auth0 integration add-on provides authentication options for FASTER Web including the ability to integrate with a third-party cloud directory provider such as Azure AD or Azure AD + SAML. This requires enterprise connections and will provide Single Sign On capabilities.</p> <p>Additionally, you can have the Authentication Provider to provide authentication for your users if you don't have a cloud directory provider or if you have users who are not part of your directory that need access to FASTER Web.</p> <p>Set up and Year 1 Annual Fee</p> <p>10% Item Discount (\$518.40)</p> <p>FASTER (Code: AuthEntSU)</p>	1

One-Time Subtotal	\$31,325.40
Discount	(\$3,132.54)

Annual Fees

Category	Item	Qty



SUPPORT and MAINTENANCE	Fuel Import Single Vendor Support and Maintenance- Fuel Master Annual support and maintenance for fuel import 10% Item Discount (\$111.24) FASTER (Code: 300ann)	1
SUPPORT and MAINTENANCE	Single Vendor Site and Dispenser Support and Maintenance - Fuel Master Annual support and maintenance for site and dispenser 10% Item Discount (\$55.62) FASTER (Code: 303ann)	1
SUPPORT and MAINTENANCE	Dashboard Annual Support and Maintenance 10% Item Discount (\$222.48) FASTER (Code: 207ncann)	1
SUPPORT and MAINTENANCE	Barcoding Add-On Annual Support & Maintenance Annual recurring support and maintenance for barcode module 10% Item Discount (\$133.49) FASTER (Code: 208ANN)	1
Addon Modules / WEB	Authentication Provider Integration w/Auth0 for Enterprise Connections Annual Fee This Auth0 integration add-on provides authentication options for FASTER Web including the ability to integrate with a third-party cloud directory provider such as Azure AD or Azure AD + SAML. This requires enterprise connections and will provide Single Sign On capabilities. Additionally, you can have the Authentication Provider to provide authentication for your users if you don't have a cloud directory provider or if you have users who are not part of your directory that need access to FASTER Web. 10% Item Discount (\$518.40) FASTER (Code: AuthEnt)	1

* Annual Support and Maintenance Fees billing schedules are outlined in the terms and conditions.

Annual Support And Maintenance Subtotal	\$10,412.28
Discount	(\$1,041.23)

FASTER Web Implementation

One-Time Fees

Category	Item	Qty
Professional Services / Data Conversion	Core Data Conversion and Implementation This package provides you with the tools to stage the following active records and for FASTER to convert these staged records into their FASTER Web Asset Management System: <ul style="list-style-type: none"> • Asset Master Records 	1

- The Asset Master Record & Asset Warranties
- Last Preventive Maintenance (PM) and Last Scheduled Action (SA) performed against Asset
- Parts Item Master Records
 - The Part Item Master Record & Part Item Warranties
 - Part Item Unit Price, Markup, Shipping & Tax and Quantity in Stock
- Vendor Master Records
 - The Vendor Master Records & Vendor Purchase Orders
- Person Records
 - Person Record (for an Employee, User, Technician, Asset contact)
- An Asset's Monthly/Yearly Historical Costs (Separated by: Maintenance Costs, Repair Costs, Accident Costs, Capital Costs, Warranty Costs, Fuel Costs, Labor Costs, Parts Costs, Sublet Costs, Miscellaneous Costs, and Credit Costs)
- An Asset's Monthly/Yearly Amount of Fuel Consumed/Quantity Dispensed to Asset (up to 2 Fuel Types)

*A comprehensive list of fields that can be staged and converted can be provided upon request.

This package does **not** include staging or conversion of active nor historical Work Orders, Issued Parts, or Fuel Transactions. Instead, this package includes the staging and conversion of an Asset's monthly and/or yearly historical costs and consumed fuel/dispensed fuel quantities that a client needs readily available to fully utilize reports and metrics in the new system. Any Active or Open transactions will need to be manually entered into FASTER Web after Go-Live.

Your data must be staged before it can be converted into FASTER Web. For this process, FASTER provides you with all the tools you will need to properly identify and map fields from your existing system, then stage your data in FASTER's Staging database that's converted to FASTER Web. You will need to obtain access to a data dictionary defining your current and legacy data/systems side, FASTER cannot provide this.

FASTER's Staging Data Tools:

- The FASTER Staging Database where you will stage your data into the appropriate fields.
- The FASTER Staging Data Dictionary detailing each of the fields that are required, conditionally required, and optional.
- The FASTER Staging Database Inspection tools and reports that you will run and check the staged data and ensure no errors exist.
- Mapping Options:
 - FASTER's MS Excel Data Mapping Sheets: Assets, Persons, Parts Inventory, Vendors. This requires you to use FASTER's specific data mapping sheet templates for staging data and loading into the utility. FASTER MS Excel Data Mapping Sheets DO NOT support Advanced Historical Data Conversion.
 - FASTER Staging Database: Insert data directly into a staging database using your SQL tools. This typically requires you to have database development skills with an understanding of your existing database schema. Converting Advance Historical Data requires the use of the FASTER Staging Database. If purchasing the optional Advanced Historical Data Conversion, you cannot use the FASTER MS Excel Data Mapping Sheets.

FASTER's Conversion of your Staged data: Once your data is staged and ready, FASTER converts the staging database over into the FASTER Web database structure and tests the converted data against the staging database.



The Core Data Conversion and Implementation is a required service for any new FASTER Web client.

10% Item Discount (\$2,400.00)

Manufacturer: FASTER

Professional Services / Data Conversion

Advanced Historical Data Conversion & Testing

1

The Advanced Historical Data Conversion requires you to have SQL tools and database development skills with an understanding of your existing database schema. In addition to the Core Data Conversion this optional package allows you to convert the following records into your FASTER Web Asset Management System and require:

- Historical Work Orders & Direct Charge Transactions
 - Parts Issued on Work Order
 - Meter Offsets on Work Order
 - Labor & Sublets
- Historical Fuel Transactions (cost, quantity, fuel type, meter reading)

* A comprehensive list of fields that can be staged and converted can be provided upon request.

This package does **not** include staging or conversion of active (open) Work Orders, Part Issues, Direct Charges, or Fuel Transactions. Any Active or Open transactions will need to be manually entered into FASTER Web after Go-Live.

Like the Core Data Conversion, FASTER provides you with tools you will need to properly identify and map fields from your existing system, then stage your data in FASTER's Staging database that's converted to FASTER Web. You will need to obtain access to a data dictionary defining your current and legacy data/systems side; FASTER cannot provide this.

FASTER's Staging Data Tools:

- FASTER Staging Database: Insert data directly into a staging database using your SQL tools. This requires you to have SQL tools and database development skills with an understanding of your existing database schema.
- The FASTER Staging Data Dictionary detailing each of the fields that are required, conditionally required, and optional.
- The FASTER Staging Database Inspection tools and reports that you will run and check the staged data and ensure no errors exist.

Once your data is staged and ready, FASTER converts the staging database over into the FASTER Web database structure and tests the converted data against the staging database.

The Advanced Historical Data Conversion service is an optional add on to the Core Data Conversion and Implementation service.

10% Item Discount (\$1,512.00)

Faster Asset (Code: 400ahs)

One-Time Subtotal	\$39,120.00
Discount	(\$3,912.00)

FASTER Web Training

One-Time Fees



Category	Item	Qty
Professional Services / Training	Implementation Training <ul style="list-style-type: none"> Faster Web 101 Introduction Training Planning Meeting Pre-Go Live <ul style="list-style-type: none"> Six sessions totaling 8 hours of remote, live, instructor-led training focusing on a functional understanding of FASTER Web features to help prepare you for Go Live Go Live <ul style="list-style-type: none"> Three days of onsite, live, instructor-led training Covers functions necessary in day-day fleet work 90 Days Post-Go Live <ul style="list-style-type: none"> Deployment 30 min weekly Status Consult for 1st 30 days Health Check 2-hr call 60 and 90 days from Go Live. Ongoing through 1st Year <ul style="list-style-type: none"> Access to FASTER Resource Central Monthly public Q&A and Seminar on specific topics 	1
	10% Item Discount (\$1,722.60)	
	Faster Asset (Code: 512-SGL1)	

One-Time Subtotal	\$17,226.00
Discount	(\$1,722.60)

FASTER Web Integration Add-Ons (OPTIONAL)

One-Time Fees

Category	Item	Qty
Addon Modules / WEB	<input type="checkbox"/> Asset Meter Readings Import- GeoTab <i>Optional</i> The solution is designed to import cumulative asset meter readings into your FASTER Web system as provided by your vendor. Any meter type supported by FASTER Web can be configured to import Miles, Hours, PTO, Engine Idle Hours, etc. <ul style="list-style-type: none"> Meters can be viewed for historical purposes in the Asset Module under the Meters, Warranties tab. The most recent valid meter reading will update the Meters Actual reading throughout the system. 	1
	10% Item Discount (\$0.00)	
	Faster Asset (Code: 326)	

Addon Modules / WEB	<input type="checkbox"/> Asset Location Import- GeoTab <i>Optional</i>	1
	<p>Import GPS data directly into FASTER Web system eliminating the need for manually entering location data for any given asset.</p> <ul style="list-style-type: none"> • Latitude and longitude data points are imported and pinned onto FASTER Web map to identify parked vehicle location and ignition status. • Data import options include SOAP based web services, RESTful based API, or data conforming flat file from GPS vendor. <p>10% Item Discount (\$0.00)</p> <p>FASTER Asset (Code: 329)</p>	

Addon Modules / WEB	<input type="checkbox"/> Asset Alert Import with Filtering and Mapping - GeoTab <i>Optional</i>	1
	<p>Diagnostic trouble codes (DTC), fault codes or issues found as a result of inspection imported as alerts directly into FASTER Web.</p> <ul style="list-style-type: none"> • Alerts are easily sorted and filtered to identify those that warrant a critical maintenance need and provide shop floor managers with the ability to receive, view and take immediate action. • Alerts are stored in the Assets module under the Asset Alert tab and in the Maintenance Module under the action Service Request & Alerts for diagnostic or historical viewing. • Alerts are viewable in the Technicians Workstations when a technician is logged onto a specific repair. Fault code history may be viewed In the My Repairs Page. • Fault codes may be manually associated to a repair type and then a pending pair may be manually created in the Maintenance Repair section. • Details for alerts associated to a pending repair are viewable within the repair record. <p>Alert Filtering and Mapping provides additional and separate functionality from the above by enabling Fleet Operations staff to map desired alerts to trigger:</p> <ul style="list-style-type: none"> • Manually map an alert to a configurable repair description. • Configure alerts so they trigger the creation of Pending Repairs. • Set alerts to be imported as Service Items to be easily managed within Service Request & Alerts action, under the section for Alerts. • Sending a notification via email and or text. • The mapping tool may be used to identify any alert which should NOT trigger any action. Non trigger alerts would only show up on the Alerts tab in the Asset module. • Simple interface to easily sort and filter for mapping to repairs. • FASTER can provide a reference to the SAE (Society of Automotive Engineers) codes for cross reference purposes for telematics codes as an optional add on. <p>10% Item Discount (\$0.00)</p> <p>FASTER (Code: 328bbndl)</p>	

One-Time Subtotal **\$0.00**

Annual Fees

Category	Item	Qty
SUPPORT and MAINTENANCE	<input type="checkbox"/> Asset Meter Readings Support and Maintenance- GeoTab <i>Optional</i> Annual support and maintenance for asset meter readings. FASTER (Code: 326ann)	1



SUPPORT and MAINTENANCE	<input type="checkbox"/> Asset Location Support and Maintenance- GeoTab <i>Optional</i>	1
	Annual support and maintenance for asset location.	
	FASTER (Code: 329ann)	
SUPPORT and MAINTENANCE / Add On	<input type="checkbox"/> Asset Alert Import with Filtering and Mapping Annual Maintenance and Support - GeoTab <i>Optional</i>	1
	Annual Support and Maintenance for Asset Alert Import with Filtering and Mapping	
	FASTER (Code: 328bndlann)	

* Annual Support and Maintenance Fees billing schedules are outlined in the terms and conditions.

Annual Support And Maintenance Subtotal	\$0.00
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Enterprise Facilities (OPTIONAL)

One-Time Fees

Category	Item	Qty
LICENSE	<input type="checkbox"/> Enterprise Facilities Implementation with Unlimited Assets and Up to 20 Named User Accounts <i>Optional</i>	1
	505 - Enterprise Facilities Implementation with Unlimited Assets and Up to 20 Named User Accounts: This price includes implementation of a separate facilities asset database and up to maximum 20 named user accounts.	
	10% Item Discount (\$0.00)	
	Faster Asset (Code: PM505)	

One-Time Subtotal	\$0.00
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Annual Fees

Category	Item	Qty
SUPPORT and MAINTENANCE	<input type="checkbox"/> Enterprise Facilities Implementation Annual Support & Maintenance <i>Optional</i>	1
	Enterprise Facilities Implementation Annual Support & Maintenance	
	Faster Asset (Code: PM505ann)	

* Annual Support and Maintenance Fees billing schedules are outlined in the terms and conditions.

Annual Support And Maintenance Subtotal	\$0.00
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Summary

Please contact us if you have any questions.

One-Time Subtotal	\$129,251.40
Discount	(\$12,925.14)
Total One-Time	\$116,326.26 USD



Annual Support And Maintenance Subtotal	\$26,072.28
Discount	(\$2,607.23)
Total Annual Support And Maintenance	\$23,465.05 USD

ACCEPT QUOTE

Cost Breakdown

Category	One-Time Fees	Annual Fees
LICENSE	\$29,700.00	—
SUPPORT and MAINTENANCE	—	\$20,888.28
SETUP / Hosting	\$11,880.00	—
Addon Modules / WEB	\$26,141.40	\$5,184.00
Addon Modules / Setup	\$5,184.00	—
Professional Services / Data Conversion	\$39,120.00	—
Professional Services / Training	\$17,226.00	—
SUPPORT and MAINTENANCE / Add On	—	—
Discount	(\$12,925.14)	(\$2,607.23)
Total	\$116,326.26 USD	\$23,465.05 USD



- All sales subject to a [FASTER Asset MSA](#) or similar agreement.
- Standard agreement for recurring pricing model is 60 months.
- Cancellation of service prior to term expiration will result in an early termination fee equal to 85% of the recurring fees for the remaining term period.
- PAYMENT TERMS:
 - One Time Fees:
 - 30% Due at Purchase Confirmation
 - 30% Due upon completion of kickoff call and environment established
 - Kick off call is completed with the client, software environment installation and setup, initial group of logins are delivered to client.
 - 20% Due at System Overview
 - Access to client resources for system operation provided, software use training session delivered.
 - 20% Due at Delivery of Converted Data and GO LIVE of software package



Legacy Data Preparation and Cleanup

FASTER Asset Solutions always recommends that customers confirm that all legacy system data is current, accurate, and in good order. Data maintained in good order from previous systems will not typically require any corrections and can be imported effectively and efficiently into the FASTER Web product without issue. In the event that there are legacy data issues that require correction by the customer, FASTER Web consultants will support those efforts for our customers by providing guidance and advice.