February 17, 2017

Mr. Jon Bulthuis
Deputy Public Works Director
101 Camino Entrada, Bldg. #1
Los Alamos NM 87544
(505) 662-8088

Re: Quote for Automatic Voice Announcement System

Dear Mr. Bulthuis:

Avail Technologies is pleased to provide Atomic City Transit with this quote for the addition of an Automatic Voice Announcement System. This quote includes the technologies necessary to deliver a turnkey ADA compliant system. These enhancements will further expand the capabilities of your ITS solution and provide valuable features and functionality to further improve service for your riders and the community.

Avail is pleased to continue our partnership with Atomic City Transit by bringing progressive and innovative solutions to market together and we look forward to taking the next step in your technology planning.

If you have any questions, please contact me at (814) 234-3394 extension 1023 or via email sfl@availtec.com.

Sincerely,

Steven Lewis
Proposal Manager

5.1 ONBOARD SYSTEMS

Avail is proposing our fully integrated **myAvail In-Vehicle Suite** which again is a great example of the innovation and progressive thinking built into our products. Avail has spent the past two decades designing and developing robust and forward thinking vehicle solutions for transit so we understand the unique demands of this environment. When designing our solutions we take into account the harsh environment that is public transit and with that we have designed a solution that will last for years.

Avail's current offering is the result of that experience and leverages best-of-breed products wherever possible with our own custom developed hardware and software where needed to tie everything together. Our seamlessly integrated solution balances being innovative, feature rich and very powerful, with being extremely easy to use and maintain through reliable and robust operations.

5.1.1 AUTOMATED VEHICLE ANNOUNCEMENT SYSTEM

The Avail Automatic Voice Announcement system is a **fully ADA-compliant AVA solution**. We integrate with the PA system on the bus to make audio announcements for the visually impaired. We include an LED sign to display text for the hearing impaired. Announcements can be made in both English and Spanish. Our solution is seamlessly integrated with our MDT and IVU for fully automated operation.

Some of the key features of our system:

- ☑ Ability to handle interlining between routes, and runs/blocks where drivers switch between multiple routes – the system automatically handles all of that switching, all the driver has to do is login once.

- ☑ Ability to handle off-route, missed stops, and short-turns – our system never makes a false announcement in those situations and as soon as the bus is back on track announcements automatically resume at the right spot.

- ☑ Ability to announce stops only in certain directions or to make the next stop announcement at a certain distance before the stop – the system has advanced configuration settings to fine tune announcements to handle any and every situation.

As you will read below, the foundation of our AVA system is our In-Vehicle Logic Unit (IVLU) and Data Router. When you buy our AVA system you are not just getting an Announcement box, you are getting the most advanced and future-proof IVLU on the market that will not only meet your needs today, but provide a powerful foundation for future expansion.

Our system fully meets and exceeds your requirements. Our solution includes:

- ☑ Automatic GPS-triggering of pre-recorded stop announcements

- ☑ Fully ADA-compliant (audible)

- ☑ Interior announcement of next stop, exterior announcement of route number and name

- ☑ Ambient noise sensors to adjust volume

- ☑ Pre-recorded safety announcements for the driver to initiate at their discretion

- ☑ Ability to make other announcements based on location or time, such as major intersections, key transfer points, promotional information, and public service information

- ☑ Integration with existing interior and exterior speakers and microphone

- ☑ Professional recording of the requested number of announcements

- ☑ Internal LED display for ADA-compliant visual information with audio announcement

- ☑ Option for multi-lingual support (e.g. Spanish)

- ☑ Voice Recording Studio (VRS) software to add or modify announcements whenever necessary

- ☑ Wireless download of new or updated announcement files

(Note: Based on information currently available, Avail has quoted new interior signs for all buses. We would like to further investigate the existing signs to better understand the existing technology.)

5.1.2 MOBILE DATA COMPUTER INTEGRATION

Our proposed solution includes integration to your existing **Mobile Data Computer** as the single driver interface. Providing the single interface to all onboard technologies, our MDC was designed to be set-it-and-forget it. Providing an easy to use device like our MDT allows operators to focus on driving the bus and attending to passenger comfort and safety.

I.   SCOPE OF WORK

Avail has prepared this quote for Atomic City Transit based on the following:

1.   Avail shall provide hardware necessary for the set-up and configuration of the ACT Automatic Voice Announcement (AVA) system;

2.   Avail shall provide our Voice Recording Studio for the creation of announcements in house at the ACT facility.

3.   Avail shall provide testing at our facility to ensure proper operation prior to installation at the ACT facilities;

4.   Avail shall provide installation and onsite support during roll-out;

II.   DELIVERABLES

Item	Unit Price	Qty	Price
Automatic Vehicle Announcement System			
Includes (3 spare units):			
• AVA In-Vehicle Equipment	$ 943.33	27	$ 25,470
• Internal LED display sign	$ 755.45	27	$ 20,397
• IVU In-Vehicle Hardware	$4,128.14	27	$ 111,460
Project Software and Installation			
Includes:			
• AVA Software (Site License)		Lot	$ 21,000
• Installation of 24 Automatic Voice Announcement (AVA) systems	$ 5,678.12	24	$ 136,275
Warranty, Maintenance and Support			
Warranty, Maintenance and Support Aligns with ACT's existing Support Agreement:			
Year 1 (4 months June 1 thru Aug 31, 2017)			
• Software Maintenance		Lot	$ 1,400
Year 2 (12 months Sept 1 2017 thru Aug 31, 2018)			
• Software Maintenance		Lot	$ 4,410
Total (excluding gross receipts tax, see Note 1)			$ 320,412

Note 1: This total does not include the gross receipts tax, which is the responsibility of ACT.

III.   WARRANTY

Hardware warranty shall coincide with your existing Maintenance and Support Agreement.

IV.   DELIVERY SCHEDULE

Please allow at least 12-16 weeks for equipment delivery. Once an order has been placed Avail shall work with Atomic City Transit (ACT) to develop an agreed to project implementation schedule, order the equipment, and work with ACT to schedule the installations activities.

V.   PRICE AND PAYMENT TERMS

Please email your Purchase Order to ap@availtec.com. Payment due Net 30.

- ☑ Placement of Order (30%)
- ☑ Equipment Delivery (onsite at Avail) (20%)
- ☑ Full Fleet Installation (40%)
- ☑ Final acceptance (10%)

Note: Pricing does not include the Gross Receipts tax (GRT). GRT will be added as applicable on invoices, and will be the responsibility of ACT.

VI.   AUTHORIZATION

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Atomic City Transit   Date

_____   February 17, 2017

Jeff Pogue   Date
VP of Operations
Avail Technologies, Inc.

NMDOT   March 9, 2017