



**Sales Quote Only.
This is Not an
Invoice.**

QUOTATION

Quote Number:
Q184050 - 3

Quote Date:
05/04/21

Page:
1

18200 Cascade Ave S
Seattle, WA 98188
www.zonarsystems.com
Voice: 206.878.2459
Fax: 206.878.3082

Quoted To:

Hardin County BOE
Attn: Chris Corder
65 W A Jenkins Rd
Elizabethtown, KY 42701-8452
USA

Quoted Ship To:

Hardin County BOE
Attn: Chris Corder
65 W A Jenkins Rd
Elizabethtown, KY 42701-8452
USA

Customer ID	Good Thru	Payment Terms	SalesPerson
HAR8035	06/03/21	Net 30 Days	Justin M Lenczicki

Order Qty	Item	Description	Unit Price	Total
223	10106	V4 Base	135.00	30,105.00
223	EVIR001-H	EVIR CSA Inspection Kit	115.00	25,645.00
223	ZPASS001-H	ZPASS Kit	70.00	15,610.00
223	80059	5 Pin Data I/O Cable		
223	81523	GPS Diagnostic 9 Pin 500K		
223	GPS066-S	Zonar Essentials - 3 years Upfront	720.00	160,560.00
223	GPS063-S	Zonar MyView™ - 3 years Upfront	324.00	72,252.00
223	EVIR001-S	EVIR CSA Inspection Service - 3 years Upfront	216.00	48,168.00
223	ZPASS001-S	ZPASS Service - 3 years Upfront	180.00	40,140.00
223	ACT001-S	GSM Activation	25.00	5,575.00
8.5	INST001-S	Installation - Tech Week(s) **Travel Cost Included**	6,000.00	51,000.00
2	TRAINING	Training	1,200.00	2,400.00
1	TRAVEL	Travel - Training & Prof Services Estimate, Will Be Billed At Cost	1,000.00	1,000.00
1	S&H	Shipping and Handling Estimate Only	1,867.69	1,867.69
Tax Exempt Certificate Is Required At The Time Of Purchase				



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Subtotal:	454,322.69
Total Sales Tax:	0.00
Invoice Discount:	0.00
Total:	USD 454,322.69

Terms and Conditions:

- 1. The above pricing is a good faith estimate issued in USD. Prices may be adjusted once a complete Asset List is provided to Zonar.*
- 2. Prices for Services are based on a three-year Service Agreement unless otherwise negotiated.*
- 3. No Hardware or Services will be provided by Zonar until Parties have executed a Service Agreement.*
- 4. Any shipment dates identified are estimates only, and are subject to change.*
Actual shipment dates are subject to inventory and supply availability, and will be separately confirmed by Zonar.
- 5. Installation, Taxes, Travel and expenses and shipping costs will be additional charges.*
- 6. All Leased/Bundled Hardware must be returned to Zonar after termination of Service Agreement.*
- 7. Early termination of Service Agreement will result in early termination fees.*

Installation Terms and Assumptions

1. Miscellaneous Terms.

- a. Assumes installation of all Hardware identified in the attached Quote or Sales Order.
- b. Assumes minimum site access 6-days per week, 12 hours per day. Installation technician ("Tech") is expected to perform 8 hours of productive installation time per day.
- c. Assumes installs are completed at (1) geographic location(s).
- d. Assumes access to sites, vehicles and Zonar Hardware necessary to complete the project as quoted.
- e. Purchase Order commitment required at least 2 weeks in advance of project start date.
- f. Any changes to the vehicle asset list upon which the Quote or Sales Order was generated may result in price increases. Changes may include but are not limited to additional locations, new or different equipment (such as cables or Zonar equipment), or the identification of additional or different assets. If Customer provides a revised asset list Customer will receive a quote for any additional charges.
- g. Zonar will recommend placement of all equipment based on best practices. If Customer requests installation of equipment in a non-recommended location, Customer must approve such installation in writing, and thereby agrees to waive any and all claims against Zonar related to such installation. Customer will be responsible for any cost increase due to the new location.
- h. Customer shall make each vehicle or asset available to allow for the uninterrupted installation and testing of equipment by the Tech. Customer will be responsible for testing other vehicle equipment not installed by Zonar, such as Interlock devices and PTO idle devices.
- i. Customer will assign a primary contact to assist with communication and coordination of all installations and issue resolution. The customer primary contact must use provide reasonable assistance to Zonar and respond to all Zonar requests in a commercially reasonable time.
- j. Any special training, security clearances or other requirements associated with on-site installations must be identified and provided to Zonar in advance of all installations. Additional charges may be required to meet Customer site requirements. Customer is responsible for providing a safe work environment as required by federal and state statutes.
- k. Zonar is not responsible for retraining Customer's personnel if personnel miss approved scheduled training dates.
- l. Customer may be required to assist with transportation to remote and/or hard to access areas if standard transportation is not capable of access. Examples include, but are not limited to, snow, rugged terrain, or other obstacles to entry.
- m. Customer is required to fully participate in vehicle and equipment scheduling, availability and full access. Zonar and Customer's primary contact and/or their designee will create a mutually agreed upon schedule of assets, locations, installation times and associated equipment by asset to be installed based upon the approved sales order. Customer will be solely responsible for any cost overruns associated with delays due to asset unavailability, location changes, changes to the sales order asset list, or any delay outside of Zonar's reasonable span of control.

- 2. Project closure and signoff.** Customer's primary contact or other designate will provide written confirmation project acceptance and closure (a project closure form will be provided upon request). Post acceptance, any additional work (other than work covered under warranty) will be quoted on a case by case basis. In the event that such an acceptance document or written list of issues is not received within 3 business days of the last day of work completed by Zonar, the project will be deemed fully approved and accepted by Customer. Any remaining assets not installed will be deemed completed at this time. For any remaining assets, Customer may choose to self-install or request a quotation from Zonar to complete remaining work.

3. Delay Terms.

- a. Once Tech is deployed, any delay outside of Zonar's (or its subcontractor's) control that results in additional hours of activity will be billed at \$100 per hour.
- b. Inclement weather is out of Zonar's control and can result in additional days required to complete installs if covered area is not available.
- c. Overnight stays will be charged at \$125 per Tech, per night
- d. Ground travel will be charged at \$1.00 per mile round trip
- e. Air travel will be charged at cost plus applicable fees

4. Cancellation Terms. In the event of a Customer cancellation, the following fees will apply:

- a. If the project is cancelled greater than 7 days in advance of the project start date, no charges will apply.
- b. If project is cancelled 7 days or less of the project start date, then \$250 charge per assigned technician will apply.
- c. If the project is cancelled after the installation begins, full project price as quoted will be billed unless other charges are agreed upon.

- 5. Warranty.** Installation includes 365-day warranty on workmanship.

Training Terms and Assumptions

1. Cancellation Terms.

- a. In the event a training is cancelled within 48 hours of its scheduled start, a \$400 fee may be invoiced to the customer in addition to any non-refundable travel costs already purchased for said training.
- b. In the event that a training is delayed by a calendar day within 48 hours of start, a \$400 fee may be invoiced in addition to fees related to travel change, including but not limited to:
 - Airline flight change fees including difference in fare
 - Additional vehicle rental charges
 - Additional hotel fees
 - Additional day of per diem