



**CITY OF TORRINGTON**

**PURCHASING DEPARTMENT**  
140 Main Street, Room 206  
Torrington, CT 06790

**Pennie Zucco, Purchasing Agent**  
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April 6, 2018

Mayor Elinor Carbone  
Members of the City Council  
Members of the Board of Finance

**RE: Fleet Tracking Global Positioning System (GPS)**

Four (4) vendors were contacted to provide a demo regarding a Fleet Tracking Global Positioning System (GPS) for the Public Works Department vehicle/equipment fleet.

Marcus Communications – Manchester, CT

Municipity Software – Red Hook, NY

Synovia Solutions – Indianapolis, IN

**Vehicle Tracking Solutions – Commack, NY**

With the GPS demonstrations completed and proposals reviewed by the Fleet Manager, Superintendent of Parks and Streets, and Public Works Director, the contract was awarded through the NASPO Contract #17PSX0129 to Vehicle Tracking Solutions, Commack, NY for the lease of approximately 41 units at the cost of \$19.99/mo., \$9,835.08.

Due to the request of adding approximately nine (9) additional units to the lease (additional cost of \$2,158.92; total cost of \$11,994.00) the request that City Council accept the recommendation for the additional expenditure of this project pending approval from the Board of Finance.

The estimated cost is below the budgeted amount of \$55,000.00 for this project.

Thank you for your consideration on this matter.

Pennie Zucco  
Purchasing Agent

cc: E. Castro; B. Meyers; J. Rollett

2018 APR 10 AM 8:59

RECEIVED FOR RECORD  
TORRINGTON TOWN CLERK

Proposal for City of Torrington, CT



SUBMITTED BY  
Vehicle Tracking Solutions  
Al Napolitano

Date: December 7, 2017

City of Torrington, CT  
Bill Mayers  
140 Main Street  
Torrington, CT 06790

Dear Mr. Mayers,

Thank you for the opportunity to present the Vehicle Tracking Solutions ("VTS") proposal. We value your time and understand your business – our job it to be your Fleet Management Specialist – a partner in the growth and success of your organization. We are very interested in sharing our industry leading solutions and innovative ideas to help you maximize your ROI on our services as well as be a partner to show you value as we proceed forward in the years to come. This proposal outlines the key points of our service and an overview of implementation. We welcome the chance to present such and look forward to your feedback and discussion.

John Cunningham, CEO, is authorized to bind Vehicle Tracking Solutions, LLC to the terms of this proposal.

**Company Name:** Vehicle Tracking Solutions, LLC  
**Address:** 152 Veterans' Memorial Highway, Commack, NY 11725  
**Phone:** (631) 586-7400  
**Website:** [www.VehicleTracking.com](http://www.VehicleTracking.com)

**Principals:** John M. Cunningham Jr., CEO  
Karen A. Cunningham, CFO

**Main Contact:** Al Napolitano, Vice President, Government Sales  
P: (631) 492-1160  
E: [al@vehicletracking.com](mailto:al@vehicletracking.com)

**Main Contact:** Doug Eden, Chief Sales Officer  
P: (631) 339-7183  
E: [doug.eden@vehicletracking.com](mailto:doug.eden@vehicletracking.com)

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## Overview & Background Information

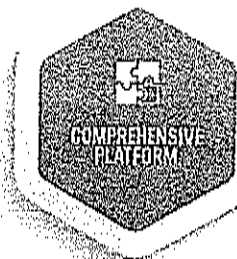
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Founded in 2002 by John M. Cunningham Jr., VTS, a limited liability company, has been providing GPS fleet management solutions to thousands of private companies and governmental agencies throughout the U.S. for over 15 years. These solutions allow companies and municipalities to effectively increase their bottom line through the management and reduction of excessive engine idling and speeding, while improving fleet efficiency and reducing operating costs.

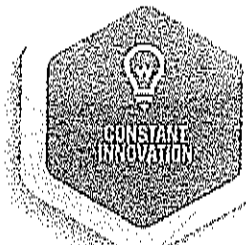
Vehicle Tracking Solutions employs 50+ team members which help design, develop, sell and service our proprietary software. We are ready to put that knowledge and experience to work for you, bringing the highest level of expertise to your organization. All operations are completed in-house at Vehicle Tracking Solutions' 24/7/365 Commack, NY headquarters. Using our expertise, VTS will work to reduce operating costs and harness the power of GPS fleet technology. We currently have over 2,800 clients tracking over 60,000 vehicles throughout the U.S.

Silent Passenger®, Vehicle Tracking Solutions' GPS fleet management service offering, can be installed immediately as a way to decrease vehicle emissions and environmental waste, improve fleet operations and maintenance, maximize transparency, and ensure accountability. The decrease in waste, increase in efficiency and reduction of costs can be realized within days of implementing this type of solution. By monitoring excessive idling, speeding and keeping track of vehicle maintenance activities, clients could potentially see thousands of dollars in savings per week. With our SaaS-based solution, there are no capital expenditures, and savings would be immediate. This response will outline the various ways a GPS fleet management system would benefit your organization as it strives to improve its fleet operations and accountability.

# VEHICLE TRACKING SOLUTIONS WHAT SETS US APART?



- Single intuitive integrated platform for businesses of all types, sizes and verticals
- Low-cost, high-value secure cloud platform that is central to effective cost management for fleet managers
- Configurable solution to fit the unique needs of each client – add desired modules without having to pay for unwanted add-ons
- Third party integration allows clients to leverage fleet management data with existing back-office systems to provide a holistic view of company operations



- Flexible platform allows users to add unique add-on modules such as SP Speed® and Temperature Tracking to provide clients with ROI opportunities not available from other vendors
- Seasoned development team can quickly layer on new features to address changing industry needs
- Industry leading 36 month data archiving provides long-term record keeping for fleet compliance
- Actively engaged in and expanding new partnerships, such as third-party fuel card integration, to improve operations



- Since 2002, VTS has an entrepreneurial track record developing new, innovative solutions for fleets
- The Company's dedicated service team backs up VTS with comprehensive local fleet "know-how" (implementing and servicing their fleet solutions with 24/7 support)
- VTS customer knowledge and flexibility helps the company align its products with specific and current industry demands



- Largest GPS provider in the NY tri-state area with over 50,000 units deployed
- Dedicated support team available 24/7 to offer client solutions
- Department configurable onboarding process and system training
- Recognized by C.J. Driscoll as a leading provider of fleet management solutions
- Recent marquee client wins (SBG) highlight VTS' brand and market momentum



LET US SHOW YOU THE RETURN ON INVESTMENT, CONTACT US TODAY.  
152 Veterans Memorial Highway, Commack, New York 11725  
1.800.671.5222 | [vehicltracking.com](http://vehicltracking.com)

## Staffing & Project Organization

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### Leadership Team

#### **John Cunningham – President and CEO**

John is the founder of Vehicle Tracking Solutions, and is recognized as a pioneer in the fleet management industry. He is a visionary leader and an advocate for the use of technology to better manage, operate and increase the profitability of his customers' businesses as well as VTS's business. With more than 20 years of experience and an extensive background in telecommunications and wireless technology, John has built Vehicle Tracking Solutions into a leading SaaS business in the fleet management technology market with an ongoing commitment to growth and innovation. On a daily basis, John is involved in all areas of the business, from ensuring customer satisfaction to supporting all VTS team members who are committed to demonstrating the substantial return on investment that VTS technology provides. John's passions include his family and community. VTS provides an opportunity to pay it forward by giving back to the community as he and his wife Karen support multiple charitable and civic organizations. John's love of family life impacts his business philosophy as he treats his employees and customers as he would his family – with respect and integrity while also helping them grow and be successful.

#### **Karen Cunningham – Chief Financial Officer**

Karen helped co-found VTS in 2002, bringing her complementary experience in telecommunication and wireless technology to the business. Prior to co-founding VTS, Karen held positions in Field Operations and Management where she became known as a "get it done" leader. At Vehicle Tracking Solutions, Karen's intense focus on growth and success drive the business as she manages and enhances efficiencies that translate into important value both for the company and for customers. Her business instincts and respect of team members and our customers have been keys to the continuing growth of VTS. A graduate of Dowling College with a Bachelor of Science, Karen works closely with John and the Leadership team, while also being actively involved in and supporting causes for children and animal welfare along with her long-time commitment to education and religious based programs.

#### **Ryan Wilkinson – Chief Technology Officer**

Ryan joined VTS in 2009 and has been a key player and architect of the company's growth. As Chief Technology Officer, Ryan is responsible for managing internal and external teams as they maintain an unsurpassed level of performance and ensure reliability of VTS Software as a Service (SaaS) utilized 24/7/365 by VTS customers and VTS staff. He frequently meets customers and prospects to keep in touch with the current business market and to assist him in driving future initiatives and enhancements. Ryan spends a significant amount of time on "tomorrow" – where the company and the industry are heading, helping to make certain we are always ready to meet the changing needs of our customers and the market with new features and functions. Ryan graduated from Sacred Heart University, earning a Bachelor of Science degree in Information Technology. He has been known to delight Leadership and customers by regularly delivering on Arthur C. Clarke's quote, "Any sufficiently advanced technology is indistinguishable from magic."

### Dedicated Full Service Team

Account Manager – Al Napolitano, VP, Government Relations  
Technology Liaison – Ryan Wilkinson, CTO  
Operations Contact – Keith Allocco, Special Teams  
Billing Contact – Keith Lindahl, Controller  
Software Support Specialist – Ryan Foley  
Service Manager – Russ Conti

## Work Plan & Technical Services

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### Understanding of the Project

Using the expertise we have gained by working with many municipalities, we will work to understand City of Torrington's unique goals and will help you achieve them. Vehicle Tracking Solutions prides itself on providing exceptional customer service and becoming a true business partner to our clients. We understand that municipalities are faced with unique challenges, and we are equipped to help you overcome these challenges.

Some key items that set Vehicle Tracking Solutions apart from the competition:

- **Customer Service and Support**  
When you call Vehicle Tracking Solutions, someone will be at the other end to answer your questions and provide any help you need. Our customer service and support truly is 24/7/365.
- **Reliability and Up Time**  
Having a tracking system that is not operating properly is a waste of taxpayers' money, and a waste of employees' time. Vehicle Tracking Solutions has made the investment in its infrastructure to ensure that VTS customers receive the most reliable service available.
- **Nearly 14 Years of Expertise**  
Our decade of experience in the telecommunications industry has allowed us to gain invaluable expertise which we then share with our client base. We have helped more than 2,500 companies improve their operations and efficiency.

In addition to gaining a wealth of knowledge by working with municipalities, we have also come to understand the unique way government entities operate. We understand there are various "audiences" to answer to, including taxpayers and union workers. Our entire staff has been trained on how to introduce a tracking system to these audiences, as well as how to prove a return on investment using data collected by Silent Passenger®.

### Approach to Proposed Solution

Vehicle Tracking Solutions will customize Silent Passenger® and the enhanced roll out to fit your organizational needs. Our Service Department will work on a schedule to get all of the AVL units installed for your company within 30 days. Our technicians will make sure that Silent Passenger® has your vehicle plate number, V.I.N., and updated mileage at the time of the service. Once installation is complete, an experienced SP trainer will give you a call to enroll your staff into Silent Passenger® School, our enhanced training sessions, in order to provide you with your greatest return. Once your team has been trained on Silent Passenger® and has set up notifications and reports to help manage the fleet, our relations team will coordinate quarterly reviews to maximize the potential.



## Functionality of Silent Passenger®

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Silent Passenger® is a cutting-edge fleet management program that makes it easy to effectively and efficiently monitor your Fleet. Silent Passenger® integrates detailed, up-to-date maps from Google with real-time traffic information, estimated time of arrival information, and turn-by-turn directions.

Any device (laptop, desktop, mobile device) connected to the internet may access Silent Passenger® to view real-time events and historical data. Because Silent Passenger® is a web-based solution, you have the convenience and mobility of working from any computer, anywhere.

Silent Passenger® is capable of providing access to all users and administrators (able to handle an unlimited number of users with individual sign on capability, all of which may sign on concurrently, with variable levels of user permissions).

Silent Passenger® Includes the following functionality:

- The ability to identify and track GPS equipped vehicles/assets on overlaid maps
- An industry leading update rate of 60 seconds for standard usage, with included five (5) seconds in Rapid Update mode
- The ability to track assets by Individual, department, territorial area, town wide, or other defined grouping
- Single sign on capability
- Multi-level, role based security (including Administrator roles that can monitor and set restrictions for other users)
- Control user access by customized user permissions per account level
- Ability to provide identifier and attributes about the asset while GPS enabled including location, speed, distance and breadcrumb information
- The ability to identify boundaries by assets in terms of territory and restricted areas. These areas can be displayed as overlays on the map, and alerts may be set up to notify administrators when an asset goes "out of area"
- An easy-to-use GUI for maintaining all system administration functions

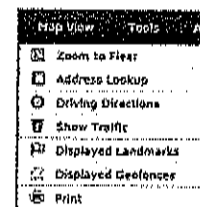
## Silent Passenger® Features:

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**Fleet Status** -- Displays the exact location of all vehicles on a lined display. Click on any vehicle to zoom to street level detail. It also displays the engine on/off status. When this screen is open it updates automatically when vehicle locations change.

**Map View Mode** - Full screen map that automatically zooms to display all vehicle names/numbers that the user has rights to see and has enabled to see. When this screen is open it updates automatically when vehicle locations change.

Silent Passenger® Map View to use Google Maps.



### Map Types:

**Road:** Standard map with roadways and street names.

**Satellite:** Satellite map without roadways and street names.

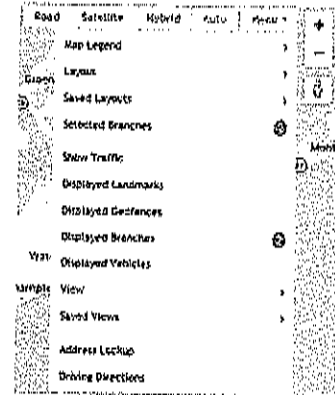
**Hybrid:** Satellite map with roadways and street names.

**Auto:** This is the default map view. It automatically switches the map between "Road" and "Hybrid" based on the zoom level.

**Pegman:** By dragging this marker and dropping at a desired location on the map, you can switch to the Street View.

**NOTE:** Not all locations have available street views. When dragging a pegman over the map, streets with available street view imagery will be highlighted in purple, just like on the image above.

**Map Navigation:** Full screen maps and top driven menus allow users to quickly access the information they need. Map navigation is extremely simple: pan and zoom with the click of your mouse.

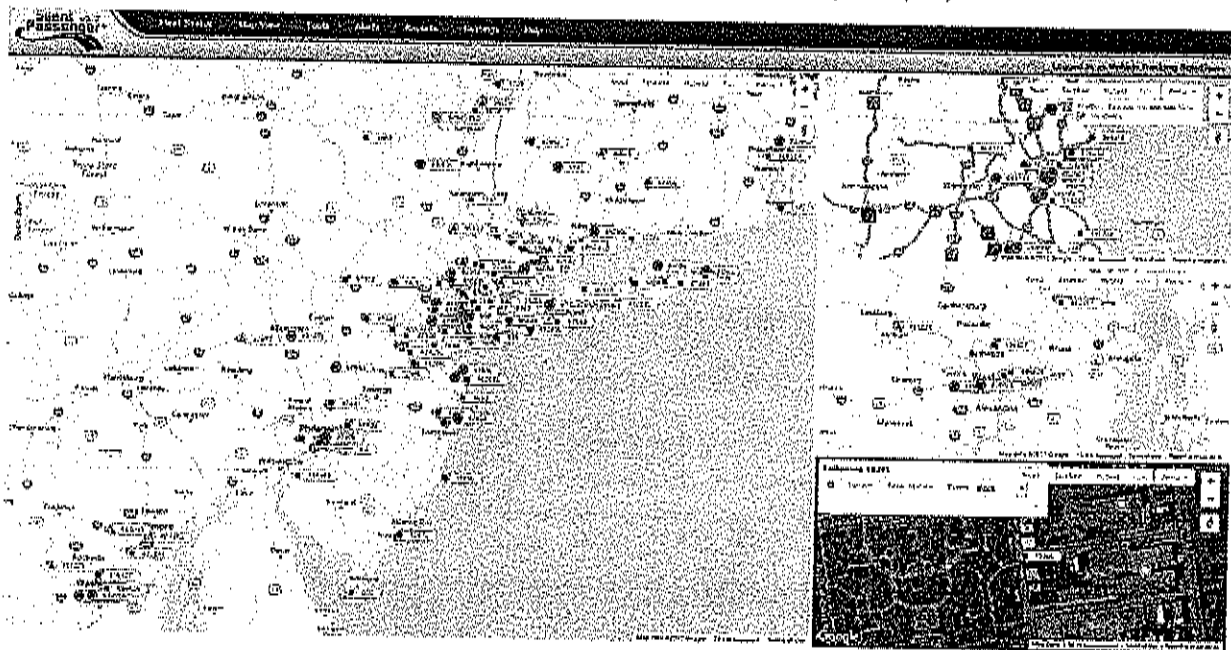


**Color coded Vehicle Status:** Very user-friendly icons displayed next to each vehicle name in fleet status and on the map denote the following:

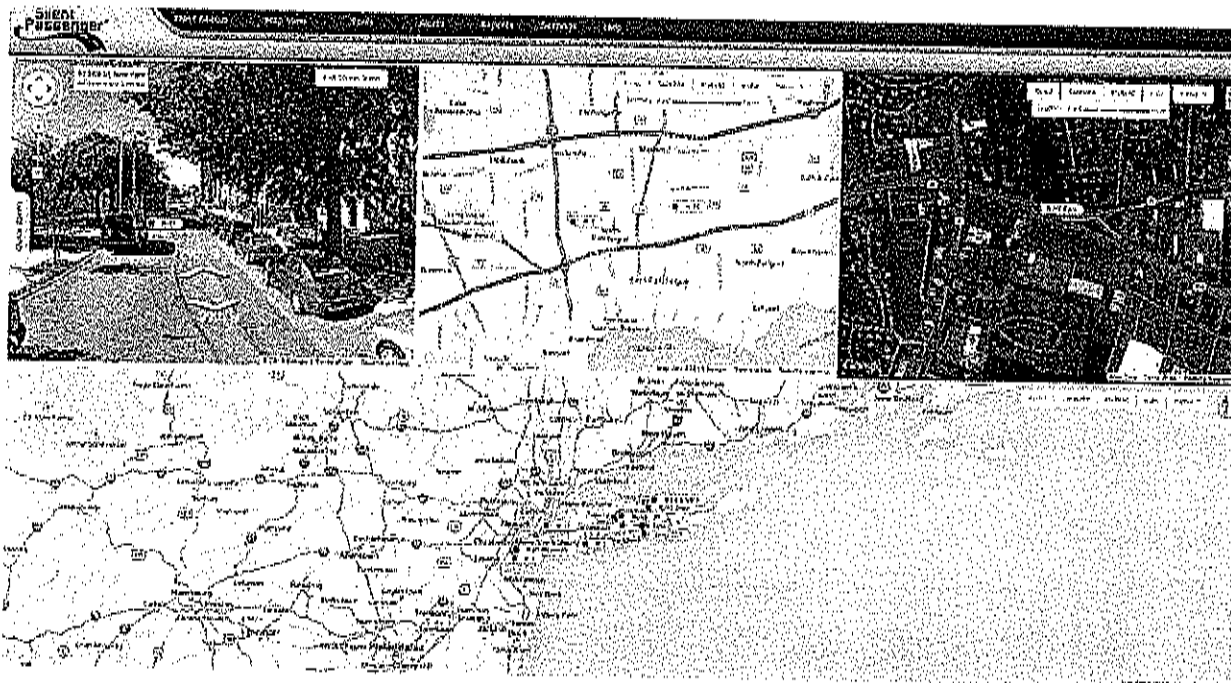
- Moving
- Stopped for less than 5 minutes
- Stopped between 5 minutes and 60 minutes
- Stopped for more than 60 minutes
- Stopped for more than 3 days
- Speeding
- Loss of connection with hardware
- Idle (stopped with the Ignition On)

- ⚠ Speeding
- ⚡ SpeedGauge™ (optional)
- 🚗 Moving
- ⏸ Stopped < 5 min
- ⏸ Stopped < 5 min w/Ignition on
- ⏸ 5 min < Stopped < 60 min
- ⏸ 5 min < Stopped < 60 min w/Ignition on
- ⏸ Stopped > 1 hr
- ⏸ Stopped > 1 hr w/Ignition on
- ⏸ Stopped > 3 days
- ⏸ Stopped > 3 days w/Ignition on
- 🔋 Low Battery (optional)
- ➡ Arrow shows vehicle heading

**Split Screen Map View:** This feature gives the user the ability to customize the Map View screen to show up to 9 different map tiles at one time. This is a very useful feature for large fleets, so you can monitor multiple vehicles at one time, or multiple yards, or cities without having to adjust the program or map in anyway.

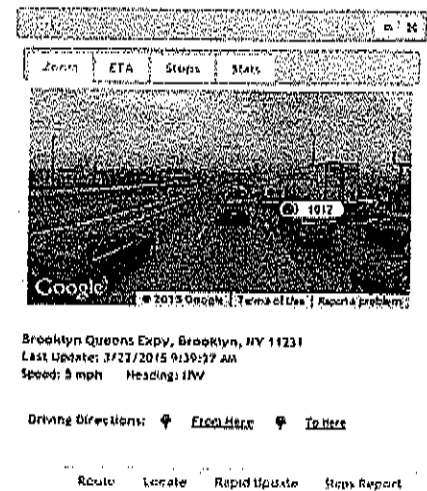


Below is an example of the flexible and versatile Map View screen that is incredibly user friendly. Below are 4 maps being viewed by one dispatcher, showing the Google Street View of a vehicle (top left), showing multiple vehicles in the standard road map with Google's real time traffic overlay color coding the road based on traffic (top middle), showing a satellite image of a vehicle at an intersection with Google's real time traffic overlay color coding the road based on traffic, showing a fleet of vehicles on the standard road map (bottom map).

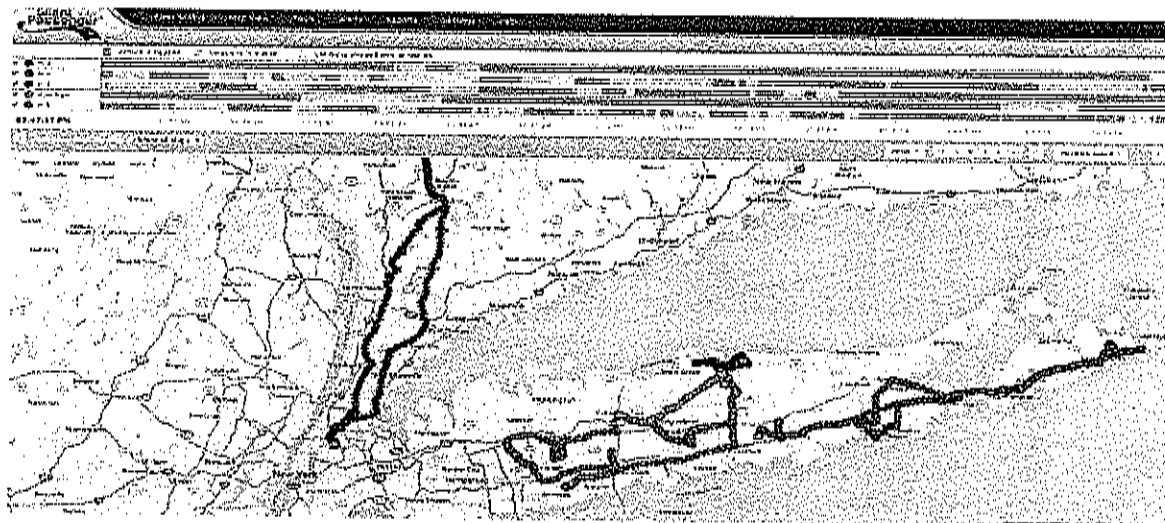


**Vehicle Bubbles** – The vehicle bubbles feature makes it easier to view the information you need. A Zoom tab gives you a detailed view of the selected vehicle.

- An ETA tab allows you to calculate arrival time at an address or landmark.
- A Stops tab will show you all stops made by that vehicle for the day, including location and time of each stop, length of stop, and idling at each stop.
- If your vehicles are equipped with Garmin Routing, you will see a Dispatch tab which allows you to view that vehicle's assigned route for the day.
- A Stats tab will show you total drive time, stop time, and idle time for each vehicle for the day.

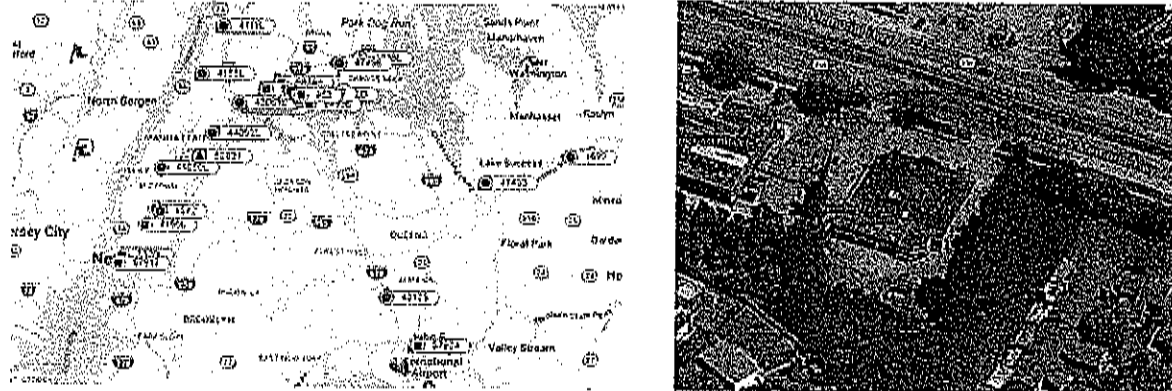


You can "pin" vehicle bubbles to the screen, allowing you to view multiple vehicle bubbles at once.

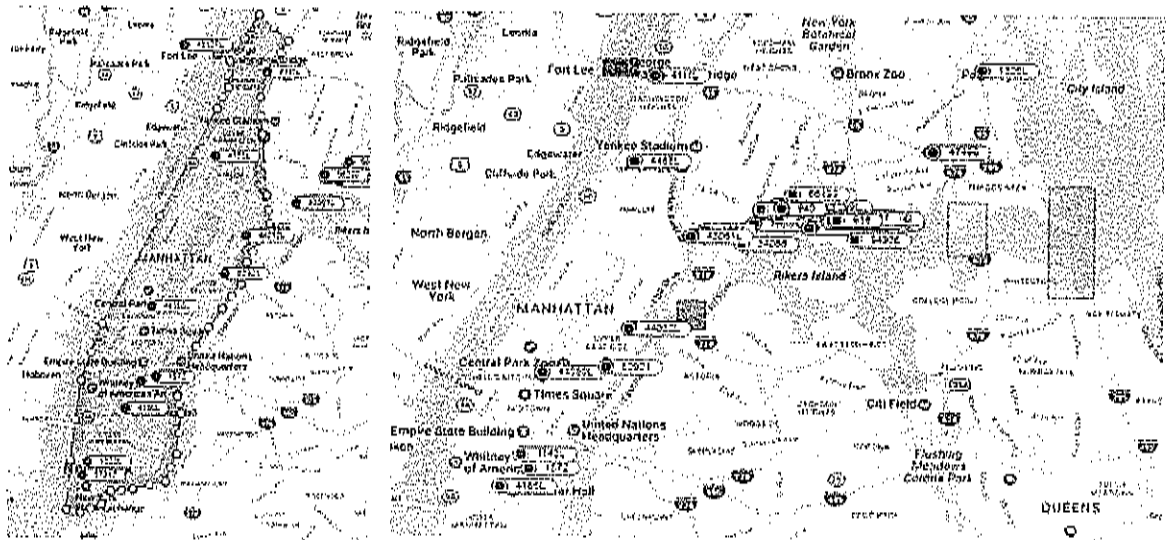


**Route Playback**- View the breadcrumb trail for any vehicle or multiple vehicles on one map simultaneously.

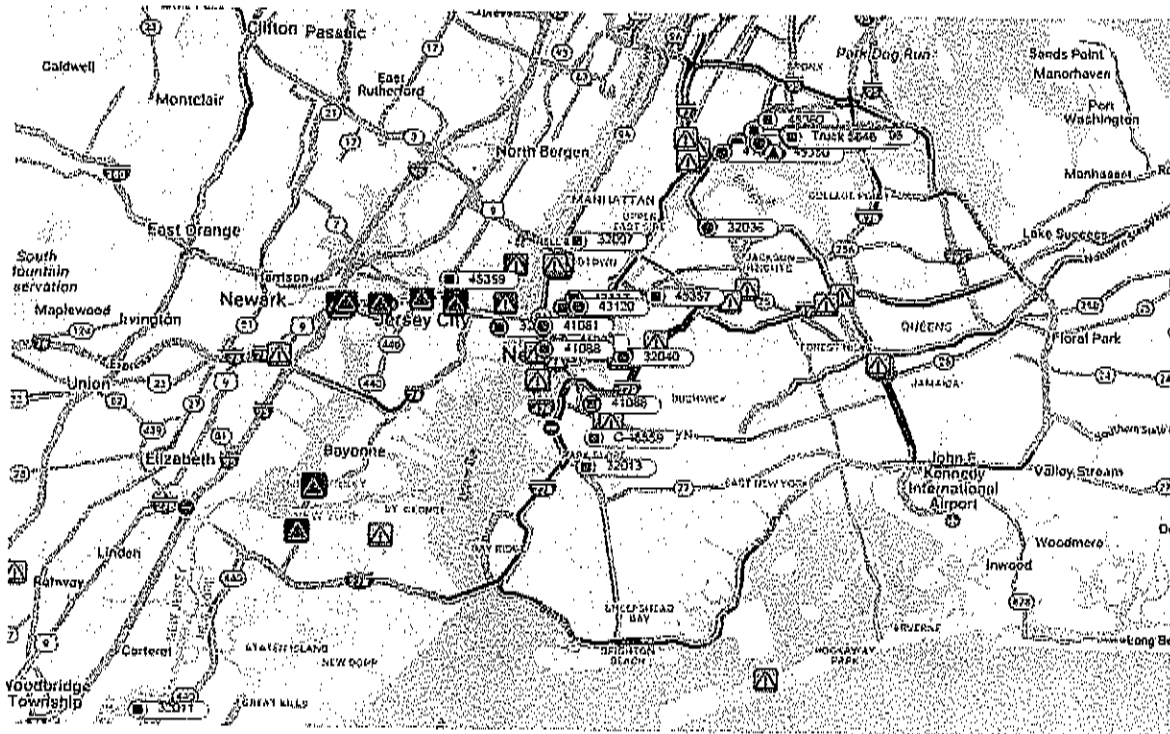
**Landmarks** - All users with permission can set up landmarks which can be categorized by type. For example, you can create landmarks for all company yards, or all customer locations. The purpose of this feature is for the Fleet Status window and all reports to list the name of the location that the vehicle is parked or stopped at, instead of the street address, making the alerts and reports much more useful and easier/faster to interpret.



**Geofencing** – Silent Passenger® users are able to set a radius and be notified when vehicles enter or exit that area with the geofencing tool.



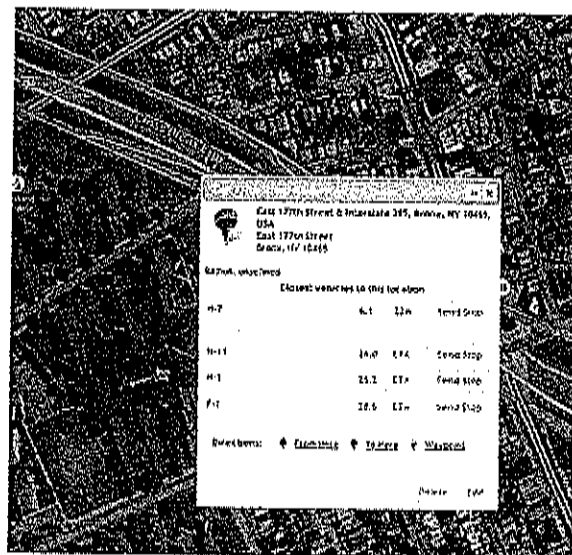
**Real-Time Traffic Updates** - Real-time traffic is available on Town, County and State roads. Real-time traffic updates will allow your dispatchers to make effective and efficient decisions when routing your department vehicles. Stay ahead of the game by knowing about congestion, bottle-necking and road closures before you send your trucks out.



**Closest Vehicles** - Mouse over a landmark or vehicle and see the vehicles closest to the **Administrative Access**- This is where administrative users may create usernames and assign viewing permissions to other users. You may also change vehicle names, edit vehicle groups and enter the vehicles' true odometer readings.

**Preferences** - This feature allows users to change various system preferences.

**Help**- Users have access to an electronic interactive user guide, tutorial videos, and may contact VTS for technical support and remote live assistance right from within the Silent Passenger® interface.

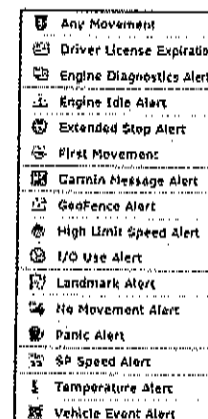


## Vehicle Service Module

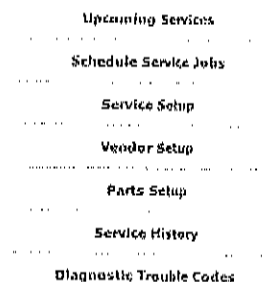
The Vehicle Service Module in Silent Passenger® allows you to monitor and keep track of routine maintenance items for your fleet. Maintenance items can be customized to be named and tracked by a number of different items. You can schedule maintenance items like Oil Changes, or Brake jobs to be due based on mileage, or engine hours, or a period of time. You can also schedule items like Vehicle Registrations or Inspections based on time intervals (Example: annually).

This module will monitor the jobs that have been setup, and alert you via text or e-mail before the item is overdue so you can schedule time to get the work performed on the vehicle.

The "Upcoming Service" screen shows users a quick glance what is overdue, and what is almost due so they can monitor the service jobs needed to keep the fleet operating in real-time!



Vehicle Filter		Show all vehicles		Search				
Vehicle ID	Mileage	Engine Hours	Service Item	Next Due	Due Date	Status	Alerts	Alerts for this Vehicle
R703-496-LOC CORT 2014 Chevrolet Express Cargo	204870.3 mi	4082.7	Oil Change service	Jun 16, 2017	Overdue			1
MS43-514 Dodge	72048.19 mi	1093.8	Oil Change	72321 mi	Almost Due			1
MS40-502 2012 Chevrolet Express Cargo	72498.58 mi	10940	Oil Change	72500 mi	Almost Due			1
Q1-376 DUELLE Chevrolet C3500HD	105366.23 mi	1877.2	Oil Change service	106349 mi	Almost Due			1
Q55-308-5 GRIMES 2004 Buick Lacrosse	174407.6 mi	6010	Transmission Filter	246555 mi	Almost Due			1
RT01-420-3A 2013 Honda 350	268938.49 mi	7463.0	Transmission Filter	345655 mi	Almost Due			1
MS50-353 Mini Sargent Truck	100230.00 mi	8809.0	Oil Change	104442 mi	Almost Due			1
MS33-280	330204.0 mi	9234.3	Registration	Jun 30, 2017	Almost Due			1
MS01-291 2003 Chevrolet Express	456936.05 mi	11196.8	Inspection	Jun 30, 2017	Almost Due			2



## Real-Time Alerts

Vehicle Tracking Solutions knows how valuable your time is, with the state of the art alert module in Silent Passenger®, the system will alert you only when an exception occurs.

The alerts can be customized by department or vehicle, as well as time frame, so the system will monitor what vehicles you want, when you want.

Users can setup alerts to be sent to numerous e-mail addresses or cell phone numbers for text message alerts in real-time!

Silent Passenger® will monitor the activity of the tracking devices installed in your fleet and notify you in real time when exceptions occur, like after-hours movement, excessive speed, extended stops, no movement, idling, or when users enter or leave any "landmarked" location such as company sites, employee homes, or any other known locations.

## Historical Reporting

**On Demand Reports:** Users with permission have the right to view individual or multiple vehicles' historical data. The start and end date of the report is user definable. 13 months of historical reports are available at all times.

### Stops Report

Start Date/Time : 6/14/2017 12:00:00 AM  
End Date/Time : 6/15/2017 11:59:59 PM

Stop Threshold : 10 min.

Show Route : False

Show Idle: False

Reading Time	Stop	Departure	Location	Event	Distance
15:34:21	Alan Wagoner				
Jun 14, 2017 07:26AM			<u>JV Loc #33 Freemansburg, Freemansburg, PA</u>	Ignition On	
Jun 14, 2017 07:35AM	20m 22s	Jun 14 2017 7:55AM	<u>JV Loc #33 Freemansburg, Freemansburg, PA</u>	Movement Stopped	
Jun 14, 2017 07:55AM			<u>208 Kately St. Freemansburg, PA</u>	First Movement	0.08 mi
Jun 14, 2017 08:48AM	23m 48s	Jun 14 2017 9:12AM	<u>JV Loc #33 Freemansburg, Freemansburg, PA</u>	Movement Stopped	11.39 mi
Jun 14, 2017 09:32AM	20m 39s	Jun 14 2017 9:53AM	<u>Location 37, Allentown, PA</u>	Movement Stopped	12.15 mi
Jun 14, 2017 10:13AM	24m 57s	Jun 14 2017 10:38AM	<u>JV Loc #33 Freemansburg, Freemansburg, PA</u>	Movement Stopped	13.57 mi
Jun 14, 2017 12:29PM	01h 10m	Jun 14 2017 1:39PM	<u>JV Loc #33 Freemansburg, Freemansburg, PA</u>	Movement Stopped	36.59 mi
Jun 14, 2017 03:37PM	16h 31m	Jun 15 2017 8:06AM	<u>JV Loc #33 Freemansburg, Freemansburg, PA</u>	Movement Stopped	33.62 mi
Jun 15, 2017 09:20AM	15m 44s	Jun 15 2017 9:36AM	<u>JV Loc #33 Freemansburg, Freemansburg, PA</u>	Movement Stopped	16.76 mi
Jun 15, 2017 10:06AM	14m 18s	Jun 15 2017 10:21AM	<u>JV Loc #33 Freemansburg, Freemansburg, PA</u>	Movement Stopped	6.87 mi
Jun 15, 2017 11:15AM	11m 19s	Jun 15 2017 11:26AM	<u>JV Loc #33 Freemansburg, Freemansburg, PA</u>	Movement Stopped	15.82 mi
Jun 15, 2017 01:14PM	13m 21s	Jun 15 2017 1:28PM	<u>1342 US-22, Phillipsburg, NJ</u>	Movement Stopped	24.62 mi
Jun 15, 2017 01:51PM	59m 48s	Jun 15 2017 2:51PM	<u>JV Loc #33 Freemansburg, Freemansburg, PA</u>	Movement Stopped	15.36 mi
Jun 15, 2017 03:13PM	18m 10s	Jun 15 2017 3:31PM	<u>JV Loc #33 Freemansburg, Freemansburg, PA</u>	Movement Stopped	5.60 mi
Jun 15, 2017 03:49PM	11m 00s	Jun 15 2017 4:00PM	<u>THE HUSCAP STOPPE (120925), Easton, PA</u>	Movement Stopped	7.19 mi
Jun 15, 2017 04:30PM			<u>JV Loc #33 Freemansburg, Freemansburg, PA</u>	Movement Stopped	9.99 mi
<b>Totals for HS33-444</b>	<b>21h 35m</b>		<b>Number of stops: 13</b>		<b>211.63 mi</b>



Some of the standard reports that are available in Silent Passenger® are as follows:

- **Stops with Options**– Displays all stops the vehicle made in the date range you select. It shows travel time between each stop, length of stop and distance from previous stop. Additional information such as engine idle and vehicle events may also be displayed on this report. Stop intervals for report range from 1 min+, determined by the end user running the report.
- **Speeding Report**- This report shows each time a vehicle or group of vehicles exceeded the speed limit threshold you set. You can also subscribe to our Posted Speed Limit verification service, to know every time a vehicle exceeds the posted speed limit on the road that vehicle is driving on.
- **Start/End of Day**- This report shows the location where the vehicle started its day, how many hours it worked, how many hours it was in motion, how many hours of idle time, the total distance it traveled and the location it was parked at the end of the shift.
- **Odometer**- This report shows the amount of total mileage of your vehicles. The resettable trip odometer feature is used in conjunction with our optional maintenance module.
- **Engine Idle**- This report displays the total time your vehicle's engine has been idling throughout the day. (Can also add PTO monitoring to this report to deduct PTO time from actual idle time)
- **Hours of Use**: Displays how many hours each vehicle was used for the day
- **Non-Responsive Units**- Shows any units that have not reported in 3+ days.
- **Geofence Report** - Shows historical geofence information for your fleet (when and where a vehicle entered or exited a geofenced area)
- **Vehicle Location Search Report** - Displays the date and time a vehicle was at a specific location, allowing users to search the GPS tracking history based on a customer's location or a specific street address.

Acceleration Events Report
Driver Score Card Report
Enhanced Idle Report
Enhanced Odometer Report
Events Report
Excessive Fuel Report
Fuel Analysis Report
Fuel Card Activity
GeoFence Violations Report
Hours of Use Report
Landmark Category Stops Details
Landmark Category Stops Summary
MPG Fuel Report
No Movement Report
Non Landmark Stops Report
Non Responsive Units
Odometer Report
Speeding Report
Start End of Day Report
State Mileage Report
Stops w/Options Report
Vehicle Location Search Report
Vehicle Not At Fuel Location
Vehicle Summary Report

Reports can be viewed on screen or may be exported to PDF, Excel, HTML or Word formats. All reports can be printed, and will appear the same when printed as they appear on screen.

**Automatic Scheduled E-mail Reports** – Users with permission can have any or all standard reports automatically created and e-mailed on a daily, weekly, or monthly basis.

## Google Mapping & Map Maintenance

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The Google platform is an integrated set of services that provides quality mapping and address data, street view, rich imagery, cutting-edge technology, and dependable performance that helps companies visualize data and provide an immersive end-user experience.

Google mapping is an industry leader in providing precise views of the world through satellite views and street level views, with photorealistic and geospecific 3D capability, among other features.

All mapping updates released by Google will be automatically released to VTS customers via the Silent Passenger® platform.

## Apple and Android Apps

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Silent Passenger® apps are available for Apple and Android devices. Users can be granted permission to utilize these apps, which allow users to view their fleet's activities right from a smart device in real-time.



ANDROID

A banner for "MOBILE SUPPORT" with the text "ACCESS SILENT PASSENGER™" and "from any computer with an Internet connection, or any Apple or Android device using our Silent Passenger™ Apps." It includes logos for "Available on the App Store" and "ANDROID ON Google play" and images of a desktop monitor, laptop, tablet, and smartphone displaying the application interface.

**MOBILE SUPPORT**

**ACCESS SILENT PASSENGER™**

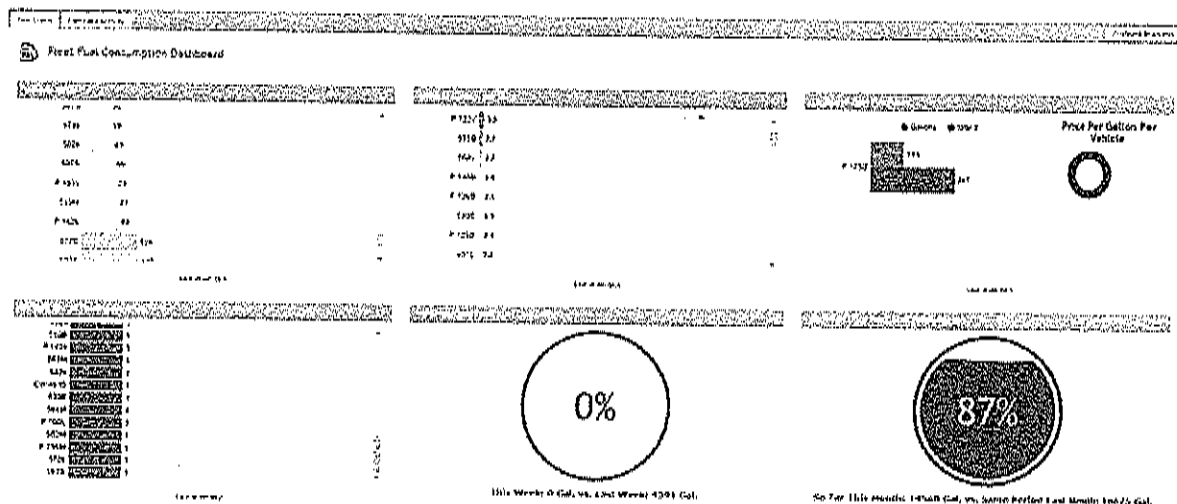
from any computer with an Internet connection,  
or any Apple or Android device using our  
Silent Passenger™ Apps.

Available on the  
App Store

ANDROID ON  
Google play

## Additional Features

- **SP Speed** – SpeedGauge technology instantly alerts you when your vehicles exceed posted speed limits, creating significant savings on fuel costs. In addition to the monetary and safety benefits of reducing speeding, SpeedGauge takes speed reporting a step further by expanding the monitoring to include not just highways but also residential areas.
- **SP Driver Behavior** – By monitoring rapid acceleration and hard braking and coupling that with speed analysis, you will have the ability to monitor your drivers' behavior while they are behind the wheel of your fleet vehicles.
- **SP Driver ID** – This module allows customers to know who is operating every vehicle in their fleet at all times. With a small, durable key fob reader installed in each vehicle, your Managers have the ability to know (in real time, or historically) who is operating each vehicle for accurate driver reporting analysis.
- **SP Fuel Card**– Get better insight, management and accountability with our *SP Fuel Card* offering. Silent Passenger® a custom fuel usage reporting system. This module will deliver you reports on fuel consumption per vehicle, MPGs, excessive fuel purchases, and even unauthorized fuel card usage.



- **SP Messaging** – Powered by Garmin – Stop worrying if your driver's phones are on to get them messages, updates and route changes...Silent Passenger® and Garmin have integrated their solutions to provide subscribers with a 2-Way Messaging feature in SP allowing users and dispatchers to send messages or address information to each vehicle's Garmin navigation unit
- **SP Routing** – "We Help You Drive Productivity". With *SP Routing*, you can efficiently dispatch your fleet by building optimized routes. The routes can then be sent directly to an in-vehicle Garmin device with the *SP Messaging* module.
- **SP Workforce** – "You can't manage what you can't see". With the *SP Workforce* app, every single smart device operated by your mobile workforce can be used to manage and communicate with your field employees at all times throughout the day. With flexible modules, this app can become a mobile time clock, vehicle inspection terminal, or a workforce accountability tool.

- **SP Connect** – Let Silent Passenger® help unlock the full potential of your existing Management tools– we help you connect Silent Passenger® real-time data with your other systems so you can get better information and make better management decisions. Our in-house Development team can connect with an existing software solution you already use, from dispatch, scheduling or maintenance program to many others. *SP Connect* will give you a 360 degree view of your operation.

## Maintenance and Support

Vehicle Tracking Solutions warrants and represents that hardware be free from defects in material and workmanship for a period of one year from the date of acceptance.

Ongoing remote training and technical support is provided for all users, free of charge. This includes access to a 24/7/365 help desk phone and online real-time remote diagnostic services.

## Training

Vehicle Tracking Solutions will provide the following as part of our services:

- Remote/webinar training for all users which includes, but are not limited to: logging on, icon status, basic reporting and how to get help. Software training can be conducted immediately after hardware installation is completed.
- The initial training for system administrators which includes, but is not limited to: logging on, icon status, basic reporting, how to get help, how to create and manage system users how to assign permissions for users to see certain groups of vehicles, how to label vehicles, create management reports, automatic e-mail based reports, automatic text alerts.
- Ongoing training and technical support, when needed, for all users, free of charge. This includes access to a 24/7/365 help desk phone and online real-time remote diagnostic services.
- User guides, video tutorials, and implementation guides to help users integrate the Silent Passenger® application into their daily operations.



SP User Manual



SP Video Tutorials



SP Enhancement Log



Remote Technical Support



Contact SP Support



Enroll in Paperless Billing

# State Contract Via SHI

No hardware to buy

DESCRIPTION	QUANTITY	Estimated PRICE PER UNIT
<b>Monthly Subscription Fee Including:</b>  <b>Hardwired GPS Receiver/Wireless Data Modem</b> <ul style="list-style-type: none"> <li>• <i>AVL Device (Hardware)</i></li> <li>• <i>Programmed with VTS proprietary programming</i></li> <li>• <i>Over the air programming capabilities</i></li> <li>• <i>Warranty for Life of Term</i></li> <li>• <i>Warranty Service Included</i></li> <li>• <i>Vehicle Maintenance Module</i></li> <li>• <i>SP Speed: Monitors posted speed limits</i></li> <li>• <i>Onsite Installation</i></li> </ul> <b>Silent Passenger Access</b> <ul style="list-style-type: none"> <li>• <i>Web based software</i></li> <li>• <i>Wireless and data transfer fees included</i></li> <li>• <i>Free App for smart phones</i></li> <li>• <i>Unlimited amount of End- Users</i></li> <li>• <i>1 minute updates plus 5 second "rapid updates"</i></li> </ul>	41	\$19.99/mo