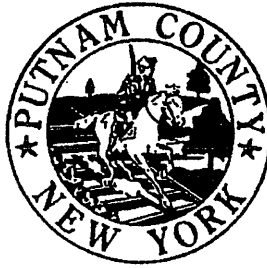


THE PUTNAM COUNTY LEGISLATURE

40 Gleneida Avenue  
Carmel, New York 10512  
(845) 808-1020 Fax (845) 808-1933

Amy E. Sayegh *Chairwoman*  
Greg E. Ellner *Deputy Chair*  
Diane Schonfeld *Clerk*



Nancy Montgomery	Dist. 1
William Gouldman	Dist. 2
Toni E. Addonizio	Dist. 3
Laura E. Russo	Dist. 4
Greg E. Ellner	Dist. 5
Paul E. Jonke	Dist. 6
Daniel G. Birmingham	Dist. 7
Amy E. Sayegh	Dist. 8
Erin L. Crowley	Dist. 9

**AGENDA**

**PHYSICAL SERVICES COMMITTEE**

**TO BE HELD IN ROOM 318**

**PUTNAM COUNTY OFFICE BUILDING**

**CARMEL, NEW YORK 10512**

**(Chairman Ellner and Legislators Crowley & Jonke)**

**Thursday**

**July 17, 2025**

**(Will Immediately Follow the 5:30p.m. Health Meeting)**

- 1. Pledge of Allegiance**
- 2. Roll Call**
- 3. Acceptance/ Physical Services Meeting Minutes/ May 19,2025**
- 4. Approval/ Budgetary Amendment 25A058/ DPW/ Purchase a Tomahawk 8" Road Planer Asphalt Grinder/ Commissioner Department of Public Works Thomas Feighery**
- 5. Discussion/ Fund Transfer 25T175/ Cover Cost of Telematic Installation In Transit/ Planning Fleet/ Commissioner, Department of General Services John Tully**
- 6. Other Business**
- 7. Adjournment**

July - Phy

#3

**PHYSICAL SERVICES COMMITTEE MEETING**  
**40 Gleneida Avenue Room #318**  
**Carmel, NY 10512**

**Committee Members: Chairman Ellner, Legislators Crowley & Jonke**

**Monday** **May 19, 2025**

(Physical & Health Mtgs Immediately Followed the 6:00p.m. Special Full Mtg.)

The meeting was called to order at 6:45p.m. by Chairman Ellner who led in the Pledge of Allegiance. Upon roll call, Legislators Crowley, Jonke and Chairman Ellner were present.

**Item #3 – Acceptance/ Physical Services Meeting Minutes/ March 18, 2025**

Chairman Ellner stated the minutes were accepted as submitted.

Legislator Crowley called for a Point of Order stating Chairman Ellner had not responded to a memo sent to him from herself and Legislator Russo dated May 19, 2025, regarding the Early Learning Center project. She read the memo into the record.

Chairman Ellner called for a Point of Order and read from the Legislative Manual regarding a request for Other Business, which the proposed item Legislator Crowley was referring to, was subject to a 2/3 vote of the Committee to be accepted. He stated this request would be addressed at the end of the agenda Item# 15 Other Business.

Legislator Crowley made a Parliamentary Inquiry with Senior Deputy County Attorney Conrad Pasquale asking if this falls into the Legislative Manual or if this Committee at Large can decide what goes on the agenda.

Senior Deputy County Attorney Conrad Pasquale stated he would look into this further. He then explained his understanding when he recently reviewed the Legislative Manual was that items sent on behalf of a Legislator to the Chairperson are then assigned to the Chair of the appropriate committee.

Chairman Ellner facilitated further discussion on this matter. He stated he would like to make a Chairman's Report and come back to this.

Chairman Ellner made a motion to Approve adding a Chairman's Report; Seconded by Legislator Jonke. All in favor. Motion passed.

Chairman Ellner stated, he like many of the people in attendance has special needs children. He explained on this topic there is a lot of information which has not been shared with the Legislature. He stated he did request the information and was denied it. He stated additionally, in writing, he was denied access to important high level, Commissioners and Directors of the Putnam County Staff. He stated if he had been given the information and granted a meeting with the appropriate Commissioners and Directors he would have been able to get key questions asked and answered. He listed a few of the questions he would have asked: What was the evaluation criteria for the location that was chosen? What were locations 1, 2, 3, 4, & 5? He stated there is information that is needed in order to make informed decisions. He stated in an effort to do his due-diligence he contacted different Departments. He stated that he did learn that the Department of Public Works who handles construction was not contacted at all. He stated there is a single page letter documenting this project with a projected cost of \$1.53 million. He stated also after these precious children complete their early learning programs they move on to the Department of Social Services (DSS), to the best of his knowledge they have not been notified. He stated all he wanted was basic information so when the matter comes before the Legislature, which will probably be around June the members of the Legislature will be informed permitting the process to move forward and get things done. He stated having an autistic child he is personally very much in favor of this project. He stated he wants to get this project moving and moving fast. He stated if there is an alternative location that would allow the County to start at the beginning of the 2025 school year, why wouldn't that be done. He questioned if there was anyone present that would object to not spending the projected \$1.53 million and using those funds on additional staff or any other additional things that will be needed. He continued to explain that he wanted to meet with the County Officials so he could run an efficient Committee Meeting. He explained County Executive Byrne prevented that by denying his meeting request. He stated that he supports this initiative, but there are many facts and options that need to be considered. He stated he and other parents with children with special needs are confused by the ThinkDIFFERENTLY label. He stated this is supposed to be all about inclusivity. He questioned why we would want to stigmatize a child that they are "different". He stated he believes there are a lot of issues that need to be discussed, and he simply wanted to have an internal discussion, but he was denied that opportunity by the County Executive. He stated he cannot say it enough he supports this initiative and this concept wholeheartedly. He stated he wants to do it the best way possible and as quickly as it can be done. He stated this matter would not be on that evening's agenda.

Legislator Crowley stated if you want to discuss things privately rather than publicly as you stated, and you wanted to have a meeting, everyone was present to do so. She stated they can go into an alternate location or executive session, if needed to ask certain questions that may not be appropriate to be done in a public format. She questioned Senior Deputy County Attorney Pasquale if an Executive Session would be appropriate.

Senior Deputy County Attorney Conrad Pasquale stated it would depend on the basis of what would need to be discussed in Executive Session. He provided further details on what would warrant an Executive Session.

Legislator Crowley made a motion to go into Executive Session to discuss all the topics listed by Senior Deputy County Attorney Conrad Pasquale as they relate to the ELC initiative.

Chairman Ellner stated there is no topic on the Agenda.

Legislator Crowley stated said Chairman Ellner said he did not want to conduct the discussion in public so this is the chance to do it behind closed doors.

Legislator Crowley made a motion to go into Executive Session to discuss all the topics listed by Senior Deputy County Attorney Conrad Pasquale as they relate to the ELC initiative; No Second. Motion Failed.

Legislator Montgomery stated she wanted to offer another perspective. She stated that she appreciates the information that Chairman Ellner is looking for and she too would be looking for it. She stated as a non-committee member honestly, she does not want to rely on Chairman Ellner to provide information to her from a private meeting. She stated she respects Chairman Ellner's role and the Committee. She stated this work should happen in the committee process so the public will have a chance to hear the information as well.

Chairman Ellner stated he agrees. He explained he wanted to give the hard-working County Employees a chance to get prepared and come back in June.

Chairman Ellner facilitated further discussion. He stated in summary there is a 37-page lease, and a lot to be reviewed and considered with said lease. He stated he did not want to rush this matter through. He confirmed that he will have this item placed on the June Physical Services Meeting agenda. He stated he hopes the County Executive will allow him to meet with Department Heads to have a meaningful discussion and they can all be prepared to present all of the information the public is entitled to.

Legislator Crowley stated the Department Heads present at this meeting are prepared with what was requested of them leases, and MOUs, and, are ready to address any questions.

Legislator Jonke stated the County Executive has been in office for 2.5 years. He stated approximately one (1) month ago this initiative was brought to the Legislature's attention. He stated now all of a sudden it needs to be done tomorrow. He stated that he has a lot of questions, and he is fully supportive of the initiative. He stated that he shared during last month's meeting

his personal impact of this matter. He stated his daughter had to be driven on a bus an hour each way for her education at an early age. He stated he is behind this. He stated there is a better way to do it. He stated that he had identified an alternative site, that no one has told him why it cannot be considered.

Legislator Crowley stated we would need to go into the Executive Session to find out why.

Legislator Jonke stated no, there is no need to go into Executive Session.

Legislator Crowley stated Legislator Jonke should do some research, it cannot be discussed in public. She stated there is a reason why this cannot be discussed in public.

Legislator Jonke stated Legislator Crowley is the one requesting transparency. He requested if someone would give him an answer to why a facility down the road that has a medical facility on the floor above a vacant school, with nine (9) classrooms, nurses stations, kitchen, and a cafeteria would not be used. He stated if no one wants to give the reason now, then someone needs to call him and explain why the County would not go there.

Chairman Ellner stated he would move forward with the agenda items.

**Item #4 – Approval/ Inter-Municipal Shared Services Agreement with The Towns: Kent, Carmel, Patterson, Philipstown, Putnam Valley, Southeast and Villages: Brewster, Cold Spring and Nelsonville, For Sharing Highway Related Resources/ Commissioner of Department of Public Works Thomas Feighery**

Commissioner of Department of Public Works Thomas Feighery stated he would like to begin by thanking all of the Town and Village Officials who assisted with getting this done. He specifically stated Town of Kent Highway Superintendent Richie Othmer, was a big help with this initiative. He stated this is the first initiative of its kind in New York State. He stated he believes to date all of the Putnam County Villages and Towns have accepted this Inter-Municipal Shared Services Agreement (IMA). He stated they are very excited about this, as it will result in a tax savings to the County Residents.

Chairman Ellner made a motion to Approve Inter-Municipal Shared Services Agreement with The Towns: Kent, Carmel, Patterson, Philipstown, Putnam Valley, Southeast and Villages: Brewster, Cold Spring and Nelsonville, For Sharing Highway Related Resources; Seconded by Legislator Jonke. All in favor.

**Item #5 – Approval/ Agreement with State of New York For Snow & Ice Removal – Five Year Extension/ Commissioner of Department of Public Works Thomas Feighery**

Deputy Commissioner of Department of Public Works Joseph Bellucci stated every five (5) years the County renegotiates with New York State for a new Agreement. He stated the agreement is so the County will maintain 120 miles of State Roadway throughout the winter season. He stated this agreement would cover June 30, 2024 – June 30, 2029.

Chairman Ellner questioned if there were any increases.

Deputy Commissioner of Department of Public Works Joseph Bellucci stated there were increases issued towards labor and equipment in this agreement.

Legislator Sayegh questioned is this the funding regardless of the severity of the winters during the five (5) year period.

Deputy Commissioner of Department of Public Works Joseph Bellucci stated there is a winter severity index included. He stated if it is a mild winter then the County will receive less reimbursement.

Chairman Ellner made a motion to Approve; Agreement with State of New York For Snow & Ice Removal – Five Year Extension; Seconded by Legislator Jonke. All in favor.

**Item #6 – Approval/ Budgetary Amendment 25A035/ Close Out FEMA Projects/ Capital Fund Used to Address Work on Various County Roads After Flood Damage Caused by the July 9, 2023 Storm/ Commissioner of Finance Michael Lewis**

Commissioner of Department of Public Works Thomas Feighery stated this is to close out the projects and repairs that were necessary as a result of the July 9, 2023, storm.

Chairman Ellner made a motion to Approve Budgetary Amendment 25A035/ Close Out FEMA Projects/ Capital Fund Used to Address Work on Various County Roads After Flood Damage Caused by July 9, 2023, Storm; Seconded by Legislator Crowley. All in favor.

**Item #7 – Approval/ Grant Application for Farmland Protection County Planning Grant Through NYS Department of Agriculture and Markets to Update the 2004 Putnam County Agricultural & Farmland Protection Plan/ Commissioner, Planning Development & Public Transportation Barbara Barosa**

Commissioner of Planning Development & Public Transportation Barbara Barosa stated this is a request to apply for an open grant opportunity and would go towards updating the County's Agricultural & Farmland Protection Plan. She stated there is a 50% match. She explained New

York State will provide \$50,000, the County has a \$10,000 cash match, and the \$40,000 would be in-kind services, which would be her services.

Legislator Crowley thanked Commissioner Barosa for bringing this forward and focusing on getting the Putnam County Agricultural & Farmland Protection Plan updated.

Legislator Montgomery stated her appreciation as well. She stated this was attempted to get done a few years ago. She stated it has not been updated since 2004 and she is very happy to see it is finally going to get done.

Resident Cassandra Roth of Town of Patterson and Pawling requested clarification on the process, because she saw that the funding was available in the budget.

Legislator Montgomery stated she recalled the \$10,000 funding was removed by the Legislature during the 2024 Budget Review.

Chairman Ellner made a motion to Approve Grant Application for Farmland Protection County Planning Grant Through NYS Department of Agriculture and Markets to Update the 2004 Putnam County Agricultural & Farmland Protection Plan; Seconded by Legislator Crowley. All in favor.

**Item #8 – Approval/ Department Public Works/ Budgetary Amendment 25A042/ Capital Project 52511 – Myrtle Ave @ Rte 6N Garage Roof Repair/ Commissioner Department of Public Works Thomas Feighery**

Commissioner of Department of Public Works Thomas Feighery stated the roof on this County facility was ripped off a year and a half ago during a storm, and when an outside contractor came to inspect it, 19 layers of membrane with asbestos were discovered. He stated this needs to be addressed. He explained additionally they will raise the roof because the new plow trucks are taller.

Legislator Crowley expressed her appreciation to Commissioner Feighery for all of the work he and his staff have done at this County facility. She stated it has gone from being such an eyesore to looking great. She recognized that the work that has been done so far was done in a fiscally responsible manner generating a cost savings to the County.

Chairman Ellner made a motion to Approve Department Public Works/ Budgetary Amendment 25A042/ Capital Project 52511 – Myrtle Ave @ Rte 6N Garage Roof Repair; Seconded by Legislator Jonke. All in favor.

**Item #9 – Approval/ Department Public Works/ Budgetary Amendment 25A043/  
Additional Funding to Support the Continuation of Capital Projects 5210 – Youth Bureau  
Reallocation/ Commissioner Department of Public Works Thomas Feighery**

Legislator Jonke made a motion to Waive the Rules and Accept the Additional; Seconded by Chairman Ellner. All in favor.

Commissioner of Department of Public Works Thomas Feighery stated the backup includes photos that show the degree of fire damage in the County Building on the Tilly Foster Farm property. He stated the cloth wiring had never been updated. He explained due to the lack of oxygen it extinguished itself. He recognized the County Executive for the selection of using this County building to house the County's Youth Bureau. He stated he believes it is a great use of County assets and funds. He spoke briefly to the IT portion of the requested funding that will include a swipe card entry and internet costs that will need to be done.

Chairman Ellner made a motion to Approve/ Department Public Works/ Budgetary Amendment 25A043/ Additional Funding to Support the Continuation of Capital Projects 5210 – Youth Bureau Reallocation; Seconded by Legislator Crowley. All in favor.

**Item #10 – Approval/ Department Public Works/ Budgetary Amendment 25A044/  
Operations & Maintenance (O&M) Costs for Future Repairs, et al for the Wastewater  
Treatment Plant/ Commissioner Department of Public Works Thomas Feighery**

Deputy Commissioner of Department of Public Works Joseph Bellucci explained the County's current Wastewater Treatment Plant (WWTP) Operation will be terminating their contract with the County, for financial reasons. He stated in the search for a new WWTP Operator the market conditions indicate that the price will go from \$1,425 per month to \$4,000 based on the informal proposals received thus far. He stated leaving a shortfall of \$20,600 for the year. He stated the increase in cost will be shared with the NYCDEP through the Operating & Management Agreement. He stated the County must pay the entirety of the operations contract cost and will then be reimbursed 54.4% by the NYCDEP (\$11,206.40) and the County's portion is 45.6% (\$9,393.60). He stated additionally there are two (2) aeration blowers that need to be replaced at a cost of \$20,946.98. He stated that the cost will be shared by the NYCDEP, reimbursing the County 75% (\$22,460.24). He stated this request is for \$68,000 to replenish funds to meet ongoing operating and management costs.

Commissioner of Department of General Services John Tully concurred with the information presented by Deputy Commissioner Bellucci.

Legislator Montgomery requested confirmation this is all related to the County Golf Course.



Deputy Commissioner of Department of Public Works Joseph Bellucci stated that is correct.

Legislator Montgomery questioned can we consider rewriting the contract with the Management of the Golf Course so the County would receive a certain percentage of the revenue earned. She stated that would help offset the costs to the County.

Commissioner of Department of Public Works Thomas Feighery stated that is already in the contract. He stated everything that is being requested is to meet the requirements of the NYCDEP.

Chairman Ellner made a motion to Approve/ Department Public Works/ Budgetary Amendment 25A044/ Operations & Maintenance (O&M) Costs for Future Repairs, et al for the Wastewater Treatment Plant; Seconded by Legislator Jonke. All in favor.

**Item #11 – Approval/ Soil & Water Conservation District/ Budgetary Amendment 25A045/ Soil & Water Part C Funding for a Summer Intern/ Soil & Water District Manager Neal Tomann**

Commissioner of Department of Public Works Thomas Feighery stated they are excited to have this Intern working with them. He stated the individual has strong GIS and programing background which is valuable and what is needed to do the work to digitize things in the department. He stated it will also benefit the Towns and Villages with their MS4 program.

Chairman Ellner made a motion to Approve Soil & Water Conservation District/ Budgetary Amendment 25A045/ Soil & Water Part C Funding for a Summer Intern; Seconded by Legislator Jonke. All in favor.

**Item #12 - Approval/ Department Public Works/ 19CP06 – Architectural & Engineering Services/ Commissioner Department of Public Works Thomas Feighery**

Deputy Commissioner of Department of Public Works Joseph Bellucci stated this requested funding for Architectural & Engineering Services is not specific to any particular job.

Commissioner of Department of Public Works Thomas Feighery stated although most of the work is done in-house there is at sometimes there is a need for outside consultants, of which these requested funds would cover.

Chairman Ellner made a motion to Approve Department Public Works/ 19CP06 – Architectural & Engineering Services; Seconded by Legislator Crowley. All in favor.

**Item #13 – Approval/ Department Public Works/ 25CP03 – Board of Elections Security Gate/ Commissioner Department of Public Works Thomas Feighery**

Commissioner Board of Elections Kelly Primavera stated the Board of Elections (BOE) current chain link gate is archaic. She stated the summer of 2024 there was an evaluation of the Early Voting Sites conducted by CISA-Cybersecurity & Infrastructure Security Agency. She stated they recommended the gate be replaced. She stated there were many issues that were listed with the current gate. She stated she also had a memo to submit from Sheriff McConville stating his support for this request. She stated the Sheriff's Office also has a building on the BOE property.

Chairman Ellner made a motion to Waive the Rules and Accept the Additional; Seconded by Legislator Jonke. All in favor.

Chairman Ellner questioned if this project went through the state bid process.

Commissioner of Department of General Services John Tully stated that was correct.

Chairman Ellner made a motion to Approve Department Public Works/ 25CP03 – Board of Elections Security Gate; Seconded by Legislator Crowley. All in favor.

**Item #14 – Approval/ Department Public Works/ 25CP04 – Chapel Improvements/ Commissioner Department of Public Works Thomas Feighery**

Commissioner Department of Public Works Thomas Feighery stated this is a request to bring the Whipple Chapel located at the entrance of the County Veterans Park up to the energy code. He stated then the Chapel could be used year-round.

Chairman Ellner made a motion to Approve Department Public Works/ 25CP04 – Chapel Improvements; Seconded by Legislator Crowley. All in favor.

**Item #15 - Other Business**

**a) Approval/ Budgetary Amendment 25A048/ DPW/ 2025-2026 CHIPS Allotment/ Commissioner Department of Public Works Thomas Feighery**

Chairman Ellner made a motion to Waive the Rules and Accept the Other Business; Seconded by Legislator Jonke. All in favor.

Chairman Ellner stated that there was a letter of necessity submitted today, May 19, 2025, and requested Commissioner Feighery speak to this item.

Commissioner Department of Public Works Thomas Feighery stated this is State Funding that goes towards paving of the highways. He stated there was an increase in the funding this year, which of course was great. He stated the reason for the rush is so that the County can get on the schedule for the outside contractors. He explained if that is delayed, the prices go up and the contractors move out of this area and go upstate.

Chairman Ellner made a motion to Approve Budgetary Amendment 25A048/ DPW/ 2025-2026 CHIPS Allotment Legislator Jonke. All in favor.

### **Item #8 - Adjournment**

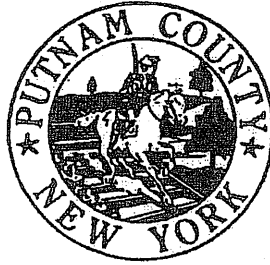
There being no further business at 7:33P.M. Chairman Ellner made a motion to adjourn;  
Seconded by Legislator Jonke. All in favor.

Respectfully submitted by Deputy Clerk Diane Trubulsky.

THE PUTNAM COUNTY LEGISLATURE

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Carmel, New York 10512  
(845) 808-1020 Fax (845) 808-1933

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AGENDA

PHYSICAL SERVICES COMMITTEE  
TO BE HELD IN ROOM 318  
PUTNAM COUNTY OFFICE BUILDING  
CARMEL, NEW YORK 10512

(Chairman Ellner and Legislators Crowley & Jonke)

Monday

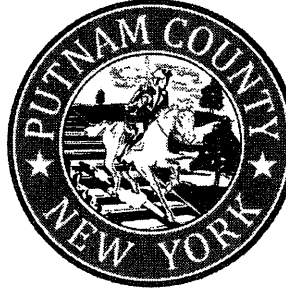
May 19, 2025

(Physical Svcs. & Health Meetings to Follow the 6:00p.m. Special Full Meeting)

1. Pledge of Allegiance
2. Roll Call
3. Acceptance/ Physical Services Meeting Minutes/ March 18, 2025
4. Approval/ Inter-Municipal Shared Services Agreement with The Towns: Kent, Carmel, Patterson, Philipstown, Putnam Valley, Southeast and Villages: Brewster, Cold Spring and Nelsonville, For Sharing Highway Related Resources/ Commissioner of Department of Public Works Thomas Feighery
5. Approval/ Agreement with State of New York For Snow & Ice Removal – Five Year Extension/ Commissioner of Department of Public Works Thomas Feighery
6. Approval/ Budgetary Amendment 25A035/ Close Out FEMA Projects/ Capital Fund Used to Address Work on Various County Roads After Flood Damage Caused by July 9, 2023 Storm/ Commissioner of Finance Michael Lewis
7. Approval/ Grant Application for Farmland Protection County Planning Grant Through NYS Department of Agriculture and Markets to Update the 2004 Putnam County Agricultural & Farmland Protection Plan/ Commissioner, Planning Development & Public Transportation Barbara Barosa

- 8. Approval/ Department Public Works/ Budgetary Amendment 25A042/ Capital Project 52511 – Myrtle Ave @ Rte 6N Garage Roof Repair/ Commissioner Department of Public Works Thomas Feighery**
- 9. Approval/ Department Public Works/ Budgetary Amendment 25A043/ Additional Funding to Support the Continuation of Capital Projects 5210 - Youth Bureau Reallocation/ Commissioner Department of Public Works Thomas Feighery**
- 10. Approval/ Department Public Works/ Budgetary Amendment 25A044/ Operations & Maintenance (O&M) Costs for Future Repairs, et al for the Waste Water Treatment Plant/ Commissioner Department of Public Works Thomas Feighery**
- 11. Approval/ Soil & Water Conservation District/ Budgetary Amendment 25A045/ Soil & Water Part C Funding for a Summer Intern/ Soil & Water District Manager Neal Tomann**
- 12. Approval/ Department Public Works/ 19CP06 – Architectural & Engineering Services/ Commissioner Department of Public Works Thomas Feighery**
- 13. Approval/ Department Public Works/ 25CP03 – Board of Elections Security Gate/ Commissioner Department of Public Works Thomas Feighery**
- 14. Approval/ Department Public Works/ 25CP04 – Chapel Improvements/ Commissioner Department of Public Works Thomas Feighery**
- 15. Other Business**
- 16. Adjournment**

MICHAEL J. LEWIS  
Commissioner of Finance



9-17-25  
SHEILA BARRETT  
First Deputy Commissioner of Finance

ALEXANDRA GORDON  
Deputy Commissioner of Finance

#4

DEPARTMENT OF FINANCE

MEMORANDUM

TO: Diane Schonfeld, Legislative Clerk  
FROM: Michael J. Lewis, Commissioner of Finance – MJL  
RE: **Budgetary Amendment – 25A058**  
DATE: June 26, 2025

2025 JUN 27 AM 11:11  
LEGISLATURE  
PUTNAM COUNTY  
CARMEL, NY

At the request of the Commissioner of the Department of Public Works, the following budgetary amendment is recommended.

**CAPITAL FUND:**

**INCREASE APPROPRIATIONS:**

55197000 59010 52515	TRANSFER OUT - COUNTY ROAD FUND	\$	2,281.00
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**DECREASE APPROPRIATIONS:**

55197000 52660 52515	CAPITAL EXPENDITURES - HIGHWAY & STREET EQUIPMENT	\$	2,281.00
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**COUNTY ROAD FUND:**

**INCREASE APPROPRIATIONS:**

10511000 52160	HIGHWAY & STREET EQUIPMENT	\$	2,281.00
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**INCREASE ESTIMATED REVENUES:**

02021310 428501	TRANSFER IN - CAPITAL FUND	\$	2,281.00
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2025 Fiscal Impact \$0

2026 Fiscal Impact \$0

Please refer to the supporting documentation provided by the Commissioner. This amount represents a purchase of a Tomahawk 8" Road Planer Asphalt Grinder. This purchase is better reflected in the County Road Fund through the operating budget rather than Capital Fund as this item is underneath the County's capital asset threshold of \$5,000.

COUNTY OF PUTNAM  
FUND TRANSFER REQUEST

TO: Commissioner of Finance

FROM: Thomas Feighery, Commissioner

DEPT: Dept. of Public Works

DATE: June 24, 2025


I hereby request approval for the following transfer of funds:

FROM	TO	AMOUNT	PURPOSE
ACCOUNT#/NAME 55197000 52660 52515 Hwy & Street Equip 2025	ACCOUNT #/NAME 10511000 52160 Roads Hwy & Street Equip	\$ 2281.18	to purchase road planer/grinder

SIGNATURES NOT NEEDED - THEY WILL BE AUTHORIZED VIA COMPUTER SYSTEM

2025 Fiscal Impact \$0

2026 Fiscal Impact \$0

  
\_\_\_\_\_  
Department Head Signature/Designee

  
\_\_\_\_\_  
Date

AUTHORIZATION. : (Electronic signatures)

\_\_\_\_\_  
Date

\_\_\_\_\_  
Commissioner of Finance/Designee: Initiation by \$0-\$5,000.00

\_\_\_\_\_  
Date

\_\_\_\_\_  
County Executive/Designee: Authorized for Legislative Consideration \$5,000.01 - \$10,000.00

\_\_\_\_\_  
Date

\_\_\_\_\_  
Chairperson Audit/Designee: \$0-\$10,000.00

\_\_\_\_\_  
Date

\_\_\_\_\_  
Audit & Administration Committee: \$10,000.01 - \$25,000.00



Deliver to PUTNAM  
Carmel 10512

All ▾

TOMAHAWK 8" CONC

EN ▾

Hello, Melissa  
Account for County of Putnam...

0

Punchout Group: County of Putnam

All Get the app ▾ Prime Day Small and Local Businesses Buy Again

Save in bulk on Prime Day Lists ▾ Business Prime ▾

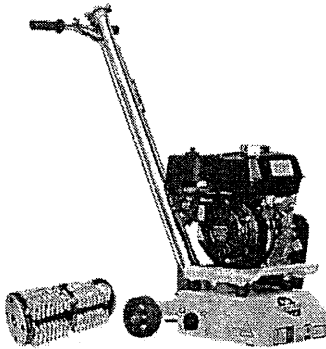
Industrial & Scientific Lab Test & Measurement Safety Janitorial & Facilities Food Service Education Material Handling Materials

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Tools & Home Improvement ▸ Power & Hand Tools ▸ Power Tools ▸ Grinders ▸ Angle Grinders



Watch



## Tomahawk 8" Concrete Scarifier Road Planer Asphalt Grinder with 5.5 HP Honda Gas Engine & Drum

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4.0 (20) | Search this page

List Price: ~~\$2,499.99~~ Details

Price: **\$2,256.86**

Scheduled Delivery

You Save: \$243.13 (10%)

Buy more, save more

2 units Lowest price

-14% **\$4,280.82**

\$2,140.41/unit

Additional shipping fees may apply for items fulfilled directly by selling partners.

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Room of Choice  
Delivery  
available



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Amazon



Non-returnable.  
Transportation  
of this item is  
subject to haz-  
ardous materials  
regulation



Customer  
Support

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**\$2,256.86**

Scheduled Delivery

FREE scheduled delivery

**Tomorrow 8 AM - 8 PM. Order  
within 6 mins**

Deliver to County - Carmel 10512

In Stock

Quantity: **1**

Request quote for 5+

Add to Cart

Buy Now

Secure transaction

Ships from and sold by Amazon.

Return policy:

Non-returnable. Transportation of  
this item is subject to hazardous  
materials regulation

☐ Add a gift receipt for easy  
returns

Add to List

### Other sellers on Amazon

New (2) from **\$2,256.86**

Scheduled Delivery

Style: Scarifier + Tungsten Carbide Blades

Scarifier + 2x  
Tungsten...

**\$2,256.86**  
~~\$2,499.99~~

Scarifier +  
Tungsten...

**\$2,799.99**

Scarifier +  
Tungsten...

**\$2,799.99**

Scarifier  
Only

**\$2,199.99**  
(\$0.76 / oz)

Scarifier +  
Tungsten...

**\$2,256.86**  
~~\$2,499.99~~

Tungsten  
Carbide...

**\$519.85**  
~~\$499.99~~

Hello,  
County of Putnam |

7-17-25

Discussion

#5

COUNTY OF PUTNAM  
FUND TRANSFER REQUEST

TO: Commissioner of Finance

FROM: John Tully

DEPT: Purchasing

DATE: 06/11/2025

2025 JUL -2 AM 10:09  
LEGISLATURE  
PUTNAM COUNTY  
CARMEL, NY

I hereby request approval for the following transfer of funds:

FROM ACCOUNT# / NAME	TO ACCOUNT# / NAME	AMOUNT	PURPOSE
10161000 54210 (VEHICLE LEASING) <i>Central Services</i>	10161000 54560 (EQUIP RENTAL LEASE) <i>Central Services</i>	15,000.00	TO COVER COST OF TELEMATIC INSTALLATION IN TRANSIT/PLANNING FLEET.
	Total	15,000.00	

20\_24 Fiscal Impact \$ 0

20\_25 Fiscal Impact \$ 0


  
Department Head Signature/Designee Date 6/20/25

AUTHORIZATION: (Electronic signatures)

Date	Commissioner of Finance/Designee: Initiated by: \$0 - \$5,000.00
Date	County Executive/Designee: Authorized for Legislative Consideration: \$5,000.01 - \$10,000.00
Date	Chairperson Audit /Designee: \$0 - \$10,000.00
Date	Audit & Administration Committee: \$10,000.01 - \$25,000.00

25T175

6/24/2025, 9:03:21 AM

 An official website of the United States government


Request ID: RFQ1754194S

Request Title

FLEET MANAGEMENT TELEMATICS SOLUTION

## Description:

Putnam County, New York is seeking quotations from qualified telematics vendors to provide a comprehensive vehicle telematics solution for a minimum of 175 county-owned vehicles. The objective of this RFQ is to enhance fleet management capabilities through real-time telematics data, artificial intelligence-powered dual-facing camera systems (front and cabin-facing), and robust analytics tools to improve safety, accountability, and operational efficiency. This RFQ is intended to identify a vendor capable of supplying, installing, and supporting a fully integrated fleet management telematics solution with an AI enabled camera system across the County fleet. \*\*The line items noted within this RFQ are illustrative of quantity purposes only and should not be considered brand-name specifications. Please see attached RFQ document for further details\*\* \*\*Open Market Quotes are not acceptable, participating Contractors must propose products/services on GSA Contract\*\*

## Contact

TIMOTHY KEITH

timothy.keith@putnamcountyny.gov

845-808-1088

Reference # / uPIID

PC-GSA-25002

Request Issue Date

04/23/2025 11:19 AM EDT

Request Close Date

04/30/2025 01:00 PM EDT

Actions taken by the Buyer on the Request

Delivery

Period of Performance 05/15/2025 - 05/15/2026

Categories

MAS/54151ECOM

OLM

ANCILLARY

Documents Attached by Buyer

GSA RFQ1754194S Fleet Manage...

#	Address	Individual Receiving Shipment
1	PUTNAM COUNTY DEPARTMENT OF IT/GIS 110 OLD ROUTE 6 BUILDING 3 CARMEL, NY 10512	Thomas Lannon 845-808-1800 <a href="mailto:thomas.lannon@putnamcountyny.gov">thomas.lannon@putnamcountyny.gov</a>

## Line Items - 3

Mfr. Part/Item #	Manufacturer	Product/Service Name	Qty.	Unit	Ship Address
1400000030	VERIZON CONNECT FLEET USA LLC	REVEAL VEHICLE TRACKING SUBSCRIPTION	175	EA	1
1400000220	VERIZON CONNECT FLEET USA LLC	REVEAL DUAL DASHCAM AI SUBSCRIPTION	175	EA	1

6/24/25, 9:03 AM


GSA eBuy!

Mfr. Part/Item #	Manufacturer	Product/Service Name	Qty.	Unit	Ship Address
1400000222	VERIZON CONNECT FLEET USA LLC	REVEAL MICRO SD CARD	175	EA	1

5/1/25, 11:30 AM

GSA eBuy!

5/1/2025, 11:30:21 AM

 An official website of the United States government



Quote/Bid ID: RFQ1754194S-JJI

**Contractor**

VERIZON CONNECT FLEET USA LLC

0

**SAM UEI:**

VEY9KDVMJGS7

**Contact**

Ellen Toma

703-431-8352

ellen.lord@verizon.com

**Contract #**

47QTCA22D00DD

**Contract End Date**

09/20/2027

**Source/Category**

MAS/54151ECOM

**Prompt Pay:**

0 Days 0%

**FOB:**

Destination

Total Quote/Bid Price:

**\$7,341.25**

This quote/bid is good until:

06/29/2025 01:00 PM EDT

**Contractor Comments & Attachments**

**Contractor Comments**

Please note that Verizon Connect is providing free initial installation of all hardware. Optional Services: ADAS = \$1/mo/unit DMS = \$1/mo/unit Electronic DVIR = \$1/mo/unit API Query / Data Push Services = \$0/mo/unit EAT (Equipment Asset Tracker) = \$9.95/mo/unit EAT-B (Equipment Asset Tracker - Battery Powered) = \$8.45/mo/unit (Note: EAT-B is self-install only; screw-mounted)

**Contractor Attachments**

Verizon Connect Response to County of Putnam Fleet Management Telematics Solution RFQ.pdf

**Line Items - 3**

Award Line Item		Mfr. Part/Item #	Manufacturer	Product/Service Name	Qty	Unit	Ship Address	Unit Price	Total Price
No	Yes	1400000030	VERIZON CONNECT	REVEAL VEHICLE	175	EA	1	\$15.95	\$2,791.25

Award Line Item		Mfr. Part/Item #	Manufacturer	Product/Service Name	Qty	Unit	Ship Address	Unit Price	Total Price
			FLEET USA LLC	TRACKING SUBSCRIPTION					
No	Yes	1400000220	VERIZON CONNECT FLEET USA LLC	REVEAL DUAL DASHCAM AI SUBSCRIPTION	175	EA	1	\$24.45	\$4,278.75
No	Yes	1400000222	VERIZON CONNECT FLEET USA LLC	REVEAL MICRO SD CARD	175	EA	1	\$1.55	\$271.25

Total  
Award  
Line  
Items: **\$7,341.25**

Total Dollar Amount in Attachments: **\$0.00**

FOB Transportation Cost: **\$0.00**

Total Quote/Bid Line Items: **\$7,341.25**

Total Quote/Bid: **\$7,341.25**

Total Award: **\$7,341.25**



# **The County of Putnam**

## **Fleet Management Telematics Solution RFQ**

**April 30, 2025**

**Submitted to:**

The County of Putnam  
Timothy Keith  
40 Gleneida Ave  
Carmel, NY 10512

**Submitted by:**

Verizon Connect Fleet USA LLC.  
5055 North Point Pkwy  
Alpharetta, GA 30022

***Presented by:***

Tim Rodrick, Client Executive  
(774) 210-9083  
trodrick@verizonconnect.com





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# Letter of Interest

April 30, 2025

The County of Putnam  
Timothy Keith  
40 Gleneida Ave  
Carmel, NY 10512

Subject: The County, Fleet Management Telematics Solution RFQ

Dear Mr. Keith:

Verizon Connect Fleet USA LLC ("Verizon Connect") is pleased to provide this response for a Fleet Management Telematics Solution to The County of Putnam ("The County"). We have reviewed the requirements in your RFQ document. With our extensive offering of telematics solutions, award-winning Verizon network and long-standing commitment to customer service, we are the ideal choice for The County.

The Verizon Connect Reveal for Government platform provides a cloud-based fleet management solution that optimizes the way public sector entities and businesses manage their mobile assets and critical data. This solution meets your needs by providing GPS Tracking, AI Dashcam solution, driver behavior, and reporting and alerting. The modular design allows you to leverage one or all components within the platform for a complete fleet and workforce management solution. Verizon Connect provides actionable data to help you maximize vehicle uptime, improve driver behavior, save money on fuel and maintenance, more effectively route your teams, and efficiently get your mobile workers to where they need to be.

Verizon has a long history of providing mission critical, secure solutions to federal, state, and local government agencies. Verizon's proven expertise in delivering wireless network and cybersecurity services enable government agencies to operate with confidence. Verizon is at the cutting edge of technology and will continue to work to support efficient government operations with technological advancement and innovation.

Backed by the financial strength and stability of Verizon, The County can be assured of a long-standing partnership both now and in the years to come.

Thank you for the opportunity to continue to provide fleet and workforce management solutions to The County. Should you have any questions or be in agreement to move forward with our proposed solution, please contact Timothy Rodrick at [trodrick@verizonconnect.com](mailto:trodrick@verizonconnect.com).

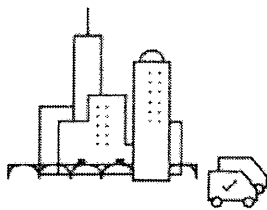
Sincerely,

Timothy Rodrick  
Client Executive

Ilyas Karzai  
Director, Sales

# Executive Summary

As a telematics provider to many government entities, Verizon Connect helps bring about better outcomes for your organization and your state. Our customers include cities, municipalities, state agencies and other government agencies. Our solution supports numerous vehicles and equipment, including passenger cars, light-duty and heavy trucks, trailers and more.



The most trusted telematics provider for government fleets<sup>1</sup>

**Verizon Connect has the largest number of state and municipal government customers of all commercial fleet management providers.<sup>1</sup>**

We are an approved vendor for government contracts with software that is backed by the Verizon network

The County will be supported by Verizon's most awarded network for Network Quality by J.D. Power. Verizon Connect is a U.S.-based company that leads the industry in innovation (according to ABI Research), devoting nearly one third of our employees to software development and engineering. Our tracking device hardware is Verizon-designed and manufactured.

## **Verizon Connect Reveal for Government Solution**

Our solution for The County, Reveal for Government, provides a secure, user-friendly solution for 24/7 real-time vehicle tracking and monitoring, reporting and alerting. The County will have access to extensive reporting features for needed insight to improve vehicle utilization, optimize fuel usage, timely identify vehicle health issues and address driver behavior. Hardware is hardwired and securely installed with regular over-the-air updates. Our innovative technology leads the market and provides the latest features to help you make smarter, data-driven decisions to better manage your fleet.

## **Implementation & Support Services**

To ensure you receive maximum value and immediate return on investment, The County will receive in-house implementation services to deploy the solution. Implementation services include configuration, installation and training. Our team of highly experienced implementation consultants will work closely with The County throughout deployment to ensure early and ongoing success.

After a successful implementation, ongoing account management will be provided by your designated Customer Success Manager. This manager will work with you to ensure you continue to achieve the desired program goals and objectives, realizing value from your investment early on and on a continual basis. This includes a regular communication cadence and quarterly business reviews. Technical support provides 24/7 live support via phone and live chat on the platform. An extensive online Help section provides user-friendly, comprehensive self-help resources.

## **Secure platform**

We use industry-recognized security practices to provide a reliable and secure platform. We operate a multi-master architecture using geographically-dispersed Amazon Web Services data centers for redundancy and extremely high uptime and availability. With regular updates to software and hardware, we maintain physical, technical, and administrative safeguards to protect our internal systems, networks and applications. Our dedicated information security team promotes enforcement of information security policies and provides training and awareness to all employees.

### **Innovation**

Verizon Connect dedicates 600+ employees worldwide to software development and engineering to continue to deliver innovative and cutting-edge solutions. Our platform is designed to be flexible and adaptable to the unique needs of The County's operations, delivering measurable and sustainable operations improvements while minimizing costs.

Our long-term commitment, combined with our strength, history and leading position in the industry, confirms our commitment to collaborate with you to identify and integrate new solutions appropriate for your operational needs and deliver targeted, end-to-end solutions now and in the years ahead.

# Company Information

## Transforming How Government Businesses Mobilize

Verizon Connect provides all-in-one fleet software solutions for enterprises, small-to medium-size businesses and government organizations, all backed by the reliable Verizon network. With decades of industry experience, Verizon Connect is committed to helping fleets strive for improved productivity, efficiency and safety.

See vehicle and asset status on a live map, schedule and manage work in the field, and coach workers on safe-driving habits with near real-time dashboards, reports and alerts. Connect your other business technology to your fleet data with integrations and partnerships. Plus, you can take your business with you using our suite of mobile apps for on-the-go fleet tracking at home or in the field.

## History

In 2016, Verizon formed Verizon Connect by bringing together three best-in-class telematics brands: Telogis, Fleetmatics and Networkfleet. Today, Verizon Connect is the leading telematics and mobile resource management (MRM) solution provider, serving a wide range of customer sizes and segments – from micro to enterprise, and including commercial, consumer and government.

With approximately 2,100 employees from offices in 16 countries with offices all around the world, our mission is to provide an end-to-end solution that helps businesses drive operational change through improved productivity, reduced fuel costs, better customer service and more.

## Why customers choose Verizon Connect

### Brand and reputation



One of the largest commercial providers with a strong global brand

### Innovation



Large investment in R&D

### Customer experience



Expertise on products, services, support and deployment

### Platform scalability



A platform that scales as your business grows and technology changes

### Integrated offerings



Products that work together seamlessly, open API connections and a robust partner marketplace

### Contract flexibility



Simple, transparent sales experience with flexible term options

## What Makes Us Different

From Innovation and Connected Services to our Developer Solutions, we have several pillars that position Verizon Connect as the leading provider of enterprise-grade mobile workforce management solutions.

Innovation	Connected services	Reliability	Developer solutions	Verizon ecosystem
Thousands of engineers and data scientists	Dedicated customer teams for qualified customers	99.7% system uptime	Open platform capabilities	Most awarded for Wireless Network Quality according to J.D. Power <sup>1</sup>
100+ patents	Implementation services	Global access across 18 countries	Partner marketplace with 45+ integrations	<b>4G LTE to 5G UW</b> helping to build a network for today and the future
Large R&D investment	Premier support and training	High levels of data integrity	API connections	<b>Leader</b> as rated by Gartner in managed IoT connectivity services worldwide <sup>2</sup>

Our platform is flexible and scalable to grow with your business, both as you grow and as technology changes. Born out of the best in the industry, we're here to partner with you today, tomorrow and in the months and years to come.

## Award-Winning Solutions

Verizon Connect provides award-winning and industry-defining solutions and services. We're honored to be recognized multiple times by many industry organizations, including:

- IoT Evolution Awards, Product of the Year Award, AI Dashcam, 2024
- Stevie Award, Company of the Year, American Business Awards, 2024, 2023, 2020
- Gold Globe Business Award for American Business for our product innovation, 2024
- Gold Globe Business Award for Customer Excellence, 2024
- Excellence in Customer Service Award, Business Intelligence Group, 2024
- autoXreport Innovator Awards for EV Fleet Management Innovator, EV Suitability Tool, 2024
- The Golden Bridge Gold Award, Business and Innovation, 2024, 2023, 2020, 2019

Case Studies can be found at the following link below:

<https://www.verizonconnect.com/resources/case-study/>

## References

City of New Haven  
Glen Oliwa  
(203) 946-4913  
[goliwa@newhavenct.gov](mailto:goliwa@newhavenct.gov)

200 Orange St. Suite 1  
New Haven, CT 06510  
824 Fleet and Fire Vehicles Utilizing Reveal  
October 2020 - Present

Rhode Island Turnpike and Bridge Authority  
Kyle Benoit  
(401) 255-6136  
[kbenoit@ritba.org](mailto:kbenoit@ritba.org)

1 E Shore Rd.  
Jamestown, RI 02835  
11 Fleet Vehicles Utilizing Reveal  
October 2020 - present

## **Data Security**

Verizon Connect systems are hosted within state of the art AWS Data Center facilities, which includes physical security measures. All controls and compliance requirements are documented in their SOC 2 assessments. Physical access is controlled both at the perimeter and at building ingress points by professional security staff utilizing video surveillance, intrusion detection systems, and other electronic means. Identification is required to access the data centers.

Our application architecture is designed as a multi-master cluster using geographically diverse AWS locations. Data is replicated in real time between these locations providing failover and redundancy for customer data. Data is not sent offsite. Our documented disaster recovery plan leverages this model. Actual uptime is greater than 99.9%.

## **Warranty**

Verizon Connect will warranty the device for the lifetime of the agreement and will repair or replace the device should any issues occur.

# Verizon Connect Reveal Solution for The County

Verizon Connect Reveal connects The County with its entire business, providing the tools needed to run a safer and more efficient fleet. The County will have access to detailed insight into its operations by remotely monitoring vehicle and asset location, status, health and activity of vehicles. The County will be able to oversee driver behavior, communicate with drivers and make optimized business decisions. Reveal provides the key data The County needs to take action to improve safety, save time, reduce costs, and improve service levels and asset utilization—all in one place.

Our solution for The County includes:

- **Reveal.** Real-time location and driver safety metrics on one dashboard. Includes full fleet metrics, maintenance scheduling, geofencing, instant alerts and detailed reports.
- **Video.** AI Dashcam and smart video available within minutes with optional in-cab driver coaching alerts. View road- and driver-facing video for harsh driving events with severity and speed details along with effective coaching tools, video safety scores, and video on demand right from your desktop or mobile device
- **Driving Style.** Improve driver behavior, increase safety, and lower insurance costs with a comprehensive view of drivers including alerting, reporting, and our proprietary safety scoring.
- **Dashboard.** Dashboards provide a high level overview of activity with the flexibility to review specific metrics and key performance indicators that are crucial to its business.
- **Assets.** Integrates your powered and non-powered assets with your vehicles and aggregates data for one view of your entire fleet.
- **DVIR.** Ensures compliance, reduces maintenance costs and downtime, and promotes a culture of safety by ensuring vehicles are safe to drive.
- **Spotlight.** Provides real-time access to fleet and asset location, health and status for fleet managers and supervisors via Reveal's companion mobile app.
  - **Driver.** Enables communication with drivers, vehicle driver assignments and daily driver safety performance in a user-friendly mobile app.

These solutions are designed to be flexible and adapt to the unique needs of The County business, delivering measurable, sustainable operations improvements while minimizing costs.

## Reveal

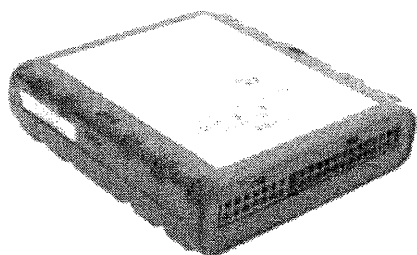
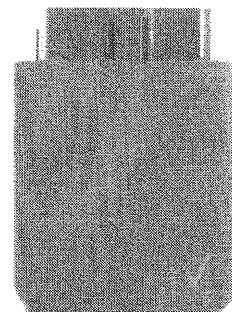
Reveal provides visibility into vehicle location, speed, mileage, fuel usage and other valuable insights to drive change across the County's mobile workforce. Putting the County one click away from actionable results allows for making quick, data-driven decisions to help improve the County's bottom line. Our GPS-based platform is scalable, secure and reliable, with 24/7 uptime. The user-friendly interface includes integrated dashboards with fleet metrics, alerts, video and driver coaching tools, maintenance scheduling and scorecard reports that are available for all levels of the County's organization. Reveal provides real-time access to data, which helps you analyze safety, productivity and operating costs in just a few clicks.



## Hardware

All information in the Reveal platform is collected via hardware options named the Vehicle Tracking Unit (VTU) or Vehicle Data Device (VDD) and provides Live Status (30 second update rates is default, 15 second updates can be requested for no additional fee), and 1-year historical route replay. The hardware and harness configuration is determined based on the vehicle VIN for optimized performance.

Our most compact commercial vehicle tracking device (VDD) offers easy plug-and-play installation for light-duty vehicles. The Vehicle Data Device provides a simple, versatile solution for monitoring and managing your vehicles.



The VTU tracking device easily connects to a wide range of light-duty, heavy-duty and electric commercial vehicles. It offers additional inputs for accessory functions, such as Driver ID, panic button and power takeoff (PTO).

Life expectancy for both hardware options is 5-7 years with a failure rate that has consistently been below 1%. Both devices work on the Verizon Wireless 4G LTE network. While there are no plans to decommission 4G currently, in the event that this does occur, Verizon Connect will upgrade all hardware, free of cost.

Features of Reveal include:

- Live Map
- Replay
- Reports
- Video
- Places
- Alerts
- Dashboard
- Maintenance
- Driving Style
- Asset Tracking



Live Map



Reports



Replay



Video



Places



Alerts



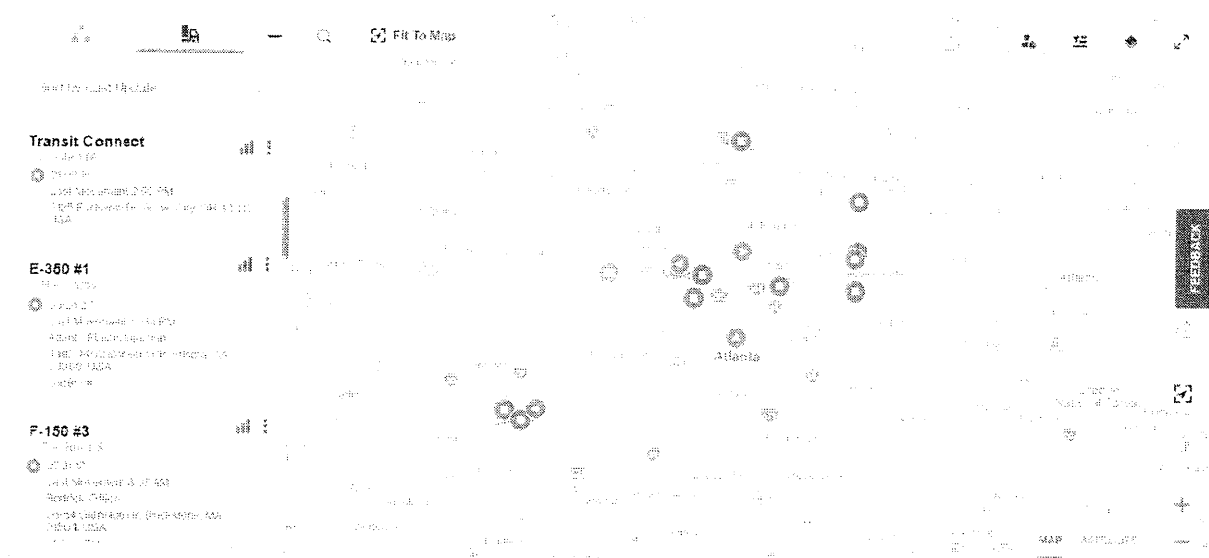
Dashboard



Maintenance

## Live Map

The Live Map allows The County to display its entire fleet sorted by vehicles, drivers and groups. Icons represent vehicles in motion, idling, or stopped, providing instant visibility into vehicle activity. Customizable balloons provide vehicle and driver-specific data including vehicle name, driver name, location, speed and much more.



*Live Map*

The Live Map finds the nearest vehicle to help send the right resource to the right place in times of urgency. Auto Zoom and Icon Clustering help keep scheduled vehicles and locations in the tightest map view possible.

Quickly search for drivers by vehicle groups (e.g., Service Drivers) and track driver performance by location in real-time. The vehicle hierarchy can be customized to match The County's internal organizational structure, with dynamic grouping structures located directly in the Live Map tree. Trees are dynamic and generate content based on the user's assigned access levels. Vehicles and drivers can reside within several groups of the tree simultaneously while also allowing for secondary and tertiary groups.

Powered by Google Maps and equipped with Satellite, Street View and Live Traffic overlays, the Live Map plots vehicle information directly to the Live Map every 30 seconds, with maps refreshing immediately.

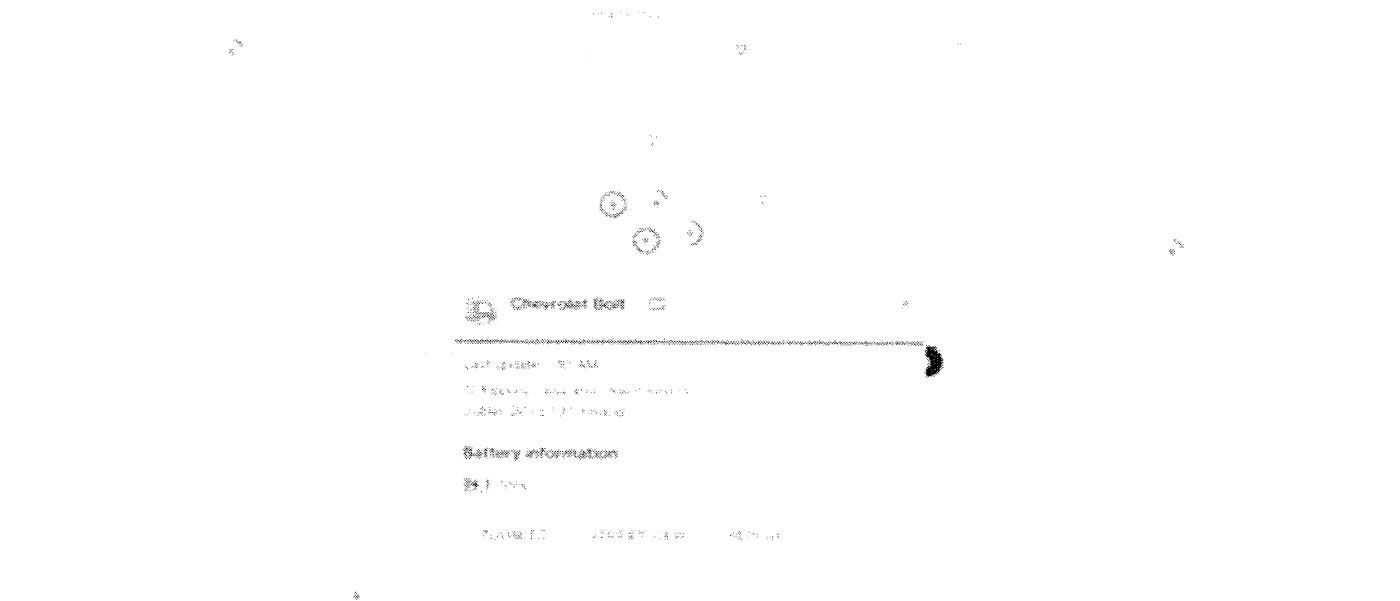
### **Electric Vehicles are supported**

Reveal helps The County easily manage its EV fleet using insightful data. Review detailed data from your EVs and plug-in hybrid electric vehicles alongside the rest of your fleet data. Get EV fleet tracking details in near real time on a live map, including charging status, battery-level percentage and location. The County can also set up low-battery alerts and review reports to help improve utilization of its EV fleet and sustainability efforts

EVs are differentiated in the platform with an EV icon. EVs are visible in the Live Map, Vehicle Selection screen, Reports and Alerts.

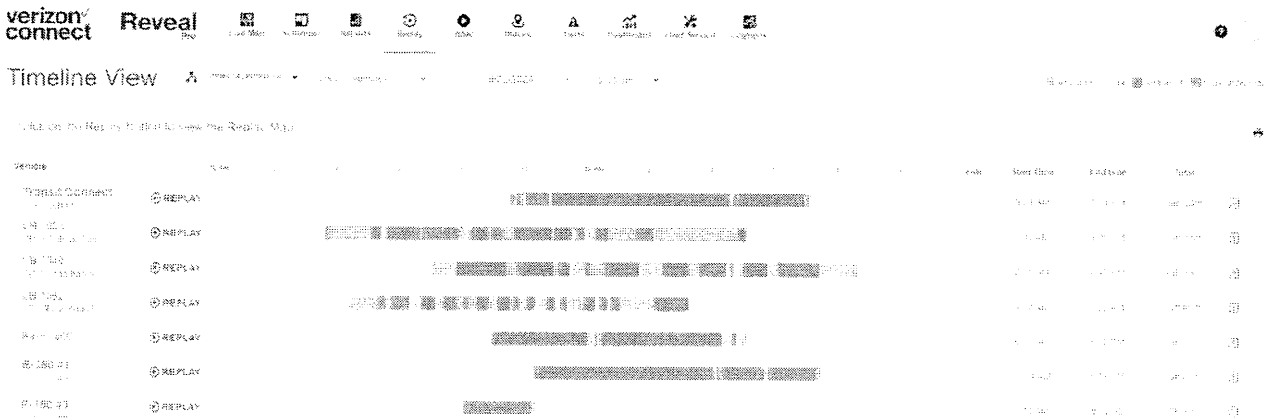
The County can easily manage its EV fleet using insightful data:

- Review detailed data from your EVs and plug-in hybrid electric vehicles alongside the rest of your fleet data
- Get EV fleet tracking details in near real time on a live map, including charging status, battery-level percentage and location
- Set up low-battery alerts and review reports to help improve utilization of your EV fleet and sustainability efforts



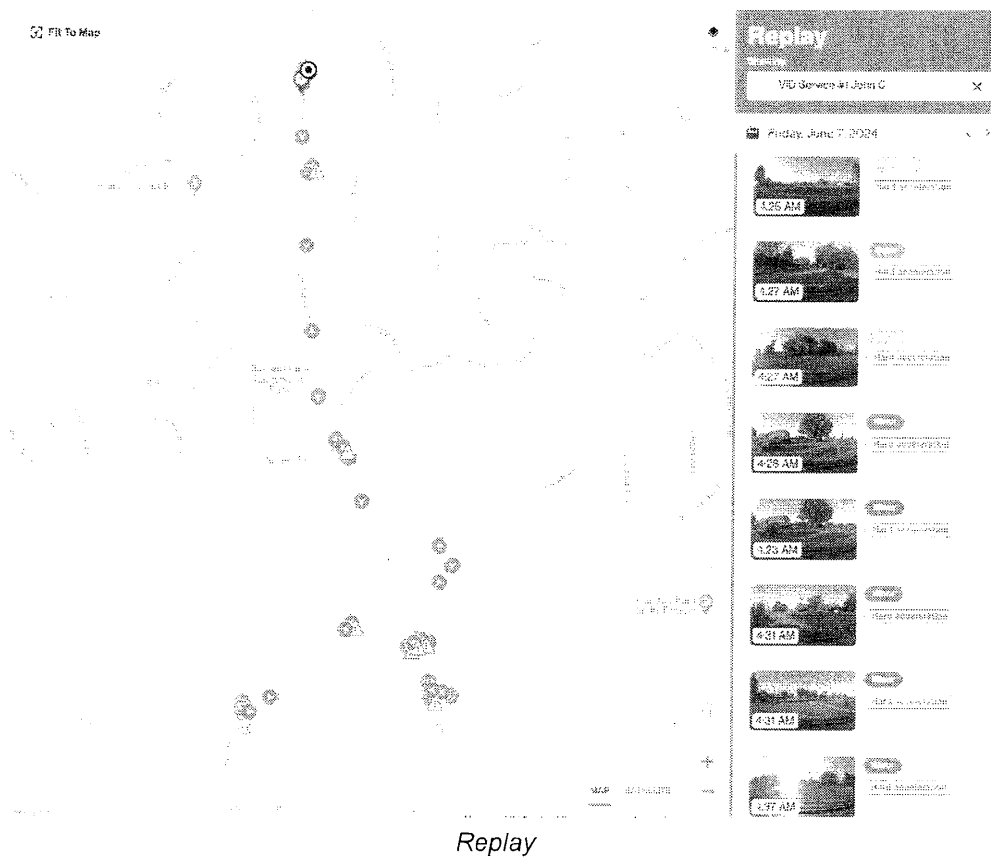
## Replay

Replay gives The County two useful tools for gaining visibility - Timeline View and Route Replay. Timeline View displays vehicle and driver activity in an easy to read Gantt chart for the current day. Quickly determine if drivers started on time, finished on time, had excessive idling or long stops. Easily investigate stop activity in the Timeline View by accessing Route Replay for additional details.



### Timeline View

Route Replay displays vehicle and driver activity for any 24-hour timeframe ('breadcrumb' trail) with a rolling year of data. Replay includes safety-related metrics such as harsh driving (quick starts, harsh cornering and hard braking) and speed (above a certain speed threshold, posted speed or road speed).



## Geofences

Easily create, manage, and correct Geofences directly in the Reveal solution. Geofences can be set up as circles or rectangles around a specific point or as user drawn polygons to monitor a specific area or location.

The County authorized users can create as many geofences within Reveal as desired. Category types can be created for each location (e.g., customer site, fuel station, employee home, etc.) and can be edited at any time.



Reveal provides the flexibility to share geofence locations, views and reports with authorized groups in The County's organization based on user roles and permissions. For example, views can be structured to show geofences in the Northwest Territory to only the Northwest Group set up within the solution.

#### *Geofences to Correct*

Reveal will proactively notify The County of the Geofences that have been created but are not capturing nearby vehicle activity. By resizing the Geofence perimeter, The County will ensure all necessary data for that location is accurately captured. Once the Geofence has been resized, any data generated from the location becomes retroactive, allowing you to see data points as if it always existed.

#### *New Suggested Geofences*

Reveal will automatically detect frequent vehicle travel to locations and sites not set up as Geofences and will proactively suggest a Geofence be created. Editing these locations and categorizing them by type will help to accurately monitor and report on fleet activity to and from these locations.

#### **Alerts**

Reveal's real-time alerts allow The County to take a proactive approach on any event that requires immediate assistance or notification. The County can configure alerts for behavior, safety, health, and compliance. Alert notifications can be sent via email and SMS messages to Reveal platform users and non-users, as well as drivers. Alerts can also appear directly within the platform. All alerts provide the ability to apply filters based on the criteria that The County would like to measure and alert through email or SMS notifications.

Eliminate the noise of excessive and unnecessary alerts by creating custom alert filters to get only needed information. The County can set thresholds for any alerts that pertain to its fleet based on permissions granted within the solution. Each alert is customizable and can be modified at any time to ensure real-time, effective data is captured to help monitor driver activity.

Available alerts include:

- |                     |               |                              |                      |
|---------------------|---------------|------------------------------|----------------------|
| • Activity          | • Ignition    | • Panic                      | • Towing             |
| • Asset low battery | • Inactivity  | • Power disruption           | • Unassigned vehicle |
| • Geofence activity | • Late starts | • Sensor activation          | • Engine Diagnostic  |
| • Harsh driving     | • Long stops  | • Speeding                   | Trouble Codes        |
| • Idling            | • Low battery | (including within Geofences) | • Video alert        |

## Reports

Reveal Reports gives The County the ability to take an objective view of your fleet activity. Reports are available on-demand and can also be scheduled to run automatically on a daily, weekly or monthly basis. All reports are customizable based on numerous criteria in order to collect the data needed for daily operations as a dispatcher, supervisor, or administrator.

Choose from over 30 reports for fleet journey details, activity, driver safety, fuel, vehicle health, compliance and more. Our Custom Summary Report includes over 50 metrics to choose from, enabling The County to build custom reports specific to its requirements and business needs. Reveal Reports provides you with in-depth insight into your fleet's operations.

Standard reports available to the County include:

- Journey reports (Daily journey, distance, geofence, travel and stops, cost)
- Activity reports (Detailed activities, fleet summary, custom summary, sensor and proximity)
- Safety reports (Speeding, driving style, harsh driving, exception)
- Fuel reports (Fuel efficiency and purchases, lost fuel, carbon footprint)
- Vehicle Health (Maintenance)
- Work Order (Daily work orders, travel and stops, work order summaries and variances)
- Admin (Daily and weekly timecards, payroll and user activity)

The County can run or schedule reports for the entire organization in just a few clicks. Easily select the desired report frequency, report recipients, and establish single or multiple users or groups (or the entire fleet). Each report is conveniently available in HTML5, PDF and CSV file formats to accommodate your preferences.

Reports viewed directly within the Reveal solution have unique drill-down capabilities, from a Daily Report to a Detailed Report, or drill down directly from a Harsh Driving Incident Report to an event replay. The following image displays a Harsh Driving Incident Report and the associated replay by simply clicking the "Replay" option directly on the report.

## Harsh Driving Incident Report

Created: 03/22/2024 4:14 PM

Report type: Harsh Driving Incident Report

03/22/2024 4:14 PM

Report Totals for: 04/01/2024 - 04/30/2024

### Delivery Vehicle #1

DATE/TIME	EVENT ▲	LOCATION	INITIAL SPEED (MPH)	DURATION	SEVERITY	
04/11/2024 4:11 PM	Hard braking	1500-1573 Lincoln Ave, Montebello, CA 90640, USA	30	1.9	Moderate	Replay
04/16/2024 3:17 AM	Hard braking	1201-1285 N Pepper Ave, Rialto, CA 91376, USA	40	1.6	Moderate	Replay
04/04/2024 3:55 PM	Hard braking	Footmill Fwy, Rialto, CA 92376, USA	55	2.2	Moderate	Replay
04/04/2024 3:57 PM	Hard braking	Footmill Fwy, Rialto, CA 92376, USA	50	2.4	Severe	Replay
04/04/2024 3:42 PM PST	Quick Starts	533 N Mt Vernon Ave, Colton, CA 92324, USA	2	1.5	Moderate	Replay
04/04/2024 3:43 PM	Quick Starts	215-220 E Fairway Dr, Colton, CA 92324, USA	11	1.5	Moderate	Replay
04/04/2024 3:43 PM	Quick Starts	E Fairway Dr, Colton, CA 92324, USA	11	1.5	Moderate	Replay
04/04/2024 3:52 PM	Quick Starts	Cesar Chavez Mem Fwy, San Bernardino, CA 92405, USA	40	2.3	Moderate	Replay

### Harsh Driving Incident report

### Driving Style

The Driving Style report provides Fleet Managers with accurate and timely information needed for the easy identification of poor driving behavior, empowering The County with the ability to reduce inefficient or dangerous driving habits. Driving Style includes several features to help monitor The County's fleet behind the wheel, including:

- Real-time Harsh Driving Alert: Notifies The County the moment hard braking, quick start or harsh cornering events occur
- Harsh Driving Incident Report: Provides detailed information regarding each harsh driving incident on a per-driver basis
- Driving Style Summary Report: Supplies summary level information of aggressive driver behavior and also includes Verizon Connect's proprietary safety score to allow for driver ranking
- Dashboard Metrics: Displays harsh driving, safety score, speeding severity and speeding violations metrics to help The County understand aggressive driving behavior trends and manage safety
- Proprietary Safety Score: Evaluates each driver on a scale of 0 to 100 using an algorithm that takes into consideration the same factors that leading insurance providers use to determine risky driving behavior

By improving behavior, both The County's drivers and organization will benefit from:

- Fewer speeding fines
- Reduced number of accidents
- Decreased operating costs and vehicle costs

- Lower insurance costs

## Fleet Summary Report

Created: 05/20/2024 4:24 PM | Report type: Fleet Summary Report

Report Period: 04/01/2024 - 04/30/2024

### Report Totals for: 04/01/2024 - 04/30/2024

Days with Activity  
71

Number of Stops  
264

Max Speed  
76

Total Idle Time  
5h 04m

Average Engine Duration  
21h 28m

Average Distance Traveled  
506

Average Idling Duration  
1h 41m

Total Engine On  
344h 47m

Total Engine On Time  
71h 23m

Total Distance Traveled  
1756

VEHICLE ▲	ACTIVE DAYS	ENGINE ON	DRIVING DURATION	IDLING DURATION	ENGINE OFF	DISTANCE (MILES)	MAX SPEED (MPH)	NUMBER OF STOPS
Transit Connect	21	23h 03m	22h 50m	08m	04h 30m	457.47	71	76
F-150 #3	20	25h 23m	24h 46m	1h 41m	105h 07m	676.28	71	40
E-350 #1	45	34h 57m	30h 15m	2h 26m	177h 44m	528.7	76	102
Grand Total	71	71h 23m	64h 29m	6h 04m	344h 47m	1756.03	76	264

### Fleet Summary Report

## Dashboards

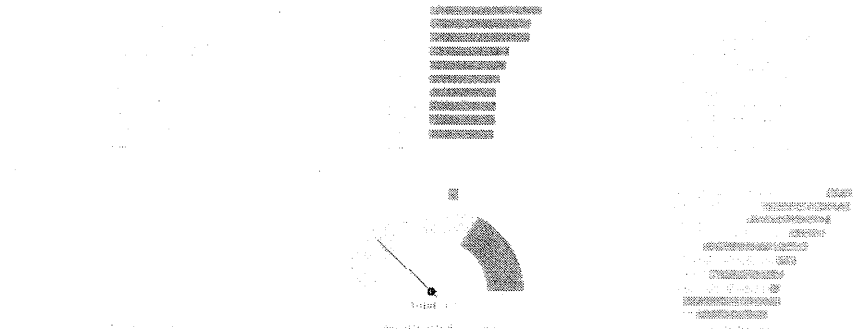
Verizon Connect Reveal Dashboards enables The County to quickly and easily understand fleet activity. Dashboards provide a high level overview of activity with the flexibility to review specific metrics and key performance indicators that are crucial to its business. The County can share dashboards with key people in its fleet or organization to reinforce fleet-specific goals and metrics for continual improvement.

All dashboards are flexible to fit The County's business needs. Reveal includes six predefined dashboards and the ability to create your own that can be edited to meet your requirements:

- Management Overview (default)
- Safety
- Fuel
- Payroll
- Fleet Management
- Operations
- Create a New Dashboard

Each dashboard can have a maximum of 12 metric tiles.





Dashboards can display information by driver, vehicle or group, and in various types of charts including ranking, gauge or trend. Frequencies can also be set for dashboard metrics for current or previous week, month and more. The County can also create custom dashboards so you can focus on specific aspects of your fleet's behavior and highlight possible inconsistencies.

Dashboard metrics include:

- Average Speed
- Fuel Efficiency
- High Speed
- Start Time
- Vehicle Maintenance Expense
- Distance Traveled
- Fuel Purchased
- Idling Duration
- Payroll Expense Modeled
- Stop Duration
- Wasted Fuel
- Engine On/Off
- Harsh Driving
- Number of Stops
- Safety Score
- Speeding
- Vehicle Activity (Hours Worked)

### **Maintenance**

Reveal's Maintenance functionality provides The County with the ability to monitor critical aspects pertaining to vehicle maintenance. The County can create a new service plan for vehicles as well as manage service reminders for any service plan created within the Reveal solution.

Service reminders include:

- Repair
- Critical Repair
- Oil Change
- Scheduled Service
- General Service
- Tire Rotation
- Preventative Maintenance
- One-Time Service

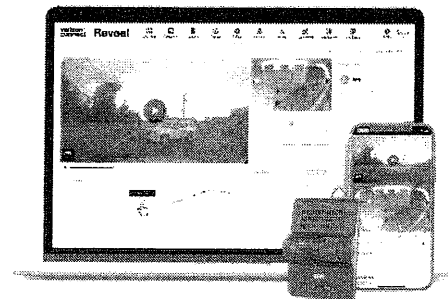
Reveal also provides the ability to display a list of historical services applied to the vehicles within the fleet and gives The County full control to review, edit or delete services directly in the solution. The County can also manage and display service plans for all its vehicles. Reveal monetizes vehicle service to know exactly how much is being spent on maintenance and where potential ROI can come from.

## Video

Verizon Connect Integrated Video provides the County with high quality, smart video footage alongside fleet data in the platform and mobile app within minutes of harsh driving events happening. Reveal combines HD video, Artificial Intelligence (AI), driver data and in-cab alerts to help coach drivers, improve safety and mitigate risk at any time and from any place.

Video gives the County the ability to:

- Review live video footage within 30-90 seconds of an AI triggered unsafe event on mobile or desktop. These AI event triggers include:
  - Harsh Driving Events - Harsh Cornering, Sudden Force, Hard Braking, Hard Acceleration
  - Road Facing Events - Tailgating, Rolling Stop Sign, Pedestrian collision, Road Camera covered, Solid Line Crossing, Posted Speed Limit exceeded, Collision, Near Miss, Traffic Light violation, Animal.
  - Driver Facing Events - Distraction, Phone/Text Distraction, Phone Call Detection, Tiredness, Smoking, Driver Camera covered, Food in hand, Seat Belt unfastened.
- Review up to 88 hours of rolling driving footage
- Ability to Request a video on demand via your PC or laptop
- Ability to export all rolling footage video via SD card (as an option to the cloud export)
- Coach drivers with in-cab alerts for outside dangers and distracted driving
- Know right away how severe an event was with harsh driving classifications
- Identify driver's speed directly in the video clip with speed overlay
- Coach drivers on better behaviors with video replay, speed overlay, coaching notes and behavior trends
- View footage for sudden, short events and stationary vehicles as a collision
- Mitigate risk and liability with unbiased footage



## AI Dashcam

Our Verizon-built cloud-based AI Dashcam supports both a Road Facing and Driver/Inward Facing Camera. Our AI Dashcam offers a high definition for clear, vivid footage, with a 140° angle of view for road-facing footage and a 130° angle of view for driver-facing video. The video is truncated to 720p to help optimize and expand data storage capabilities. The sleek, small design makes the AI Dashcam easy to install with minimal wires. The camera also includes a privacy lens cover for times when video footage is not required. 256 GB Extended Memory Card provides ~88 hours of rolling video footage storage. Requested and AI captured video events are stored in the cloud server for 90 days. Videos can also be exported and saved (ex. MP4 file).

## ADAS & DMS features

Built-in AI includes the **optional** ADAS (Advanced Driver Assistance Systems) and DMS (Driver Monitoring Systems) features that help improve Driver safety and performance with real time in-cab coaching. Audible alerts notify drivers to correct poor driving behavior (distracted driving) and make them aware of potential dangers that can lead to accidents. Detected events include fatigue/tiredness, distracted driving, smoking, phone usage, lane departure, tailgating and pedestrians.

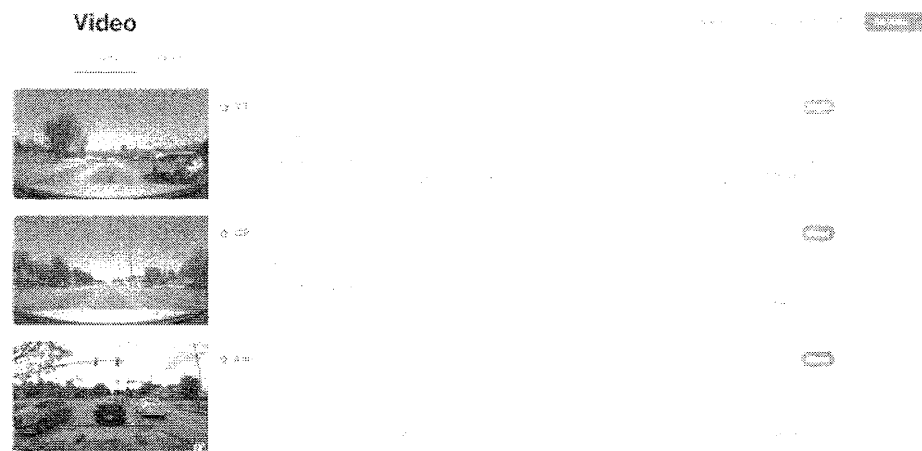


Admins can easily control the Driver experience to ensure Drivers only hear audio alerts for the most dangerous events, reducing unnecessary distraction and improving Driver adoption.

### Harsh Driving Events

AI identifies and classifies each harsh driving event and collision (Critical, Major, Moderate, etc.). Machine learning takes user ratings across the platform to help improve the accuracy of future classifications for everyone. With notification of harsh driving incidents when they occur, The County will be able to coach drivers on better driving behavior with video replays, speed overlays and video downloads from the online platform and the Integrated Video mobile app.

All events are displayed in the application with animated thumbnails that provide a preview of the video. Driver, location and timing details are displayed along with the incident trigger and AI analysis (e.g., Critical, Major, Moderate, Minor). The County can also search for video events relating to certain drivers, vehicles, dates and classifications



### Event List

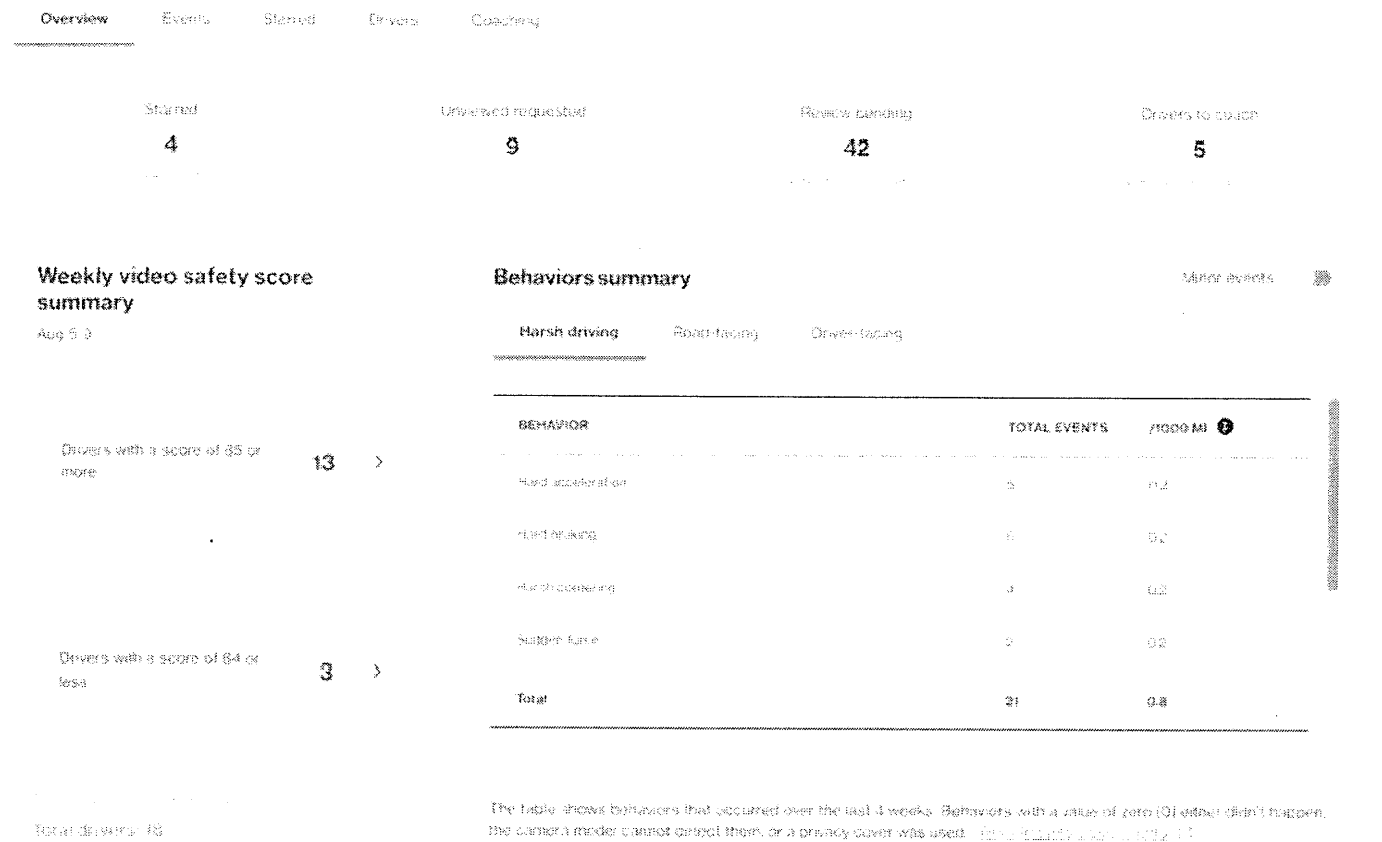
Speed overlay provides critical details in the platform and mobile app. Additional context is provided by map location, speed graph and Analysis details. Alerts can also be configured to notify The County when a video is available.



*Video clip, location, details and AI analysis*

### **Fleet Safety Overview**

The County can view an overview of its fleet safety data in Reveal Video's Fleet Safety Overview. This tab summarizes safety insights tailored to the County's fleet, including weekly video safety scores and driving behaviors, as well videos for review and drivers to coach. This provides the County an efficient and comprehensive view of its fleet's safety performance at a glance.



Consolidated safety data provides centralized safety management for a holistic view of a fleet safety performance with key data and trends to facilitate coaching sessions and guide training.

### Driver coaching tools

Video's Driver Coaching tools enable The County to operationalize, monitor and improve driver safety and behavior. In the online platform and mobile app, coaching tools help coach drivers and track progress toward safer driving and reduced risk with features to:

- Assign a coaching status to harsh driving events
- Add notes to drivers and capture details on coaching sessions
- Filter events based on coaching status
- View a driver's safety profile

Driver details

VIEW DRIVER PROFILE

Test Driver

Contact Number: +15608544786
Vehicle: Global Logic 2

Event activity

08 / 4000

CANCEL

SAVE

Sarah Dennis

Nov 24, 2023 10:00 am

Updated status: Coaching needed

Sarah Dennis

Nov 20, 2023 8:17:00 am

First viewed event

*Coaching status and notes in the online platform*

9:41

Event Details

Event activity

Add a comment

Kate Barratt

Coaching needed

9:41

Add a comment

Q A E R T Y U I O P

A S D F G H J K L

123

space

return

9:41

Event Details

Event activity

Add a comment

Billy O'Sullivan

On the phone all night phone was ringing, then 94 was a lot of the afternoon coaching for a few days

*Coaching status and notes in the mobile app*

With filters for drivers and coaching status, The County can easily find driving events and video footage that show the need for driver coaching. Once reviewed, fleet or safety managers can easily assign a coaching status to video events and add notes to capture feedback and actions needed from drivers during coaching sessions. This provides an audit trail for efficiency and better outcomes.

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[illegible]

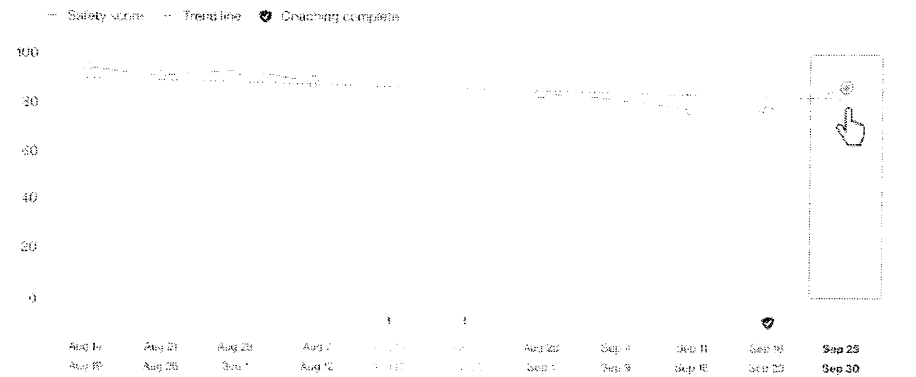
Video's driver safety profiles provide deep insights on a driver's performance over time and include a full audit trail of coaching notes. Easily view harsh driving event trends by classification over time (up to 12 weeks) and see where reviews are pending or coaching is needed or complete.

## Weekly video safety score

87

85 80 75 70 65 60 55 50 45 40 35 30 25 20 15 10 5 0

A new Video safety score is available at the start of each week. This is based on the risk analysis of driving behaviors, frequency and event classifications that occurred during the previous week. [Learn more](#) [Help](#) [Feedback](#)



## Coaching opportunities

The driver's selected safety score was negatively impacted by the behaviors listed below. Riskier behaviors impact the score more negatively than others. Discussing these behaviors may help improve a driver's score in the future. Behaviors with a value of zero (0) had no impact on the score because they didn't happen, they didn't happen often enough, the camera model cannot detect them, or a unready camera was used.

### Harsh driving

Hard acceleration

Hard braking

Harsh cornering

Excessive idling

### Road-facing

Rolling stops

Expedited

Excessive speed

Excessive idling

### Driver-facing

Driver's eye

Phone distraction

Good seat belt

Excessive idling

Excessive idling

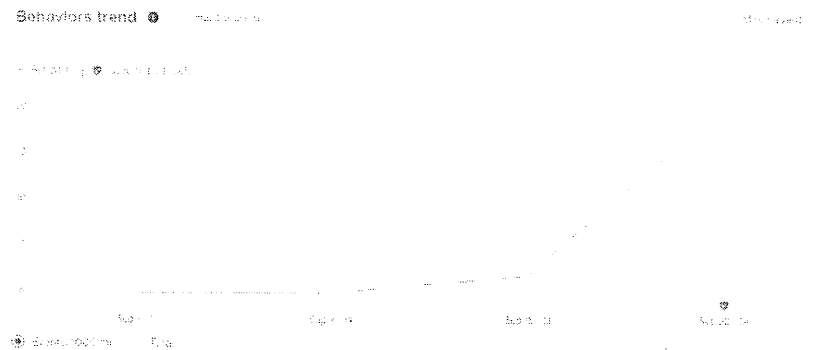
Phone call distraction

Excessive idling

## Video driver safety profile

Behavior trends help identify areas for improvement and where coaching has been effective.





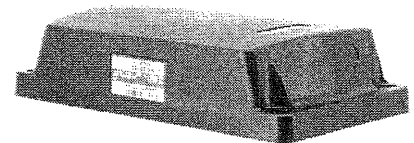
## Assets

Reveal provides optional powerful asset tracking alongside vehicle tracking in one online platform. The County can track its powered and non-powered assets in the Live Map including trailers, heavy equipment (e.g., yellow iron), generators, containers, trailers and other equipment and high value assets on one platform. Easily locate your equipment, generate reporting and get alerts on asset activity.

Our Verizon-designed powered and non-powered asset trackers are small and sleek for discreet, easy installation and come with configurable ping rates to align with your specific needs. Devices have an IP-67 rating for weather resistance with built-in antennas. Battery life lasts up to 13 years (at two pings per day) for powered assets and up to ten years for non-powered assets (when reporting location once daily).

Asset tracking on Reveal empowers the County to:

- Track powered and non-powered assets
- Create geofences and custom alerts
- Identify available equipment quickly and manage utilization
- Automate billing based on usage reports
- Uncover unauthorized use and assist in theft recovery using breadcrumb tracking
- EAT (3-wire installation) for monitoring off-road machines (John Deere, Caterpillar, etc.)
- Option for Battery Powered Asset Tracking (EAT-B)



Assets help you improve utilization and productivity, ensuring you have the right asset, in the right place, at the right time. You can track the location of fuel tanks 24/7 from your computer or mobile device. Uncover potential cost savings by tracking how much your assets are being used, or not used. Assets help you right-size your fleet for each job and redeploy or relocate tanks as needed.

## DVIR

Maintain DVIR compliance with Reveal's optional electronic Driver Vehicle Inspection Report. Available in our Driver+ mobile app, DVIR eliminates paperwork, reduces maintenance costs, ensures compliance, and promotes a culture of safety.

DVIR's paperless Inspection Forms are customizable to meet The County's needs. Drivers can view a vehicle's inspection history before performing a walkaround inspection to verify that issues are fixed before getting back on the road. Drivers and managers get easy access to completed forms, which are securely stored to help meet FMCSA requirements.

Features of Reveal's DVIR solution include:

- **Reveal integration:** Inspection data is automatically updated to Reveal, including inspection duration information
- **Custom inspection forms:** Tailored to individual company needs, including pass or fail for each item
- **Photos and comments:** Drivers can comment on what they found, indicate if a defect is minor (safe to operate) or major (NOT safe to operate) and upload photos, including walkaround photos
- **Defect alert:** Notify manager when major defect submitted
- **Inspection history:** View all the submitted inspections across the fleet, review failed inspections to see what the defects are, and create a documentation trail of repairs
- **Driver certification:** Drivers can certify that the repairs were actually performed
- **Roadside Assistance:** Now available in the Driver Plus app
- **API Integration:** Share inspection results with third party software

Benefits to The County

- Increased uptime with vehicles that are maintained and operational
- Faster and more accurate inspection form data to help mechanics better address concerns
- Simplified compliance with DOT regulations
- Customizable forms to meet your business needs
- Enhanced safety for drivers and others on the road

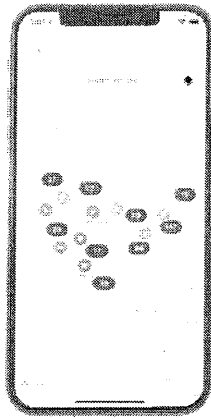
## Reveal Mobile apps

Verizon Connect's native mobile application suite offers a comprehensive view of The County's fleet activity without needing to log into a computer or physically be in the office. Available on iOS and Android smartphones and tablets, our Reveal mobile apps provide a seamless and efficient way to receive alerts, manage stops, make driver assignments and view a driver's scorecard of overall performance and driving behavior.

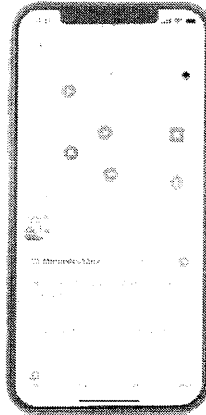
### Spotlight

Our Spotlight mobile app provides quick access to all The County's vehicles, assets and drivers via mobile device to make decisions on the fly from anywhere. Key features include:

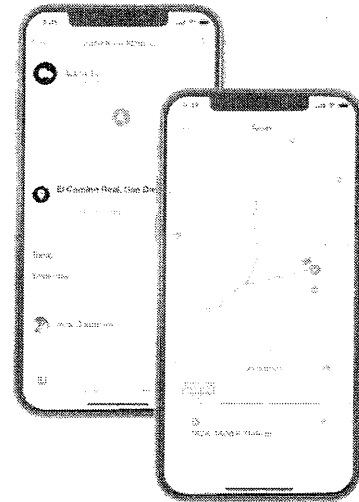
- **Map:** With similar functionality to the Live Map on the desktop version of Reveal, The County can see all vehicles, assets and drivers and their current status (Moving, Idling, Stopped).
- **Drivers:** The Drivers tab, The County can search, view details, access recent alerts and contact drivers, as well as view assigned vehicles, contact information and driver details.
- **Vehicle details:** Click on a vehicle to see which driver is assigned, the model and make, and the current speed.
- **Alerts:** View triggered alerts for speeding, harsh braking and more, with event location, driver and vehicle.
- **Search:** The Map tab allows The County to search for vehicles, drivers and assets.



*Map*

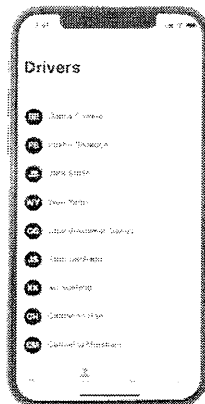


*Vehicle Details*

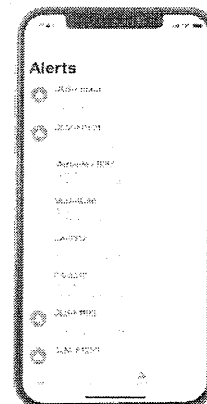


*Vehicle History*

Vehicle details include name, status, driver, and current speed. The Spotlight app also allows you to enable or disable traffic, and view your vehicles in map or satellite view.



*Drivers*



*Alerts*

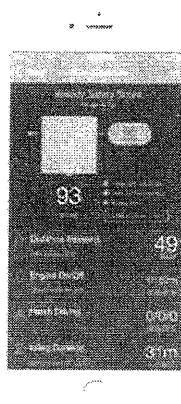
## Driver

Reveal's Driver app helps managers communicate with their drivers and manage vehicle assignments and performance with ease. The Driver app allows the County to easily assign drivers to vehicles and promote safe driving habits with daily driver safety scores.

Additional features include:

- Receive turn-by-turn directions to the driver's next stop using preferred navigation app with just one click
- Assign drivers to vehicles using their current location in combination with company vehicle location for accurate assignment
- Automatically confirm new vehicle assignments the moment a driver changes vehicles

- View driver scorecards which detail their daily performance on key metrics and see progress against company benchmarks as well as other drivers



*Driver app*

### Reveal Integration

Verizon Connect Reveal helps The County fit together all parts of your mobile workforce for a complete picture of your field operations. Reveal integrates with many third-party applications to bring data together seamlessly. Reveal's Integration Manager houses all its RESTful APIs to provide a better integration experience for customers, partners and third parties to create robust integrated solutions.

Verizon Connect facilitates the integration process with third parties to validate integration points from scope to rollout. Developers leveraging the APIs use better testing tools, view up to date documentation and interact with their app's analytics and logging.

Reveal's Marketplace makes it simple to enhance The County's core fleet management software with additional functionality and tailor it to your individual needs. Through the Marketplace, The County can take advantage of offerings from nearly 40 integrated partners, spanning a wide array of solution categories including compliance, supply chain visibility, vehicle maintenance, and more. The Marketplace also empowers The County to connect fuel cards to Reveal and link custom applications using Self-Service APIs.

All of these integrations leverage the latest commonly accepted industry standards and security protocols to provide The County with peace of mind that any data The County chooses to share is secure.

<b>Compliance</b>	Amazon Web Services Edulog Highway	LifeSaver Mobile NECS ProMiles
<b>Electric Vehicles (EVs)</b>	Basemap Dynamon	Sawatch Labs
<b>Field Service Management</b>	Dusk	WorkWave

<b>Fuel management</b>	Christensen Fleet Card Comdata Corpay	FLEETCOR Fuelman U.S. Bank Voyager
<b>Insurance</b>	Diesel Insurance Solutions Inc. Nirvana Insurance	SPS – Specialized Program Solutions Ten Four Truck Insurance
<b>OEM</b>	Ford	GM
<b>Professional Services</b>	TruckerCloud	
<b>Safety</b>	SambaSafety SpeedGauge, Inc.	
<b>Supply chain visibility</b>	10-4 Systems Axle Technologies C.H. Robinson Descartes MacroPoint FourKites	Morpheus.Network project44 Shipwell Trucker Tools
<b>Transportation management</b>	Appian Axele Drivewyze Esri Esri ArcGIS Velocity FleetPaths	fleetyr Route4Me SnowPaths Verra Mobility Xenolytic Data Solutions
<b>Vehicle maintenance</b>	AssetWorks Collective Data Fleetio	Roadside Assistance WhipAround

### EV Suitability Tool

To empower The County to meet future EV milestones and regulations and to enable customers along their electric vehicle (EV) journey, Reveal's EV Suitability Tool is included with each subscription and uses The County's existing internal combustion engine (ICE) vehicle data to determine which vehicles are ideal candidates to be replaced by EVs. The award-winning tool also shows how converting to EVs can help The County achieve cost reduction and sustainability goals.

The EV Suitability Tool simplifies the process of determining EV suitability by:

- Showing which vehicles fit within an EV's range
- Calculating The County's expected fuel cost savings
- Quantifying CO2 reductions

Armed with this knowledge, The County can confidently transform vehicles to EVs.

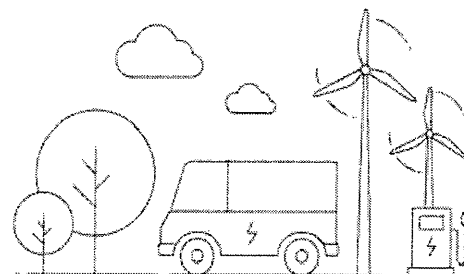
The tool provides recommendations for most suitable vehicles in your fleet to convert to EVs. Detailed analysis explains why the vehicles are good candidates, along with expected cost savings and CO2 reductions.

## Replace 21% of your fleet with Electric Vehicles (EVs)

(See which of your vehicles are suitable for replacement with EVs. The information here is updated daily and is based on your fleet's activity over the last eight weeks.)

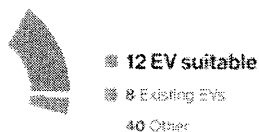
Counting a EV's suitability is based on:

- For accurate calculations, ensure you have selected the fuel type for each of your existing EVs as 'Battery Electric Vehicle' on the vehicle's data sheet.



### Your fleet's EV suitability

Vehicles suitable for replacement with EVs: **21%**




### Estimated savings and reductions (per annum)


Total fuel cost savings

**\$64,000**

Fuel savings

 124,000 gal

CO2 reduction

 20,504 metric tons

The map shows how the vehicle's work can be conducted within the expected EV range.

# Implementation & Support Services

Verizon Connect's best in class support services will ensure The County is provided with a full palette of customized support from the initial sale, implementation, and ongoing guidance once The County gets up and running.

## Implementation

Our implementation plan for The County follows a phased approach. Your implementation partner will schedule a project kickoff call to collect The County's specific expectations and agree on a project plan to complete the deployment. Once the installation plan is agreed upon (<120 days), units will be shipped out and installations scheduled with the Certified Installation Vendors. The Training phase follows to ensure all users and drivers are ready for go-live. The First Value Call will set project close date expectations, close any open items, and transition the account to your Customer Success Manager.

This program ensures a successful deployment for The County and immediate results from the solution.

<b>Introduction Call</b> <ul style="list-style-type: none"> <li>• Project kickoff call</li> <li>• Collect specific client expectations</li> <li>• Share project plan document</li> <li>• Set implementation expectation</li> </ul>	<b>Training</b> <ul style="list-style-type: none"> <li>• Identify/create training material</li> <li>• Conduct User access training for all levels</li> <li>• Feature training (Live Map, Video, Field,, etc )</li> <li>• Share and review training resources</li> <li>• Verify completion</li> </ul>
<b>Scheduling</b> <ul style="list-style-type: none"> <li>• Install plan discussed and/or delivered</li> <li>• Propose agreed install plan to installation vendor(s)</li> <li>• Ship units out</li> <li>• Schedule installs with installation vendor(s)</li> </ul>	<b>First Value Call</b> <ul style="list-style-type: none"> <li>• Set project close expectation timeline</li> <li>• Review open items documented on project plan</li> <li>• Discuss gaps/needs</li> <li>• Provide project background to Customer Success Manager</li> </ul>

## Customer Support

Live customer support is available 24 hours a day, 7 days a week. Support is provided via phone and live chat for direct interaction with our certified support team members. We use a world-class CRM to track all inquiries and support cases to ensure quality service.

Our Customer Support teams can help The County:

- Resolve or direct general inquiries
- Assist with 'how to' answers
- Act as the conduit for product enhancement suggestions
- Reconfigure firmware or units
- Diagnose units Over-the-Air (OTA)
- Establish potential fault within units
- Schedule service calls and engineer visits (when required) to remedy device issues or remove/re-install devices
- Schedule additional trainings

- Diagnose and triage product-oriented issues through proprietary software to easily identify root causes and remediate issues quickly

### **Customer Success Team**

Ensuring The County achieves desired business outcomes and realizes maximum value early on is critical to our partnership. The County's Customer Success Team will focus on strategic and value-added activities to maximize results and return on investment from our products and services.

The Customer Success Team will use the following activities aligned to ensure success:

- Become a subject matter expert in your business processes related to telematics and mobility
- Communicate with key executives and key account personnel on a regular basis
- Check account health and adoption
- Create collaborative success plans
- Identify and track key ROI initiatives
- Assist in identifying goals, objectives, measurements, KPI's
- Recommend industry best practices and solution best practices
- Measure and assist in driving adoption on a continual basis
- Conduct joint executive business review



# Pricing

Verizon Connect Fleet USA LLC (VCF) is offering Reveal products and services under its GSA contract number 47QTCA22D00DD (GSA Contract), the terms of which are incorporated into any resulting contract and orders. In accordance with GSAR 552.238-114, Use of Federal Supply Schedule Contracts by Non-Federal Entities, VCF will work in good faith with The County of Putnam to incorporate any terms and conditions required by statute, ordinance, regulation, order, or as otherwise allowed by State and local government entities, to the extent that these terms and conditions do not conflict with the terms and conditions of the VCF GSA Contract.

**Monthly Service Pricing reflects GSA contract # 47QTCA22D00DD.**

- VTU = \$15.95/mo/unit
- Dual Camera = \$24.45/mo/unit
- 256 GB Extended Memory = \$1.55/mo/unit
- Hardware = \$0 (included)
- Installation = \$0 (included)

**Optional Services:**

- ADAS = \$1/mo/unit
- DMS = \$1/mo/unit
- Electronic DVIR = \$1/mo/unit
- API Query / Data Push Services = \$0/mo/unit
- EAT (Equipment Asset Tracker) = \$9.95/mo/unit
- EAT-B (Equipment Asset Tracker - Battery Powered) = \$8.45/mo/unit
  - (Note: EAT-B is self-install only; screw-mounted)