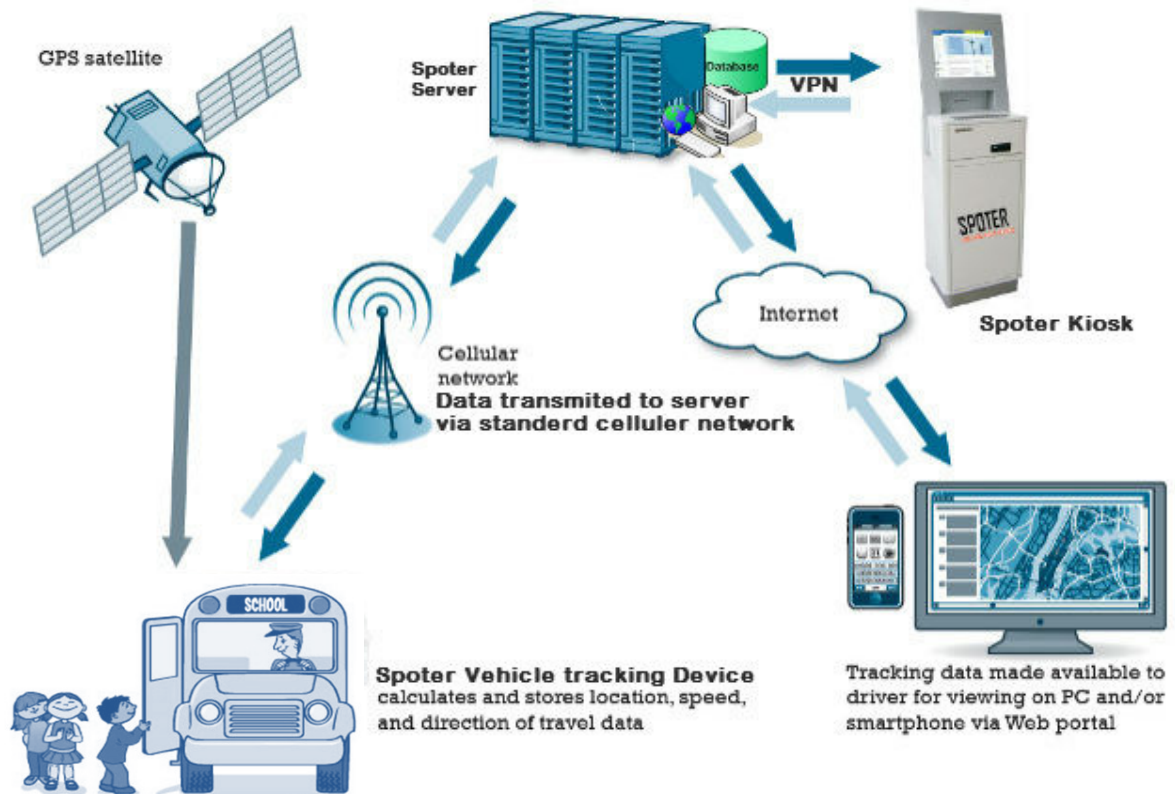


# Proposal

*for*

## SATELLITE BASED SCHOOL BUS TRACKING & FLEET MANAGEMENT SYSTEM



School bus tracking system is a matter of child safety. This requires efficient and accurate equipment so that there are minimum loopholes for miscreants to utilize. We provide industry leading hardware to ensure they offer best performance. Our amazing team of technical experts and customer service personnel provide you with a positive experience like never before.

School buses have always been under pressure to not only provide a safe, reliable service to school children and their parents, but also to run efficiently and provide a profitable return to the fleet owners.

*There are several highlights to our system that makes it the ideal choice for your school's requirements.*

### **Safety**

Yes, it is. Ensuring security is a responsibility. Students often wait in bus stops, exposed to various dangers. The external dangers, bad weather and dangerous situations can be avoided with Spoter. Notifying parents about the actual arrival time of the school bus minimizes the time children have to wait in the bus stop. It can be used 24 hours a day, 365 days an year.

### **Real- time information**

Undoubtedly, one of the most advantageous features of Spoter Tracking System is real-time information that one received about the location of the school bus. It helps you to know where the buses are, monitor pick up and drop off. You will be informed if any bus goes in a wrong route or if there is any unscheduled stop or delay.

### **Monitor - speed, route and scheduling**

If the vehicle is moving at a high speed, you will be informed and you can warn the respective bus driver to avoid accidents. The authority can rely upon Spoter. Our system can do routing and scheduling automatically. In that way, time and energy needed for rescheduling and re-routing can be saved.

### **Better Maintenance**

Improve the regularity and timeliness of preventative maintenance with automatic GPS tracking on vehicles. Know in advance when bus servicing is due to minimize downtime and unwanted breakdowns, as well as allowing sufficient time to schedule substitute buses. Accurate mileage tracking also means better warranty recovery — another cost saving.

### **Environmental Accountability**

Optimize routing and track engine idling to minimize your impact on the environment, trim pollutant emissions, and reduce your fleet's carbon footprint.

# SPOTER – Satellite Tracking and Fleet Management System

Spoter is a comprehensive device, which helps a owner to Track, Monitor, Safe-guard, Control and Manage a vehicle, driver, Goods and Fleet through a single web interface.

Due to its low-cost and effective management, it make easy to process and monitor operations for fleet owners like Logistic, Transport, **Education**, Rental Service operators, corporate companies, Hospitals, Security Services, Government and many other types of Organisations and Agencies.

The essence of telemetry and use of location based services (LBS) is to enhance security, efficiency and reduce operation cost. In addition, it also enhances effective monitoring and control of personnel and assets.

Spoter is an advanced Vehicle Monitoring System with advanced management capabilities that offers much more features than a standard GPS Tracking system at comparable, or in most cases lower cost. The system is backed by technicians and engineers with the ability to customize expand and successfully deploy it to virtually any application. Our System, tracks current location and speed by 24 Satellites which assures the owner of best and quality services as compared to other similar looking products in Market.

*The features included in our Basic model for customers are as follows'.*

- 1) High sensitivity GPS chip-set.
- 2) Built-in switching power supply, wide voltage input: 9V to 24V.
- 3) Optional SMS functionality supported.
- 4) Built-in monitoring CPU, automatic fault recovery.
- 5) Support GSM 900/1800MHz cellular network as data carrier.
- 6) Built-in GSM and GSM Antenna.
- 7) Built-in Storage Capacity.
- 8) Geo- fencing control.
- 9) Over speeding alarm.
- 10) Portable, easy to install.
- 11) Real Time System View (Track a wide range of vehicles at a time).
- 12) On board data storage (The tracking information of 30 days of vehicle stored automatically.)
- 13) Advanced Reverse Geo-coding based on accurate Google map data (accurate street names for stops)
- 14) Flexible Reporting Platform (Time on customer site, over idle, service / odo-meter, stop with distance travelled, geofence reports, etc.)
- 15) Mobile interface (View vehicle locations from a mobile device)
- 16) Anti-theft protection.
- 17) One year Standard warrantee.

## **BENEFITS TO SCHOOL.**

### **REDUCING FUEL COSTS**

Speeding is a huge factor in high fuel usage. Maintaining proper speeds can significantly reduce the amount of fuel used by your assets. Spoter tracking solutions provide speed information and alert you when an asset exceeds set speed thresholds.

### **IMPROVING DRIVER BEHAVIOR**

Other major contributors to high fleet costs are unauthorized use and improper driver behavior. Spoter tracking can relay a variety of information regarding driving behavior including asset speed, engine start-up and shut-down and idling time.

### **INCREASING SECURITY AND SAFETY**

Spoter tracking can also help improve the security of your fleet. In the event an asset is stolen, a hidden GPS receiver can help you recover an asset and any onboard equipment quickly. In addition, some systems offer features that alert owners immediately if an asset is used during off-hours.

### **BETTER CUSTOMER SERVICE**

With proper mapping software, fleet owners know the exact location of every school bus. This gives dispatchers the ability to effectively direct drivers to any route.

In addition, you can locate and dispatch the closest bus to any route. Asset tracking provides better routing and dispatching. This reduces fuel usage, reduces asset mileage and increases the number of jobs completed in a day.

### **NOTIFICATION CENTRE**

One of the best parts of our school bus tracking system is the real-time or active notification facility. At a time when most parents would be busy with their jobs, the active notification feature keeps schools and parents updated about real-time location, ETA etc, providing an additional layer of safety and convenience.

### **MAPPING**

School fleet requires current and clear mapping. Spoter tracking solutions have partnered with well-known mapping providers **Google mapping** – for the most accurate and up-to-date mapping available.

### **REPORTS AND ALERTS**

Spoter allows you to automate concise and easy to understand reports on a weekly or monthly basis. In addition, you have the ability to generate reports instantly. The data can be organized to give you information about daily asset activity, speeding violations, violations of school bus driving policy, a complete list of asset starts and stops, excessive idling times and much more.

## Commercial Pricing Proposal – Vehicle Tracking Solution

Product Description	Price in INR [Per Unit]
Standard tracking device LS02M2100 (per vehicle/per unit)	<b>5,400.00/-</b>
Streaming Server Subscription (per-vehicle/per-unit) <b>Annual (Payable in Advance)</b> (Including Reports, Web control panel, web space)	<b>3,600.00/-</b>
Storage Subscription Charges (per-vehicle /per-unit) <b>Annual (Payable in Advance)</b> (Including Data Backup & Storage)	<b>1200.00/-</b>
Data Subscription Charges with national roaming fees. (per-vehicle/per-unit) <b>Annual (Payable in Advance)</b> (Including Activated SIM, GPRS)	<b>1800.00/-</b>
Installation (Per Vehicle / One Time)	<b>3000.00/-</b>

- Taxes applicable extra as applicable.

### Terms & Conditions:

#### **Warranty**

1 year repair/replacement standard limited warranty on the Tracking Device.

#### **Annual Maintenance Cost Rs. 2000/-**

To extend the comprehensive warranty you will need to cover them under an AMC.

*AMC will cover:*

- *Unit replacement in case of damage one time maximum for four times.*
- *4 preventive service calls per unit yearly*
- *4 trouble-shooting calls per unit yearly*

#### **Terms and Liabilities**

**A. Payment:** 100% advance against purchase order.

**B. Delivery:** Delivery within 2-3 Weeks of receipt of purchase order and advance payment.

#### **Carry – In Warranty**

Spoter warrants that in normal usage and with proper maintenance, its product (Vehicle Tracking Unit) will conform to their specification for a period of 12 months from the date of purchase by the customer, subject to the conditions, limitations and procedure listed below. Any product, which proves to be defective in normal usage during that 12 months period, will be repaired at Spoter or replace by Spoter. Warranty does not cover any battery, pad, Antennas & cables.

#### **Limitations**

Spoter shall be limited to the repair or replacement of any parts of the product, which are defective in materials.

Spoter shall not be liable in any way for Product failure, or any resulting loss or damage which arises from:

- Use of product in an application for which it was not designed or intended.
- Corrosion, degradation or wear and tear.
- Failure to service or maintain the product in accordance with Spoter recommendations.
- Faulty or deficient installation of the product.
- Any modification or alteration of the product.
- Conditions that exceed the products performance specifications or safe working loads.
- This warranty does not cover any incidental costs incurred for the investigation, removal, carriage, transport or installation of product.
- Service by anyone other than authorized Spoter representatives shall be taken as warranty void unless it accords with Spoter guidelines and standards of workmanship.

### **Liability**

*Spoter shall not be responsible for*

- Any loss of anticipated turnover or profit or indirect, consequential or economic loss.
- Damages, costs or expenses payable to any third party.
- Death or personal injury.
- Any loss of warranty of vehicle due to installation of device.

### **Procedure**

- Both warranty and non-warranty repairs can only be performed at Spoter.
- The customer shall send the goods together with an order for warranty or non-warranty repair to the Spoter service office. The order shall be delivered in writing by mail or electronic mail.
- The order must contain a detailed description of the defect.
- Both warranty and Non-warranty repairs shall be carried out by Spoter in 25-30 working days from the receipt of order.
- In case of warranty repair, the customer shall be responsible for transport of goods to service office and transport of goods back to the customer. If it is found that the repair is not subject to warranty, all costs of repairs will be borne by the customer.

### **Service Level Details**

- In case of any manufacturing defect in the Tracking Unit or need for any trouble-shooting in the Tracking software, the support team will respond to addressed problem within 6 hours provided the vehicle is made available for check at mutually agreed location.
- For the location other than mutually agreed location, the service engineer will assess the cause of problem and will provide the time and assistance to repair, on case basis. The response of support service will be in addition to the travel time to provide the response.

### **Validity of Proposal**

The proposal for Vehicle Tracking Solution will be valid for duration of 7 days from the date of submission.

For demo: login onto: [www.bangalore.spoter.in](http://www.bangalore.spoter.in) - Under 'Tracking - Server 1'.

**USERNAME:** demo

**PASSWORD:** demo

# Thanking You...

We look forward to hearing from you.

# www.spoter.in