



Samsara Networks Inc
350 Rhode Island Street
4th Floor, South Building
San Francisco, CA 94103
www.samsara.com

Proforma Invoice #Q-1463799

Issued 09-06-2024

Prepared For:
Lake County Water Authority
27351 SR19
Tavares, Florida
32778

Invoice Summary		Subtotal
Hardware and Accessories		\$0.00
Licenses		\$7,671.30
License Term – 14 Months (7/24/2024-10/6/2025)		
Shipping and Handling		\$52.00
Sales Tax Total		\$0.00
Due Upfront		\$7,723.30

SHIP TO MARCIA BUSH
27351 SR 19
Tavares, Florida, 32778
United States

Hardware and Accessories	Quantity	Net Unit Price	Total Price
Dual-facing dash-camera, series 4 HW-CM34	13	\$0.00	\$0.00
Vehicle IoT Gateway, model VG55 HW-VG55-NA	3	\$0.00	\$0.00
Enhanced VG Series OBDII J1962 L-mount cable CBL-VG-COBDII-Y1	3	\$0.00	\$0.00
Hardware Sales Tax			\$0.00
Hardware Due			\$0.00

Licenses	Quantity	Net Unit Price	Total Price
License for Dual-Facing Camera LIC-CM2-ENT	13	\$514.50	\$6,688.50
License for Vehicle Gateways LIC-VG-ENT	3	\$327.60	\$982.80
License Due			\$7,671.30



Lake County
WATER AUTHORITY

PURCHASE ORDER REQUEST

1. Check one amount:

- ☒ Under \$10,000, continue to question 3
☐ Over \$10,000 – attach Board Approval Minutes

2. Attach Item Memo: ☐ Yes ☐ No

3. Check and attach applicable quotes/bid:

- ☒ Purchases from \$2,000 to \$4,999 – 3 Verbal Quotes
☐ Purchases from \$5,000 to \$34,999 – 3 Written Quotes
☐ Purchases more than \$35,000 – Written Competitive Bid

4. Attach Signed and Executed Agreement: ☐ Yes ☐ No

5. Attach Certificate of Insurance: ☐ Yes ☐ No

6. Is the Purchase Budgeted:

- ☒ Yes
☐ No, please attach Approved Budget Transfer

7. Please check the account numbers to use:

Department:

- | | |
|---|---|
| <input type="checkbox"/> 98100 LCWA Administration | <input type="checkbox"/> 98700 LCWA Resource Management |
| <input type="checkbox"/> 98200 LCWA Info Technology | <input type="checkbox"/> 98710 LCWA Water Resources |
| <input type="checkbox"/> 98300 LCWA Other | <input type="checkbox"/> 98720 LCWA Land Resources |
| <input type="checkbox"/> 98400 LCWA Hickory Point | <input checked="" type="checkbox"/> 98730 LCWA Field Services |
| <input type="checkbox"/> 98500 LCWA Education | <input type="checkbox"/> 98900 LCWA Other |
| <input type="checkbox"/> 98600 LCWA Resource Comm | |

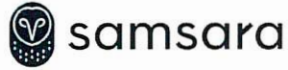
Budget Object:

- | | |
|--|---|
| <input type="checkbox"/> 310 Professional Services | <input type="checkbox"/> 480 Promotional Activities |
| <input type="checkbox"/> 340 Other Contractual Services | <input type="checkbox"/> 490 Other Current Charges |
| <input type="checkbox"/> 400 Travel & Per Diem | <input type="checkbox"/> 510 Office Supplies |
| <input type="checkbox"/> 410 Communication Service | <input type="checkbox"/> 520 Operating Supplies |
| <input type="checkbox"/> 420 Freight and Postage | <input type="checkbox"/> 540 Professional Develop. |
| <input type="checkbox"/> 430 Utility Services | <input type="checkbox"/> 550 Training |
| <input type="checkbox"/> 440 Rentals and Leases | <input type="checkbox"/> 620 Buildings |
| <input checked="" type="checkbox"/> 460 Repair and Maintenance | <input type="checkbox"/> 640 Machinery & Equip |
| <input type="checkbox"/> 470 Printing and Binding | <input type="checkbox"/> Other _____ |

Northest Transport LLC

License Term: 36 months, Paying Annually

8/12/2022



Software License (Monthly)	QTY	Price / Unit / Month	Discount	Your Price / Vehicle / Month	Discount for Annual Payments	Your Price / Month with Annual Payments
Vehicle Gateway (VG54)	9	\$39.00	→ 40% →	\$23.40	→ 10% →	\$21.06
Unpowered Asset Gateway (AG51)	36	\$11.00	→ 40% →	\$6.60	→ 10% →	\$5.94
Savings over 36 Months	\$10,756.80					
Monthly Cost:	\$448.20					
Monthly Cost x12 Months:	\$5,378.40					
Annual Cost for Annual Payments (Additional 10% Off)	\$4,840.56					

100% Risk Free Trial | No Activation Fees | No Hidden Fees | Free Hardware



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
08/31/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER MARSH RISK & INSURANCE SERVICES FOUR EMBARCADERO CENTER, SUITE 1100 CALIFORNIA LICENSE NO. 0437153 SAN FRANCISCO, CA 94111 121911378-GAUW-22-23	CONTACT NAME: PHONE (A/C, No, Ext): E-MAIL: ADDRESS:	FAX (A/C, No):
	INSURER(S) AFFORDING COVERAGE INSURER A: Travelers Property Casualty Company Of America INSURER B: N/A INSURER C: N/A INSURER D: INSURER E: INSURER F:	
INSURED Samsara Inc. 1 De Haro San Francisco, CA 94107	NAIC # 25674 N/A N/A	

COVERAGES**CERTIFICATE NUMBER:**

SEA-003855757-03

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	X X	H-630-7T125273-TIL-22	08/28/2022	08/28/2023	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 15,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY		BA-7T132381-22-I3-G	08/28/2022	08/28/2023	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$		CUP-7T139437-22-I3	08/28/2022	08/28/2023	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y/N <input type="checkbox"/>	N/A				PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Lake County Water Authority is included as Additional Insured (General Liability) as required by written contract. Waiver of Subrogation applies (General Liability) as required by written contract.

CERTIFICATE HOLDER**CANCELLATION**

Lake County Water Authority 27351 SR19 Tavares, FL 32778	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>Marsh Risk & Insurance Services</i>
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Sales Quote for Lake County Water Authority

Quote Type: New Customer

Date: August 23, 2022

Valid Until: August 30, 2022

Please select: New Units: Direct



Primary GPS Contact	
Name:	Chuck Groves
Email:	cgroves@lcwa.org
Phone:	352-324-6141 ext.128

Sales Rep	
Name:	Matthew Mac Eachen
Email:	matt.m@ctstracking.com
Phone:	780-263-0286

Billing Frequency: Monthly

Currency: USD

Qty: 45

ELD: NO

Description:

1. Hardware	Qty	Unit Price	Discount	Net Price	Hardware Total
TT2002 - OBDII	9	\$ 190.95		\$ 190.95	\$ 1,718.55
TTIoTAABattery	36	\$ 99.95		\$ 99.95	\$ 3,598.20
Relocation Cable	9	\$ 21.95		\$ 21.95	\$ 197.55
	0			\$ 0.00	\$ 0.00
	0			\$ 0.00	\$ 0.00

2. Configuration	Qty	Unit Price	Discount	Net Price	Setup Total
Activation	45	\$ 20.00		\$ 20.00	\$ 900.00
Configuration	45	\$ 15.00		\$ 15.00	\$ 675.00
	0			\$ 0.00	\$ 0.00

Total (Hardware + Setup) \$ 7,089.30

Select a Contract term: Discount One Time Total Select

0 Year		\$ 7,089.30	<input type="checkbox"/>
5 Year	-\$ 5,316.75	\$ 1,772.55	<input checked="" type="checkbox"/>
4 Year		\$ 7,089.30	<input type="checkbox"/>

One time / Upfront Fees for selected term (Total - Term Discount) : \$ 1,772.55

Does not include fees for shipping, tax, setup and VIN lookup, mobile, order / installation additions, first month's bill or any initial subscription deposits.

3. Subscription Plan Options	Qty	Monthly Price	Discount	%	Net Price	Monthly Total	Select
Vehicle Advanced - 5 Year Term	9	\$ 24.95	-\$ 2.00	8%	\$ 22.95	\$ 206.55	<input checked="" type="checkbox"/>
	0			0%	\$ 0.00	\$ 0.00	<input type="checkbox"/>
	0			0%	\$ 0.00	\$ 0.00	<input type="checkbox"/>

4. Subscription Plan Add-Ons	Qty	Monthly Price	Discount	%	Net Price	Monthly Total	Select
SPCell60 - 2 Reports / Day - 5 Year Term	36	\$ 14.95		0%	\$ 14.95	\$ 538.20	<input checked="" type="checkbox"/>
	0			0%	\$ 0.00	\$ 0.00	<input type="checkbox"/>
	0			0%	\$ 0.00	\$ 0.00	<input type="checkbox"/>

Subscription Fees for selected plans (Monthly Price - Discount) :

\$ 744.75

Re-Calculate

Price does not include any tax or applicable overages. All Subscriptions billing starts at the time of shipment.

\$18,900
yr +
upfront
charges

Sales Quote for Lake County Water Authority

Quote Type: New Customer

Date: August 23, 2022

Valid Until: August 30, 2022

Please select: New Units: Direct



Primary GPS Contact

Name: Chuck Groves
Email: cgroves@lcwa.org
Phone: 352-324-6141 ext.128

Sales Rep

Name: Matthew Mac Eachen
Email: matt.m@ctstracking.com
Phone: 780-263-0286

Billing Frequency: Monthly

Currency: USD

Qty: 45

ELD: NO

Description:

1. Hardware	Qty	Unit Price	Discount	Net Price	Hardware Total
TT2002 - OBDII	9	\$ 190.95		\$ 190.95	\$ 1,718.55
TTIoTAABattery	36	\$ 99.95		\$ 99.95	\$ 3,598.20
Relocation Cable	9	\$ 21.95		\$ 21.95	\$ 197.55
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	0			\$ 0.00	\$ 0.00

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Configuration	45	\$ 15.00		\$ 15.00	\$ 675.00
	0			\$ 0.00	\$ 0.00

Total (Hardware + Setup) \$ 7,089.30

Select a Contract term:

Discount

One Time Total

Select

0 Year \$ 7,089.30 ☐5 Year -\$ 7,089.30 \$ 0.00 ☒4 Year \$ 7,089.30 ☐

One time / Upfront Fees for selected term (Total - Term Discount) :

\$ 0.00

Does not include fees for shipping, tax, setup and VIN lookup, mobile, order / installation additions, first month's bill or any initial subscription deposits.

3. Subscription Plan Options	Qty	Monthly Price	Discount	%	Net Price	Monthly Total	Select
Vehicle Advanced - 5 Year Term	9	\$ 24.95	-\$ 5.00	20%	\$ 19.95	\$ 179.55	<input checked="" type="checkbox"/>
	0			0%	\$ 0.00	\$ 0.00	<input type="checkbox"/>
	0			0%	\$ 0.00	\$ 0.00	<input type="checkbox"/>

4. Subscription Plan Add-Ons	Qty	Monthly Price	Discount	%	Net Price	Monthly Total	Select
SPCell60 - 2 Reports / Day - 5 Year Term	36	\$ 14.95	-\$ 5.00	33%	\$ 9.95	\$ 358.20	<input checked="" type="checkbox"/>
	0			0%	\$ 0.00	\$ 0.00	<input type="checkbox"/>
	0			0%	\$ 0.00	\$ 0.00	<input type="checkbox"/>

Subscription Fees for selected plans (Monthly Price - Discount) :

\$ 537.75

Re-Calculate

Price does not include any tax or applicable overages. All Subscriptions billing starts at the time of shipment.

September
12TH
follow-up

6453/4

Charles Groves

From: Ian Heicken <iheicken@tenna.com>
Sent: Monday, August 15, 2022 4:25 PM
To: Charles Groves
Subject: Thanks for your interest

Hello Chuck,

We received your inquiry and have determined we are not the right solution for your needs. Best of luck in your search!

Take care,

Team Tenna

Ian Heicken | Inbound Sales Specialist
Tenna LLC
c: 704.387.8838
www.tenna.com



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[COMPARE US TO OTHERS](#)

