

Quotes

NOTE: For the sake of brevity, some quote pages have been redacted. Full quotes are submitted on BAVN.

- > **Tranzito**
- > **Vector Media**
- > **AP Construction**
- > **Designworks USA Inc (dba BMW Designworks)**
- > **RDC-111 (dba Studio One Eleven)**
- > **Black & Veatch**
- > **Skidmore, Owings & Merrill LLP (dba SOM)**
- > **HLB Lighting Design**
- > **Fehr & Peers**
- > **VConn**
- > **Tolar Manufacturing**
- > **Smiota**
- > **Swiftmile**



Project Los Angeles Sidewalk and Transit Amenities Program, BAVN ID 41186

Firm BikeHub (dba Tranzito)

Date February 16, 2021

Quote* \$112,043,931

* Quote is based upon estimated hours, time, and materials. Exact budget will be determined upon further project scoping.

Hourly Billing Rates (Jan - Dec 2021)

Classification	Hourly Range	
CEO	\$ 146	\$ 182
COO / General Manager	\$ 110	\$ 146
CTO	\$ 136	\$ 180
Project Manager	\$ 96	\$ 114
Operations Supervisor	\$ 57	\$ 72
Mechanic / Service Tech	\$ 22.5	\$ 50

- Other Direct Costs / Reimbursable expenses are invoiced at cost plus 10% for handling.
- Personal auto mileage is reimbursed at the then current IRS approved rate (56 cents per mile as of Jan 2021).
- Voice & Data Communications (Telephone, fax, computer, e-mail, etc.) are invoiced at cost as a percentage of project labor.

Note: Tranzito reserves the right to change these rates at any time with or without advance notice.

Summary of Work

Tranzito will provide project management, project administration, systems integration, purchasing, and operations & maintenance.

As Managing Director, Tranzito's Gene Oh will lead the project's executive team and liaison directly with all relevant City and relevant stakeholders, lead strategy and meetings, and oversee all subcontractors. Tranzito's Seth Herr will oversee the customization of Curb CMS and systems integration of all digital assets—ad panel screens, ePaper City-Transit screens, sensor package, smart city amenities — networks, CMS platforms, and data spec. Tranzito will also hire capable General Manager, Project Manager, and Administration, Outreach and Marketing personnel via staff augmentation.

As Purchasing Manager, Tranzito will provide product and vendor selection, logistics and warehousing, purchase requisition, and financing as needed. All purchases are assumed at 50% down payment with 50% Net 10. A markup of 0% to 10% will be utilized for this project.

Cost Proposal*

*Please see accompanying Technical Proposal for further details.

Capital Purchases and Development. Cost Proposal is based upon estimated hours, time, and materials. Exact budget will be determined upon further project scoping.

Capital Expenses: Estimated at \$15,207,586

- CMS development: \$400,000: Customize Tranzito's CurbOS into a customized Curb CMS to incorporate multiple CMS applications via API SDK integrations.
- Network Hardware & setup: \$3,920,521: Provide direct ordering of all hardware and setup with its own staff or in hiring third party vendors to setup data and network connections.
- Hardware Replacement & labor: \$10,887,066 throughout the ten-year term. An eight-percent contingency is allocated to all hardware for STAP to cover all costs associated with hardware, including: products,

shipping, tax, logistics, installation. Does not include routine scheduled replacement of digital screens.


Operations Expenses: Estimated at \$95,836,345

- Management: \$8,275,933 throughout the 10-year term. Hours are inclusive of standard PTO hours as stipulated in Tranzito's hiring documentation.
 - CTO: 1040 hours, \$136 an hour with 3% COLA increase.
 - Managing Director: 1040 hours, \$146 an hour with 3% COLA increase.
 - General Manager: 2080 hours, \$110 an hour with 3% COLA increase.
 - Project Manager: 2080 hours, \$96 an hour with 3% COLA increase.
- Operations & Maintenance: \$44,313,260 throughout the 10-year term.
 - Routine Maintenance: Includes all work as articulated in the STAP RFP and Technical Proposal, at a set \$1000 per street furniture asset per year, with a 3% COLA increase.
 - Install Shelter: Includes all work as articulated in the STAP RFP and Technical Proposal, at a set \$2500 per bus shelter, with a 3% COLA increase.
 - Install other street furniture: Includes all work as articulated in the STAP RFP and Technical Proposal, at a set \$100 per street furniture - defined as scooter dock, kiosk, ad panel, and locker - with a 3% COLA increase.
- Systems integration: \$17,219,188 throughout the 10-year term. Includes
 - Curb CMS: Curb CMS is built on top of CurbOS into a customized and proprietary program for STAP. Tranzito grants STAP and the City of LA a perpetual royalty-free license and the ability to open-source Curb CMS provided that all developments are to be used by both parties in a royalty-free manner.
 - IT Support: 24/7 Monitoring of all digital assets with guaranteed 24-hour service call response. Includes a provision for up to \$200 per year per location (with a 3% COLA increase) of service at standard prevailing rates in Los Angeles (estimated at \$250 / hour).
 - 10% Incidentals contingency: To be used as required to fulfill the Systems Integrations portions of this project.
- Other Direct Costs: \$27,027,965 throughout the 10-year term.

- Network Connection: \$8,706,790
- Management: \$1,146,388
- Marketing/Promotions: \$2,292,766
- Insurance: At 2% of Operations Expenses, estimated at \$6,407,702.
This does not include insurance or any bid and/or bond guarantees.
- Incidentals/Contingencies: At 10% of all non-advertising sales
Operations Expenses, estimated at \$8,248,639

Sincerely,

BikeHub (dba Tranzito)

A handwritten signature in black ink, appearing to read "Gene Oh", with a stylized flourish at the end.

Gene Oh
CEO, President, Treasurer, Secretary

2/18/2021



QUOTE

February 17, 2021

Project: LA STAP

Term: 10 years, up to 20 years

Based on the current amount and types of inventory being discussed by the Parties, Vector Media projects it will be capable of generating up to \$850mm of advertising revenue over a period of 10 years, subject to approval of the final inventory rollout schedule and inventory components as indicated in the proposal.

Vector Media will be responsible for the generation, billing and collecting of Advertising Revenue and in exchange for performing the Advertising Services will be entitled to retain as payment an amount equal to **28.0%** of Advertising Revenues collected. The balance of Advertising Revenue collected (**72.0%**), will be remitted to Tranzito or to the LA STAP project SPV directly.

The Advertising Fee will cover all non-hardware and non-utility related expenses necessary to execute the Advertising Services, including but not limited to sales management and sales team expenses, commissions, administrative, marketing and support, digital and print design, CMS and SSP, programmatic, proof of play, and audience tracking.

Vector will pay a minimum annual guarantee ("MAG") payment as an advance on Inventory Payment each year of the Expected Term—payable in equal monthly installments—equal to 75% of the projected Inventory Payment, not to exceed \$30,000,000 per year. The annual MAG amounts would track with the annual projected Advertising Revenues as such revenues are impacted by updated projections related to the inventory rollout for each year of the Expected Term. To the extent necessary, Vector Media will provide a Performance Bond or formal backing from Vector Media Holding Corp. to secure performance of its payment obligations.

If selected by the City, and a contract is executed to commence around July 1, 2021, both parties will work in good faith to prepare for initial launch of inventory around January 1, 2022 (the "Project Start Date"). Any and all expenses incurred before Project Start Date related to executing any portion of the project contemplated herein will be the sole responsibility of each Party, unless agreed to in writing otherwise.

VECTOR MEDIA



(Marc Borzykowski, CEO)

2/17/21

(Date)



18314 S. Broadway St., Gardena, CA 90248



LA STAP (Budget Proposal)



18314 S. Broadway St., Gardena, CA 90248

February 16th, 2021

AP is pleased to provide this budget cost proposal for support and construction services for the “Sidewalk And Transit Amenities Project” as a sub tier participant

Summary Of Work:

AP Construction, Inc. proposes to provide construction services as listed below:

- **Assemble, implement and maintain workforce** required to coordinate, service, installation of 3,000 + potential and existing pick up drop off locations including but not limited to shelters, amenities, signage etc.
- **Permit coordination** including but not limited to application of permits, permit fees, pulling and closing of permits. AP acknowledges that there are roughly 88 cities within Los Angeles County that could potentially be included in this project.
- **Traffic control** including but not limited to providing traffic control plans required by local cities/agencies, manpower and materials as needed to implement approved traffic control plans.
- **Power & low voltage data connection(s)**
- **Construction site work services** required to put in place infrastructure for but not limited to shelters, amenities, signage, digital & media devices etc. Work includes but is not limited to concrete footings, concrete pads, trenching, power and low voltage (data).

Estimated Construction Budget Cost:	\$ 74,848,082
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***Note: All pricing herein this document to be used solely for budget estimating purposes and not to be considered firm fixed pricing and or hard bid. Final pricing will be completed once design, scope of work and “For Construction” documents have been completed.**



18314 S. Broadway St., Gardena, CA 90248

- Operator Group 1-4 \$115.00 Per Hour
- Carpenter \$105.00 Per Hour
- Concrete Mason \$108.00 Per Hour
- Concrete Finisher \$105.00 Per Hour
- Support Vehicle \$150.00 Per Day / Per Vehicle
- Equipment Hauling \$100.00 Per Hour
- Delivery Truck \$100.00 Per Hour
- Fuel \$ 6.00 Per Gallon
- Document Control \$500.00 Per Week
- Administrative \$100.00 Per Hour

****Rates Subject To Change On An Annual Basis***

****Hourly Rates based on straight time (Off hours or overtime hours "could" incur additional cost)***

Exclusions:

- Temp facilities
- Testing & inspection of fabricated materials or equipment
- Fabrication or erection of fabricated materials or equipment
- Storage, handling or management of fabricated materials or equipment
- Mechanical, Electrical or Plumbing related work (MEP) not included in "Summary Of Work"
- Engineering
- Architectural design
- Non standard finishes
- LEED design or implementation
- Drawings or construction plans unrelated to "traffic control"
- Asbuilts
- PSA, PLA or any type of Union labor agreements
- Management or supervision of other contractors or sub trades not directly contracted with AP Construction, Inc.
- S.W.P.P. or implementation of erosion control plans
- Identifying, reworking or modification of existing underground or overhead utilities
- Public outreach, City outreach or approval from local agencies or governing bodies for services unrelated to work outlined above
- AP Construction, Inc. will only contract direct with **Prime Contractor** or "Tranzito" and will not work as a sub contractor to any another sub tier contractors related to this project



18314 S. Broadway St., Gardena, CA 90248

Estimated Budget Breakdown For Reference Only:

Capital Expenses	Unit \$	Totals	Year 1		Year 2		Year 3		Year 4		Year 5		Year 6		Year 7	
			Qty	\$	Qty	\$	Qty	\$	Qty	\$	Qty	\$	Qty	\$	Qty	\$
Construction																
Pull permits	\$57	\$248,439	1254	\$71,495	625	\$36,717	584	\$35,327	520	\$32,388	400	\$25,662	400	\$26,431	300	\$20,418
Traffic Control	\$600	\$2,615,152	1254	\$752,580	625	\$386,497	584	\$371,867	520	\$340,931	400	\$270,122	400	\$278,226	300	\$214,929
Traffic Control Devices	\$300	\$1,307,576	1254	\$376,290	625	\$193,249	584	\$185,933	520	\$170,465	400	\$135,061	400	\$139,113	300	\$107,465
Power and Data Connections	\$1,000	\$4,358,587	1254	\$1,254,300	625	\$644,162	584	\$619,778	520	\$568,218	400	\$450,204	400	\$463,710	300	\$358,216
Trench Work	\$45,000	\$31,665,714	236	\$10,602,900	181	\$8,396,766	104	\$4,974,560	40	\$1,966,909	40	\$2,025,916	40	\$2,086,693	30	\$1,611,971
Site Work (non-trench sites)	\$5,000	\$17,868,556	975	\$4,873,200	433	\$2,231,289	468	\$2,482,506	468	\$2,556,981	360	\$2,025,916	360	\$2,086,693	270	\$1,611,971
Construction contingency	20%	\$7,466,375		\$2,446,698		\$1,846,835		\$1,156,054		\$541,118		\$522,236		\$537,903		\$415,530
Contractor markup and mobilization	10%	\$6,528,196		\$2,030,597		\$1,369,880		\$979,070		\$614,462		\$542,945		\$559,234		\$432,008
Bonding	1.5%	\$1,037,925		\$323,760		\$220,233		\$155,969		\$96,272		\$85,534		\$88,100		\$68,057
Total Construction		\$72,848,082		\$22,660,325		\$15,288,911		\$10,925,736		\$6,855,357		\$6,057,934		\$6,239,672		\$4,820,147

Proposed Rollout Schedule For Reference Only:

Street Furniture Year-End Totals	Year 1: Phase 1, Rollout A					Rollout Schedule - Optimized					
	Q1 '22	Q2 '22	Q3 '22	Q4 '22	Total	Year 2 2023	Year 3 2024	Year 4 2025	Year 5 2026	Year 6 2027	Year 7 2028
Mobility Hubs Icon Installed	5	9	11	11	36						
Mobility Hub Lite Installed	105	175	209	209	698	16					
Mobility Hub Eco Installed						350	400	400	400	400	300
Total Mobility Hubs installed	110	184	220	220	734	366	400	400	400	400	300
Refurb Shelters Installed	33	55	66	66	220	110	120	120			
Kiosks	32	53	63	63	211	4					
Lockers	6	11	13	13	42	1					
Docks	7	12	14	14	48	1					
Panels						144	64				
Total Other Furnitures installed	45	75	90	90	300	150	64				
Legacy Shelters OTG	206	343	411	411	1,370	1,114	834	570	570	300	
Mobility Hubs OTG	110	184	220	220	734	1,100	1,500	1,900	2,300	2,700	3,000
New Kiosks OTG	32	53	63	63	211	215	215	215	215	215	215
Lockers OTG	6	11	13	13	42	43	43	43	43	43	43
Docks OTG	7	12	14	14	48	48	48	48	48	48	48
Panels OTG						144	208	208	208	208	208
Total all Furnitures OTG	354	589	707	707	2,357	2,471	2,591	2,727	3,127	3,257	3,257

Rates For Additional Support Services Outside Of Original Scope Of Work:

- Project Management \$ 75.00 Per Hour
- Project Coordinator \$ 50.00 Per Hour
- Project Engineer \$ 50.00 Per Hour
- Project Estimator \$ 65.00 Per Hour
- Site Superintendent \$ 90.00 Per Hour
- QAQC Manager \$ 50.00 Per Hour
- Site Safety Manager \$ 50.00 Per Hour
- Laborer Group 1-4 \$100.00 Per Hour

Cost Summary

STAP Support

Notes

- Designworks Standard Terms and Conditions apply.
- Designworks has sketched in the necessary resources for timeline. Actual project timeframes and assigned resources will be agreed upon award of program.
- Final hand-off documentation will be generated from the deliverables mentioned in the phases for this proposal.
- Travel costs are not included in this estimate and will be billed separately and above all costs included in this proposal. Tranzito will have approval of estimated travel costs prior to incurring any cost.
- Program costs are valid for up to 60 days from date of this document.

Phase Description	Duration	Cost
01 Interaction UX Design	6 Months	\$ 803,068
02 Industrial Design	6 Months	\$ 308,384
03 Design Consulting	12 Months	\$ 28,608
Program Total	12 Months	\$1,140,060
04 App Development	14 Months	\$ 450,000

TRANZITO

**DESIGN
WORKS**

ABMW Group Company

**DESIGN
WORKS**

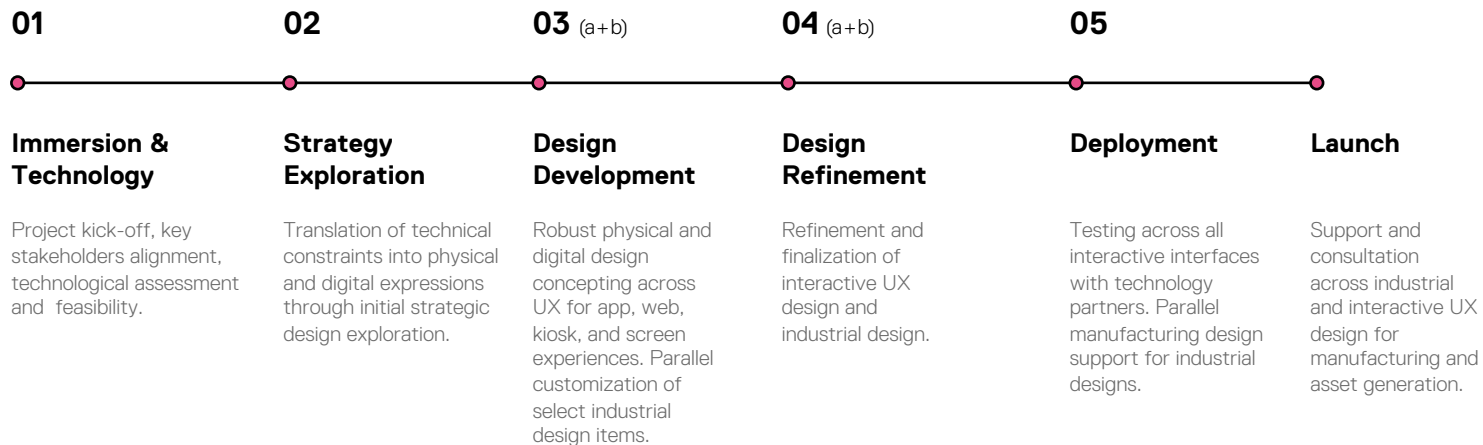
ABMW Group Company

Gene Oh
President
Date:

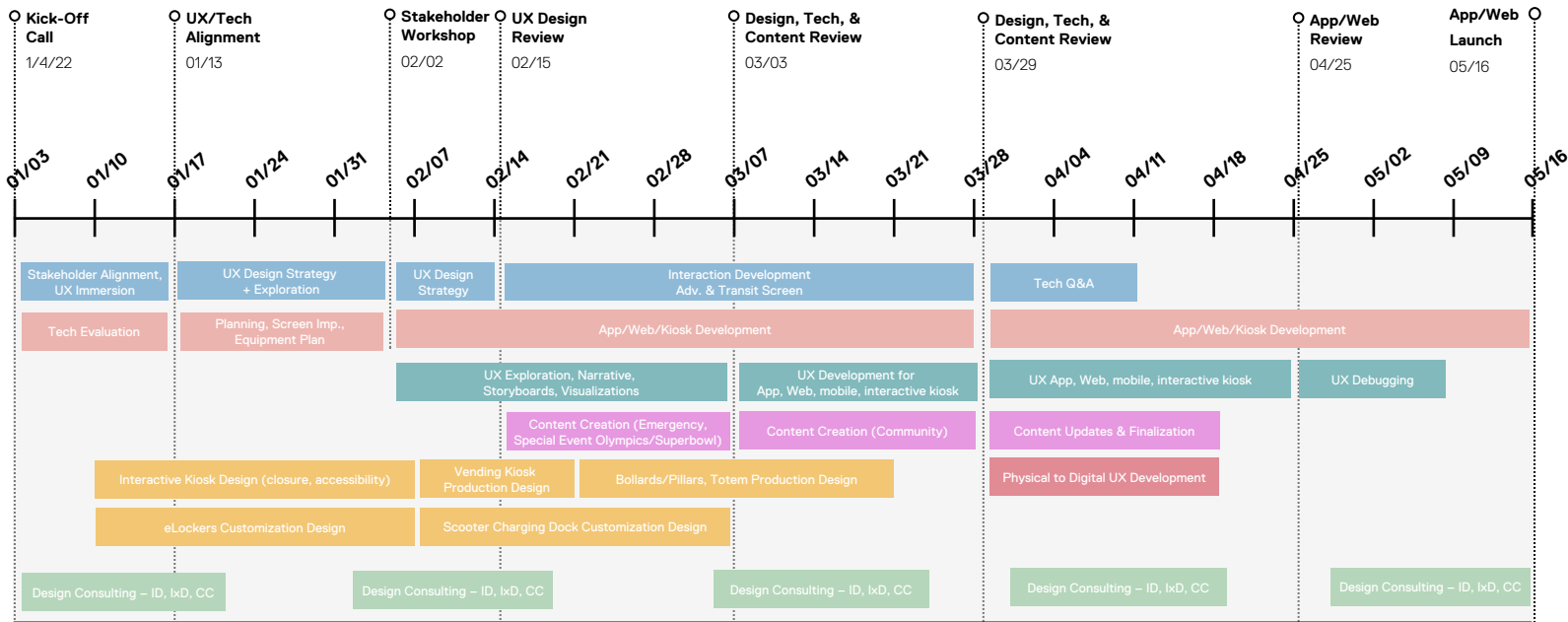
Holger Hampf
President
Date:

Felix Eckhardt
Global Director, Finance
Date:

Program Overview.



Program Timeline.





studioneleven

245 east third st. long beach, CA 90802 t 562.628.8000

STUDIO-111.COM

February 17th, 2021

Gene Oh

Tranzito

1522 Park St

Alameda CA 94501

RE: Fee Proposal/Agreement for Design/Architectural Services
LA STAP RFP
Los Angeles, CA
Project Number: TBD

Dear Gene:

We are pleased to submit this proposal and Agreement to **Tranzito** to provide **design/architectural** services for **a fixed fee plus** reimbursable expenses, as per the attached Exhibit "A" Schedule of Fees, as determined by the scope of work described below:

SUMMARY OF WORK

Studio One Eleven will be responsible for permit drawings -- including all relevant engineering -- for 3000 bus shelters, 448 refurb shelters, and 306 other street furniture's such as kiosks, docks, and lockers. Total rollout will be 5-7 years.

Task 1: Planning Group (S111 support role)

Coalition building with 360 degree stakeholder analysis, alignment of project timelines and goals with related City and utilities projects. Inventory, score, and rank locations based upon various stakeholder goals. Establish streamlined permitting process.

- Attend bi-weekly Planning Working Group Meetings to participate in site selection process and creation of urban design plan (assume up to 18 meetings)
- Conduct site walks with Fehr & Peers and community representatives to identify and vet sites for mobility hubs
- Support Fehr & Peers with the preparation of district-wide STAP sites for each district, to get approval from Council District / community.

Task 2: Design Group (S111 support role)

Participate in site walks with Fehr & Peers and community representatives to identify a location for each of the satellite hubs. The site assessment would be informed by the spatial requirements of components that are aligned within each block combined with the community's mobility needs and additional programming elements desired by the community.



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Mr. Gene Oh
Tranzito
LA STAP RFP
Los Angeles, CA
project number: TBD
February 17th 2021
page 2 of 3

- Attend Design Group design charrette conducted by SOM to refine high-level concepts with relevant stakeholders.
- Set up process to receive and document feedback from neighborhood coalitions and community representatives to finalize design concepts in each community.

Task 3: Launch Group (\$111 Lead role)

Permit planning to maximize early communication and establishment of parameters for a streamlined and expedited permit process.

- Drive consensus to adopt an expedited site approvals process/ plan
- Work with City departments to create a districtwide permit approval process
- Create/support in preparing site locations list for each district
- Prepare and submit district-wide permit application package
- Site audits composed of pictures, measurements, checklists and/or notes.
- Curb digitization using CurbLR or similar open-source standard.
- Deliverable: Stamped permit drawings, including engineering services for Civil, Structural and MEP as needed.

The fee for this Scope of Work is a fixed fee of \$1,908,560.00, plus reimbursable expenses as per the attached Exhibit "A" Schedule of Fees.

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Mr. Gene Oh
Tranzito
LA STAP RFP
Los Angeles, CA
project number: TBD
February 17th 2021
page 3 of 3

We would like to thank you for giving us the opportunity to submit a proposal to be of service to you on this project. It is understood that a formal Agreement for the above referenced services will be issued for signature should you request that we proceed with these services.

Sincerely,

Studio One Eleven



Marcus Luciani
Sr. Studio Director/Associate Principal

cc: Alan Pullman
Accounting

StreetsLA – Tranzito Team

BLACK & VEATCH SCOPE OF WORK

Program Management (2021 – 2022)

- Design workflows and lead Construction Plan for the first 18 months of the project (July 2021 – December 2022)
- Setup of various systems and processes across all stages of deployment, including site planning/surveying, site design, permitting, construction, and site activation
- Manage and drive deployment schedule to meet installation goals for Years 0 and 1
- Align and coordinate cross-functional tasks to form cohesive and efficient team with the goal of establishing a predictable cadence of installed assets on a weekly basis
- Manage and coordinate schedules with sub-contractors (APC, Network team, Install team)
- Lead Launch Team Working Group for Year 0 (July – December 2021)
- Develop and execute plan for reaching Year 1 installation goals
- On-going daily/weekly coordination meetings with project teams and stakeholders
- Planning and sequencing of sites/assets to ensure City and project team priorities are met
- Manage submittals such as permits and traffic control plans
- Manage document control, asset tracking and quality control reports
- Delegate tasks, as needed, to project partners to ensure sites are actively managed
- Schedule risk management
- Advise project teams and stakeholders on:
 - Site survey/design best practices
 - Constructability reviews
 - Permitting requirements and typical lead times
 - Utility Coordination
 - Troubleshooting of various issues that present risk to schedule and cost
 - Contractor pricing models
 - Construction
 - Safety

Program Tool Development and Maintenance (2021 – 2022)

- Provide web-based project management tool for real-time insights
- Collaborate with each project partner to gather requirements and develop workflows
- Identify critical tasks and activities to be executed by each project partner
- Identify key metrics for tracking each activity within the deployment stage
- Collaboration with the City and other stakeholders on gathering reporting requirements.
- Development and maintenance of:
 - Geospatial and deployment database
 - Field data collection app

- Dashboards and other reporting apps
- Implement feature to identify and track resolution of various site issues
- Testing and troubleshooting of apps for each workflow
- On-going tool refinement based on user feedback
- Training for project partners on proper use of the tools
- Maintain data integrity

GENERAL ASSUMPTIONS

- Black & Veatch will visit sites on occasion to observe activities performed by others.
- Black & Veatch will not be responsible for the quality of work/deliverables performed by others. This may include site designs, construction drawings, construction methods, site restoration, etc.
- Approximately 850 permit applications need to be submitted to reach install target of approximately 750 sites by end of 2022
- Black & Veatch will work with project partners on integrating with existing tools
- Each project partner directly involved in the deployment activities will be expected to input/edit data related to their area of responsibility. This includes, but is not limited to:
 - Site survey/Planning
 - Engineering
 - Permitting/Zoning
 - Utility Coordination
 - Construction
 - Site Activation
- StreetsLA has developed a process that will streamline permitting within City Public Right of Way areas by providing approvals for multiple locations at once.
- The Black & Veatch team will initially consist of four core team members who will be responsible for several aspects of deployment. Future resource needs will be coordinated with and approved by the Tranzito executive team.

DELIVERABLES

- Exported data from the geospatial/deployment database
- Project documents stored in Black & Veatch's document management system
- Any documented plans and processes developed by Black & Veatch to initiate the program
- Weekly or monthly staffing plans for Black & Veatch resources

EXCLUSIONS

- Cost management for work performed by others – surveying, engineering, permitting, construction, etc.

- Construction Management
- Troubleshooting of various site issues
- Issuing Purchase/Work Orders
- Operations and maintenance of physical program assets (bus shelters, lockers, kiosks, etc.)
- Cost of mobile devices used for field data collection
- Site Design
- Construction

BUDGETARY PRICING

Position/Role	Estimated Weekly Hours	2021 Billable Rates	2022 Billable Rates
Program Manager	20-40	\$180/hr	\$185/hr
Execution Manager	30-40	\$155/hr	\$160/hr
GIS/Database Manager	40-60	\$110/hr	\$115/hr

Scope Items	Year 2021-2022 (18 months)
Program Management Services	\$850,000
---Project Tracking Database	included above

Please note, this pricing is for budgetary purposes only. It does not represent a commitment by Black & Veatch to deliver services to Tranzito at these estimates. Pricing will be finalized upon reaching mutual agreement for contract terms and conditions, schedule and scope of work. Final cost estimate will be predicated on a final design and budget can be reassessed every 6-12 months.

16 February 2021

Gene Oh
Chief Executive Officer
Tranzito
gene@tranzito.org

Re: LA STAP RFP – Design fee proposal after award

Dear Gene,

As requested, please find Skidmore, Owings & Merrill's (SOM) design fee proposal. This fee proposal is for post award of the project based on a 26 week / 6 month schedule in which SOM will develop the competition winning architectural concepts for the (6) concepts and their scale variations (Icon, Eco and Lite) as created for the RFP response submitted 2/19/2021.

SOM will lead the architectural design with SOM Graphics and HLB as subconsultants direct to SOM. We will refine the overall architectural vision and organize the efforts of the broader design team. SOM will develop construction documentation for the chassis, frame, bench, trash receptacle and towers (bars, columns) which host the digital ad screens for fabrication by Tolar Manufacturing. This proposal assumes Tolar Manufacturing is actively involved in the design development as a design assist partner for the architecture and will provide full services for structural and electrical engineering.

For all elements which include integrated products (for example interactive kiosks vending kiosks, eLockers, charging docks) SOM will provide the guiding design vision and Schematic design documentation to BMW Designworks who will complete the detailed design in coordination with each product manufacturer. During BMW Designworks' process, SOM will continue to coordinate the incorporation of these into the chassis and furniture pieces.

SOM anticipates involvement in stakeholder meetings and community outreach as organized by Studio One Eleven and EmpowerLA. For the purposes of this proposal we have included participating and presenting the design in four (4) stakeholder meetings with the City, city council members, community BIDs and others; and one (1) presentation / workshop with the community. Should additional charrettes, workshops or presentations be required to external parties, we will need to discuss the impact on our fee.

SOM Graphics will coordinate with SOM Architecture and HLB to develop the visual brand for the family of STAP elements, including; naming, identity, and graphic language for mobility hub identification. Graphic guidelines will be developed that define graphic elements, such as; scale and placement of digital advertising, scale and method of application for non-digital graphics, and e-paper typical layouts. ADA required signage will be designed and documented.

Please refer to attached proposal for HLB Lighting scope and fee description.

The following design fee proposal includes architectural, graphic and lighting design services. Other design disciplines such as structural engineering, electrical engineering, data system engineering, or others not expressly mentioned herein are not included.

SOM Design Fee Proposal

SOM Architecture Base Fee	\$730,250
SOM Graphics Fee	\$ 97,500
HLB Lighting Fee	\$ 70,000
Success Fee	\$ 62,100

Total Fee	\$959,850
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The listed success fee pertains to a mechanism to recover labor costs expended during the competition/pursuit phase.

We further anticipate \$25,000 in reimbursable expenses.

Please reach out with any questions you may have.

Sincerely,

Tannar Whitney

Associate Director

Skidmore, Owings & Merrill LLP



12 February 2021

Tannar Whitney
Associate Director

SOM

333 S Grand Avenue #3600

Los Angeles, CA 90071

917.495.6789

tannar.whitney@som

Re: City of LA STAP / Los Angeles, CA

Dear Tannar,

We are pleased to submit this proposal for professional services as Lighting Designers for the above Project. This proposal is based on the RFP issued on 25 January 2021. We understand the Project to be the design of a new shelter system for the City and County of Los Angeles with a targeted design completion in 2021.

DESIGN AND CONSTRUCTION SCHEDULE

The Scope of Services and compensation is based on the discussed approximate design and construction schedule as follows:

Phase	Completion Date
PRE/SCHEMATIC DESIGN	5 Months
DESIGN DEVELOPMENT	6 Months

SCOPE OF WORK

The Scope of Services include design for the following areas:

HLB will provide lighting design services to support six shelter designs, using a kit of parts approach, with the assumption that one or two specialized lighting details will be developed for each of the six schemes.

SCOPE OF SERVICES

The following professional services and deliverables are included as listed below.

1 PRE/SCHEMATIC DESIGN

- 1.1 Participate in design conferences with the Client, Owner, Architect and other Consultants to discuss project concepts, illumination criteria, project cost guidelines, and schedule parameters.
Meetings: Time for up to six (6) hours of online conferences during this phase is included in the fee.
- 1.2 Prepare design studies and analysis for visual tasks to be performed by the occupants and functional requirements for the lighting system.
- 1.3 Prepare a Design Concepts Report outlining recommendations for lighting design for Client approval. The Report will discuss the following for each area type: lighting design approach, design criteria, target light levels, and diagrams or representative precedent imagery.
- 1.4 Participate in a presentation of lighting design intent to the Client and Design Team.
Meetings: Time for up to two (2) hours of online conferences is included in the fee.

Deliverables in this phase:

- One (1) issuance of the Design Concepts Report

2 DESIGN DEVELOPMENT

- 2.1 Participate in design conferences with the Client, Owner, Architect and other Consultants.
Meetings: Time for up to six (6) hours of online conferences during this phase is included in the fee.
- 2.2 Prepare electric lighting calculations for typical representative space types as required for in-house verification of design concepts. Calculations are used as a design tool to study quality and quantity of luminaires only and are not intended to create photo-realistic presentation renderings.
- 2.3 Prepare preliminary design and layouts of proposed luminaires on 2D AutoCAD backgrounds provided by the Architect. Electronic layers of lighting equipment will be provided for incorporation into the Architect's and Engineer's documents.
- 2.4 Prepare a preliminary Luminaire Schedule (single-name specification), Product Data Sheets, and sketch recommendations for architectural mounting details.
- 2.5 Provide assistance with establishing allowances or budgetary probable costs (material cost only) of specified luminaires to the Architect for preparation of a preliminary cost estimate by the Contractor/Cost Estimator.
- 2.6 Provide assistance with confirmation of compliance with the maximum allowable connected load for luminaires as dictated by the lighting section of applicable energy code. Spot check evaluations shall be performed for typical area types for in-house verification of compliance with the energy code or energy reduction goals.
- 2.7 Prepare a preliminary Control Intent Narrative and/or Zoning Diagrams for zoning and lighting controls performance for spaces where specialized lighting controls or zoning are within Scope of Work or for spaces which exceed the minimum lighting controls code requirements.
- 2.8 Prepare reviews and comments on the Design Development documents prepared by the Architect and their Consultants for conformance with the lighting design intent.

Deliverables in this phase:

- Up to two (2) issuances of Luminaire Layouts
- Up to two (2) issuances of the Luminaire Schedule and Product Data Sheets Package
- One (1) issuance of the Luminaire Budget
- One (1) issuance of preliminary Control Intent Narrative and/or Zoning Diagrams
- Up to two (2) issuances of reviews and comments of Design Development documents

EXCLUDED SCOPE OF WORK

The following scope areas are not included in this proposal and may be provided by the Lighting Designer as additional services if requested:

- Interior lighting
- Exterior building entrances/exits and egress lighting
- Landscape lighting
- Public streets, roadways, highways, including driveway entrances occurring in the public right-of-way
- Internally illuminated signs
- Temporary outdoor lighting
- Lighting related to off-site improvements

EXCLUDED SERVICES

1. The following services are not provided by the Lighting Designer:
 - Comparative life-cycle cost analysis for electric lighting systems
 - Preparation or review of record drawings or as-built documentation
 - Design of any structural engineering details such as light pole bases, electrical equipment suspension, seismic bracing, and other supports, which require the review and approval of a licensed engineer
 - Traffic signage lighting
2. The following services are assumed to be provided by the Electrical Engineer:
 - Lighting layouts and specifications for areas not listed in the Scope of Work above
 - Emergency, egress, exit lighting, and exit sign design and calculations
 - Lighting controls system design, layout, and specifications
 - California Title 24 energy code calculations and compliance documentation
 - Energy code calculations and compliance documentation
 - Services normally within the scope of the Electrical Engineering discipline

COMPENSATION FOR PROFESSIONAL SERVICES

The Scope of Services listed herein will be provided as a fixed fee to be billed on a percent complete basis as follows:

PHASE	FEE
Pre/Schematic Design (Success Fee)	\$5,000
Design Development	\$70,000
TOTAL	\$75,000

General Reimbursable Expenses \$500

The proposal assumes all areas of the Project will be authorized and will proceed on a concurrent schedule. If areas or issuances of documents for the Project are not authorized or proceed on a non-concurrent schedule, the proposal will be subject to further negotiation.

Invoices will be submitted monthly and will be payable within thirty (30) calendar days after invoice date. All invoices not paid within thirty (30) days of submission will be assessed a finance charge of 1.5% of the remaining balance per month.

Time spent in out-of-town travel is not anticipated and therefore is not included in the fee.

SALES TAX

Sales tax laws vary by geography and local government. If sales taxes apply to your jurisdiction, they will be charged to the Project in addition to the fees described in this proposal.

HOURLY RATES

Our fees are based upon the following hourly rates, adjusted annually on October 1st for salary increases, during the life of the Project:

Senior Principals	\$275 per hour
Principals	\$265 per hour
Associate Principals	\$255 per hour
Senior Associates	\$195 per hour
Associates	\$190 per hour
Senior Designers	\$180 per hour
Designers	\$150 per hour
Project Assistants	\$110 per hour
Administrative	\$75 to \$150 per hour



2020-2021

(July 2020 through June 2021)

Hourly Billing Rates

Classification	Hourly Rate
Principal	\$180.00 - \$350.00
Senior Associate	\$185.00 - \$340.00
Associate	\$170.00 - \$245.00
Senior Engineer/Planner	\$135.00 - \$215.00
Engineer/Planner	\$115.00 - \$165.00
Senior Engineering Technician	\$145.00 - \$195.00
Senior Project Accountant	\$160.00 - \$165.00
Senior Project Coordinator	\$120.00 - \$165.00
Project Coordinator	\$85.00 - \$150.00
Technician	\$115.00 - \$160.00
Intern	\$90.00 - \$115.00

- *Other Direct Costs / Reimbursable expenses are invoiced at cost plus 10% for handling.*
- *Personal auto mileage is reimbursed at the then current IRS approved rate (56 cents per mile as of Jan 2021).*
- *Voice & Data Communications (Telephone, fax, computer, e-mail, etc.) are invoiced at cost as a percentage of project labor.*

Fehr & Peers reserves the right to change these rates at any time with or without advance notice.

February 16, 2021

Gene Oh, CEO
Tranzito

Subject: Proposal to support the Sidewalk and Transit Amenities Program (STAP)

Summary of Work

Fehr & Peers will ensure a future-focused mobility design across the network of bus stops / mobility hubs to ensure that emerging mobility options such as micromobility, autonomous vehicles, delivery drones, and the like are supported. Specific deliverables also include:

- Development of a permit and usage framework and help StreetsLA and LADOT pilot the provision of the bus stop curb-space for other mobility modes.
- Identification of appropriate measures of effectiveness (MOEs) and ongoing reporting based on the articulated goals of the project.
- Mobility movement tracking and reports to assist in both planning and advertising CPM counts.
- Assist with design and permitting of challenging locations with unique characteristics or competing mobility needs

Lead Planning Group

Goal: Coalition-building with 360 degree stakeholder analysis, alignment of project timelines and goals with related City and utilities projects. Inventory, score, and rank locations based upon various stakeholder goals. Establish streamlined permitting process.

Deliverables:

- Finalize sites strategy and set Rollout plan for Phase 1: Rollout A
- Finalize permit playbook and action plan
- Reporting and Asset Management Framework

The Planning Group consultant leads will aim to leverage existing working groups as much as possible to align with other City initiatives and streamline the planning process for all. We recommend StreetsLA consider members of the Complete Streets division for STAP Planning Group.

The Planning Group will share concurrent projects along Los Angeles with the hopes of aligning timelines and projects. This may yield opportunities for mutually beneficial results, particularly in regards to major capital spends and infrastructure projects. Potential programs / initiatives include:

- ITA Implementation of Guest Wi-Fi services and Digital ID programs
- LADOT ATSAC 3.0 and MDS
- LADWP Fiber Optic Network and Cellular Router implementation and 10Gbps Internet pipes and Wireless infrastructure Upgrade



- StreetsLA & Mayor's Office Complete Streets program

Fehr and Peers will lead a metrics-based approach to scoring locations based upon a multitude of factors, some of which have been included in the STAP RFP:

1. Total transit boardings and alightings
2. Existing site conditions, including an assessment of current availability of shelter, shade, safety, and a comfortable environment
3. OOH Advertising Revenue Viability (based on historical financial data)
4. Population density by day, night, and weekend/event
5. Average daily traffic or peak period volumes adjacent to the location
6. Equity Score - using metrics such as CalEnviroScreen 3.0, SB 535 Disadvantaged Communities, or Metro's Equity Focus Communities
7. Proximity to key destinations

Each location will be inventoried, then analyzed to set a final priority list based upon STAP project factors such as ensuring equal distribution of shelters at all districts and other realities. Fehr & Peers will also analyze locations ideal for refurbished shelters.

Participate in Design Group

Participate in site walks with Studio One Eleven to identify a location for each of the mobility hubs. The site assessment would be informed by the spatial requirements of components that are aligned within each block combined with the community's mobility needs and additional programming elements desired by the community.

Participate in Launch Group

Support the Launch Group by conducting circulation assessments with detailed traffic plans for high-impact sites.

Cost Proposal & Schedule

We estimate the above scope of work can be completed for \$690,000 over a period of five years. This cost proposal is based upon estimated hours, time, and materials. Exact budget will be determined upon further project scoping. Please see our July 2020 – June 2021 Billing Rate sheet, attached.

Sincerely,

FEHR & PEERS

Matt Benjamin
Principal

Sarah Brandenburg
Principal and Chair of the Board of Directors

Vconn Digital Interactive

19 Sielman Rd., Fairfield, NJ 07004, USA
Tel: +1-862-702-3661 / Fax: +1-862-702-3682 / E-mail: gwyoona@vconndigital.com

OFFER SHEET

MESSRS.

NO:VCONN20210218A

DATE: February 18, 2021

Dear Gene,

We are pleased to offer you the following products subject to the terms and conditions described as follows;

Please find price quotation on 65" Single / Double Sided non-touch Outdoor Standing type kiosk and Wall mount types AZQ55", AZQ65", AZQ75" on the below.

1. Brief Specification – See appendix for specs.

- 1) Part# AL6500S: Allure 65" Single Outdoor non-touch Kiosk Stand type.
- 2) Part# AL6500D: Allure 65" Double Outdoor non-touch Kiosk Stand type.
- 3) Spare Part# M65PA-2500: Allure 65" Module Assembly with fan.
- 4) Spare Part# M65DA: Allure 65" Door Assembly w/ Tempered Glass.
- 5) Spare Part# PAL65: Allure 65" Aluminum corner parts.

- 6) Part# AZQ5500: 55" Azure Q series wall mount type.
- 7) Part# AZQ6500: 65" Azure Q series filter less wall mount type.
- 8) Part# AZQ7500: 75" Azure Q series filter less wall mount type.

2. Business Terms and Conditions

- 1) Delivery Condition: FOB (Free on Board) California
- 2) Payment Term: T/T in advance before Shipping from our California Warehouse
- 3) Warranty: 2-year Spare Parts for Repair (One-Way Freight)
- 4) Delivery Lead Time: 8 weeks after receiving firm purchasing order

3. Offering Unit Price

Part#	Q'ty	Offer (FOB CA)	Remark
AL6500S	4,000	\$11,115	Allure 65" Single Kiosk
AL6500D	929	\$19,750	Allure 65" Double Kiosk
ALM6500D	244	\$19,980	Modified Allure 65" Double Kiosk

M65PA-2500	1,000	\$5,563	Allure 65" Single Module Assembly with Fan
M65PA-2500	1,000	\$5,563 x2= \$11,126	Allure 65" Double Module Assembly with Fan
M65DA	1,000	\$1,909	Allure 65" Single Door Assembly w/ Tempered Glass
M65DA	1,000	\$1,909 x2= \$3,818	Allure 65" Double Door Assembly w/Tempered Glass
PAL65	1,000	\$567	Allure 65" Single Aluminum parts
PAL65	1,000	\$567x2= \$1,134	Allure 65" Double Aluminum parts

AZQ5500	1,000	\$5,050	AZQ55"
AZQ6500	134	\$8,320	AZQ65"
AZQ7500	1,000	\$9,412	AZQ75"

*Note)

- This price may change depending on specification changes or Quantity changes.
- Since actual outdoor kiosk products are subject to customer's detail product requirements, final offering price will be determined by more specific product requirements from the customer.

4. Quotation Validity: Until End of May. /'21

Please review the above price quotation. And if you need any more information, please feel free to get in touch with us.

Best Regards,

Guanwoo Yoon
Vconn Digital Interactive
Managing Director of Business Development
862-702-3661 (ext.112)

1. Brief Specification

- 1) Part# AL6500D
 - 2) 65" Double-Sided Outdoor Kiosk w/ Dual Projected Capacitive Touch Screen
 - 3) Resolution: Full HD (1,920 x 1,080p)
 - 4) Brightness: 2,500 nits, Viewing Angle: 178 Degree, Contrast Ratio: 4,000 vs. 1
 - 5) 3 x HDMI Input / Monitor
 - 6) RS-232 Control
 - 7) Operating Temperature Range: -30C to +50C (-22F to +122F)
 - 8) Humidity Range: 20% to 80%
 - 9) Auto Cooling System and Auto Heating System
 - 10) Ingress Protection: IP66
 - 11) Tempered Glass: 8T
 - 12) No Media Player Included
 - 13) Please refer to the attached specification.
 - 14) **Not UL listed**
-
- 15) Part# AZQ 55", AZQ65", AZQ75"
- 16) Resolution: 55":1920x1080, 65":3840 x 2160, 75":1920x1080
 - 17) Brightness: 2,500 nits, Viewing Angle: 178 Degree, Contrast Ratio: 4,000 vs. 1
 - 18) 3 x HDMI Input / Monitor
 - 19) RS-232 Control
 - 20) Operating Temperature Range: -20C to +50C (We have not applied a heater to minimize the unit depth. Our targeted Temperature range was -30C to +50C))
 - 21) Humidity Range: 20% to 80%
 - 22) Auto Cooling System and Auto Heating System
 - 23) Ingress Protection: IP66
 - 24) Tempered Glass: 4T
 - 25) No Media Player Included
 - 26) Please refer to the attached specification.
 - 27) **Not UL listed**

QUOTE for XL LED ad panel screen
NOTE: Included \$5000 to the quote for contingencies for logistics, shipping, installation, etc

2.5mm outdoor full-color LED Digital Signage /1sets

Feb 17,2021

PART ONE: Specification

1. Intelligent Module(IM) Specs

Model	Size	Pixel Pitch	Configuration	Resolution(physical)
P2.5 outdoor screen	200mm×200mm	2.5mm	1R1G1B	80dots×80dots

2. Screen Specs

Model	Size	Pixel Pitch	Configuration
P2.5 outdoor screen	4250mmx1460mmx80mm	2.5mm	1R1G1B

3. Screen Specification

NO.	/	Specifications	Parameters
1	Complete screen	Part No.	P2.5
2		Pixel configuration	RGB SMD LED
3		Pixel pitch	2.5mm
4		Nmber of modules	21x7= 147sets
5		Module Bottom Case material	Aluminum Profile
6		Cabinet material	Aluminum
7		Total weight	150Kg
8		Brightness	6000-7000nits
9		Weave Length for Lamps	R:λd(620-625nm);G:λd(520-525nm);B:λd(465-470nm)
10		Viewing angle	120 degree (+120/-120)
11		Recommended view distance	≥3meters
12		color processing ability	16 bit
13		Scanning method	1/20
14		Life time	100000 Hours
15		Surface protection	Mesh Plastic mask
16		Waterproof level	Front: IP65, Back: IP65
17	Electrical Parameter	Power consumption	Max. 700W/m2 under Typ. 250W/m2 under Total consumption : Max. 4,340W (x 6.2m2) Typ. 1,550W (x 6.2m2)
18		Operating Environment	Temperature: -30° C ~ +60° C; Humidity: 10%~60%
19		Input voltage (AC)	110-230V/AC(±10%)
20		Input power frequency	50/ 60Hz
21	Control system	Control Method	Asynchronization display
22		Control system constitution	Mobile APP / PC / tablet, cluster terminal control
23		Video input	DVI, HDMI, PAL/NTSC/SECAM,S-Video;VGA;RGB;Composite; Video; SDI etc.
24		Transmission distance	Multi mode fiber <500m. Single mode fiber < 30Km, internet cable <100m

11

PART TWO: Price (Based on Epistar chip)

NO	Description	Qty	Units	Unit Price(USD)	Amount(USD)
1	P2.5 outdoor fullcolor led screen (4250mmW×1460mmH=6.205m)	1	set	27,149	27149
2	Control System - Software (NOVA)	1	set	free	free
3	Receiving card (NOVA)	25	set	40	1000
4	Asynchronization Sending card(NOVA) Support WIFI	1	set	603	603
5	Power Supply	25	set	50	1250
6	Cabinet	1	set	2,011	2011
7	Package (wooden box)	1	set	503	503
Total amount offer :US\$/ set					\$32,516.00
shipping method: FOB CA					

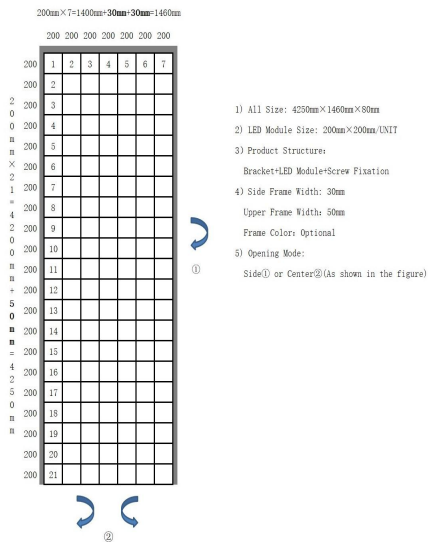
PART THREE: Spare parts for ONE screen

No.	Item	Model or Spec.	Quantity	Remark
1	Receiving card	NOVA	5%	
2	Power supply		5%	
3	Power supply cable	/	Incl	With Connector at both end
5	Signal line	/	Incl	
6	Joint patch (to bind the Panel)	/	Incl	
7	Screw (for the joint patch)	/	Incl	
8	Louwer (the cover of each module)	/	Incl	

9	Louver screw	/	Incl
10	Main power cable	/	Incl
11	Connectors for signal	/	Incl
12	Connectors for power	/	Incl
13	Disc /USB	/	Incl
14	Quality inspection report	/	Incl

PART Four: Terms & Conditions	
Delivery time	Delivery from PCF Factory, within 25 days
Warranty	3 years (we will provide free parts for replacement if any problem due to the LED panel, We should charge for the parts at a productive cost when the warranty expires.)
Service	1. Provide technical support by phone and E-mail, or on site service with certain charge, 2. Training courses is available
Payment terms	T/T in advance before shipping from our California Warehouse
Validity	The above quotation and terms will be valid within 1 month and should be confirmed when placing order.
MOQ	10 PCS/ Lot

PART Five: Schematic diagram



I nanks For your attention



February 18, 2021

Gene Oh, Principal
Tranzito

RE: Los Angers STAP Estimates-Revised

Dear Gene:

Tolar Manufacturing Company, Inc is pleased to offer preliminary pricing estimates for the shelter options outlined below. The estimates are based on the initial concepts provided by Tranzito and their architectural partners

Mobility Hub Icon Shelter: 16' X 5' 2" square tube frame design with angled aluminum flat roof below the structure including ceiling, with integrated Tolar puck LED illumination, powder coated framing, aluminum skin cap with structural inner support for V-Conn display with illuminated cap resulting in a 16' structure, two-piece perforated metal end wall opposite the media kiosk to support the installation on e-ink information signs, mounting shoes, free standing perforated platform bench per architect's design (excluding electrical elements, general trash/recycle container per architect's design, premium powder coat finish, knock-down, unassembled
\$ 17,275.00 each (*) -Estimated quantity 36

Mobility Hub Lite Shelter: 12' X 4' 2" square tube frame design with angled aluminum flat roof below the structure including ceiling, with integrated Tolar puck LED illumination, powder coated framing, aluminum skin cap with structural inner support for V-Conn display with illuminated cap resulting in a 12' structure, two-piece perforated metal end wall opposite the media kiosk to support the installation on e-ink information signs, mounting shoes, free standing perforated platform bench per architect's design (excluding electrical elements, general trash/recycle container per architect's design, premium powder coat finish, knock-down, unassembled
\$ 16, 250.00 each (*) -Estimated quantity 714

Micro Hub Shelter: 12' X 4' 2" square tube frame design with angled aluminum flat roof below the structure including ceiling, with integrated Tolar puck LED illumination, powder coated framing, 10' flat back to back media display kiosk with two side-hinged display doors containing 9/16" laminated glass with black frit (the intent of the static kiosk is to allow for digital retrofit if needed later) structural inner support for roof structure, on-illuminated decal location branding, two-piece perforated metal end wall opposite the media kiosk to support the installation on e-ink information signs, mounting shoes, free standing perforated platform bench per architect's design (excluding electrical elements, general trash/recycle container per architect's design, premium powder coat finish, knock-down, unassembled
\$ 19,225.00 each (*) Estimated quantity 2,250

Free Standing Icon Option One : 16' X 5' Free standing icon with inner frame and aluminum skin, designed to accommodate a single face 65" V-Conn supplied IP display with mounting area on the opposite side to seat two 32" e-ink displays, upper position of display engineered and fabricated in a manner to allow for the mounting of two sides of LED displays with the units LEDs supplied by V-Conn and installed by Tolar, illuminated location cap at the top of the 16' structure, premium powder coat finish
\$ 14,200.00 each (*) -Estimated quantity 208

Free Standing Icon Option Two : 16' X 5' Free standing icon with inner frame and aluminum skin, designed to accommodate a single face 65" V-Conn supplied IP display with mounting area on the opposite side to seat two 32" e-ink displays LOWER UNIT SUPPLIED BY V-CONN, upper position of display engineered and fabricated in a manner to allow for the mounting of two sides of LED displays with the units LEDs supplied by V-Conn and installed by Tolar SECURED TO A V-CONN STRUCTURE, illuminated location cap at the top of the 16' structure, premium powder coat finish
\$ 9,820 each (*) -Estimated quantity 208

(*) Delivery and sales tax are additional

(*) Pricing is estimated based on client supplied drawings. Pricing will vary based on final quantity mix

(*) Pricing is based on approximately 734 shelters in the first twelve months and 3000 shelters over the project buildout.

(*) Pricing subject to adjustment on an annual basis based on the Producers Price Index issued by the United States Department of Labor for fabricated structural metal products (Index WPS107)

(*) Pricing estimates are for the production run and do not reflect the costs for prototyping

(*) Standard stamped and sealed structural engineering calculations from our licensed California engineer are included.

Tolar Manufacturing has the capacity in our Corona facility to meet the aggressive project requirements. Terms/Deposits are subject to negotiation.

Thank you for the opportunity to provide this information. Please contact me with any questions or requests for clarification.

Sincerely,

Patrick Merrick
Executive Vice-President
Tolar Manufacturing Company, Inc
pmerrick@tolarmfg.com
951.547.8209 | 909.215.9848



Revised Quotes for final totals

Patrick Merrick <pmerrick@tolarmfg.com>
To: "gene@tranzito.org" <gene@tranzito.org>

Thu, Feb 18, 2021 at 10:27 AM

Good Morning Gene

Please review the attached revised pricing

I have quoted the stand alone iconic column two ways. Option one includes Tolar supplying the top and bottom portion of the unit with the V-Conn single face 65" unit slid into our structure. We would fabricate the opposite side to allow for the 32" E-ink sings (2).

Option two is quoted with us supplying the cap, as on the structure. Tolar would install the LEDs with training by V-Conn

Solar pricing estimates for the Eco Shelters

RAD 170 watt unit would supply the shelters if they only contained lighting and two roof lighting fixtures. The 170-watt unit will work in excellent sun locations

(Pricing includes subtracting the 110V fixtures that would be removed

\$ 3,600.00 (+tax)

RAD 340 watt unit for marginal sites (USC will confirm with on-line site surveys for questionable sites)

\$ 4,575.00 (+tax) A drawing to the 340 watt RAD system is attached

RAD 510 watt unit with energy assumptions for the add-ons discussed. The 510 watt unit would not fit on the roof liner, and the units would need to be rotated 90 degrees.

\$ 5,925.00 (+tax)

Quoted Amount is a blended average of the 340 and 510.

This pricing is estimated based on what we know today.

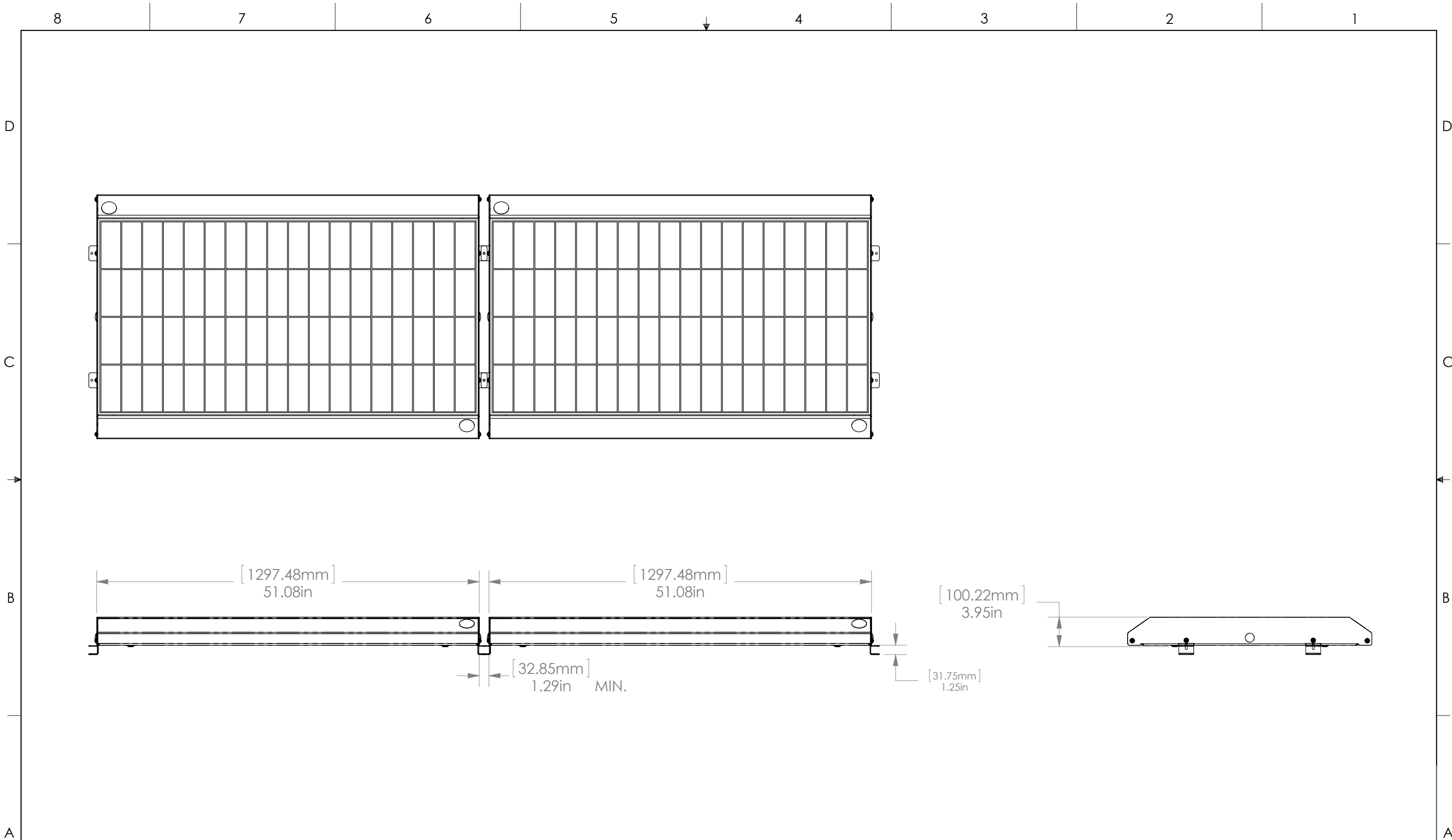
Please contact me with questions.

Sincerely

Patrick

Tolar Manufacturing Company, Inc

Patrick Merrick | Executive Vice-President



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 D HANKE
 DATE
 21-JUL-2020

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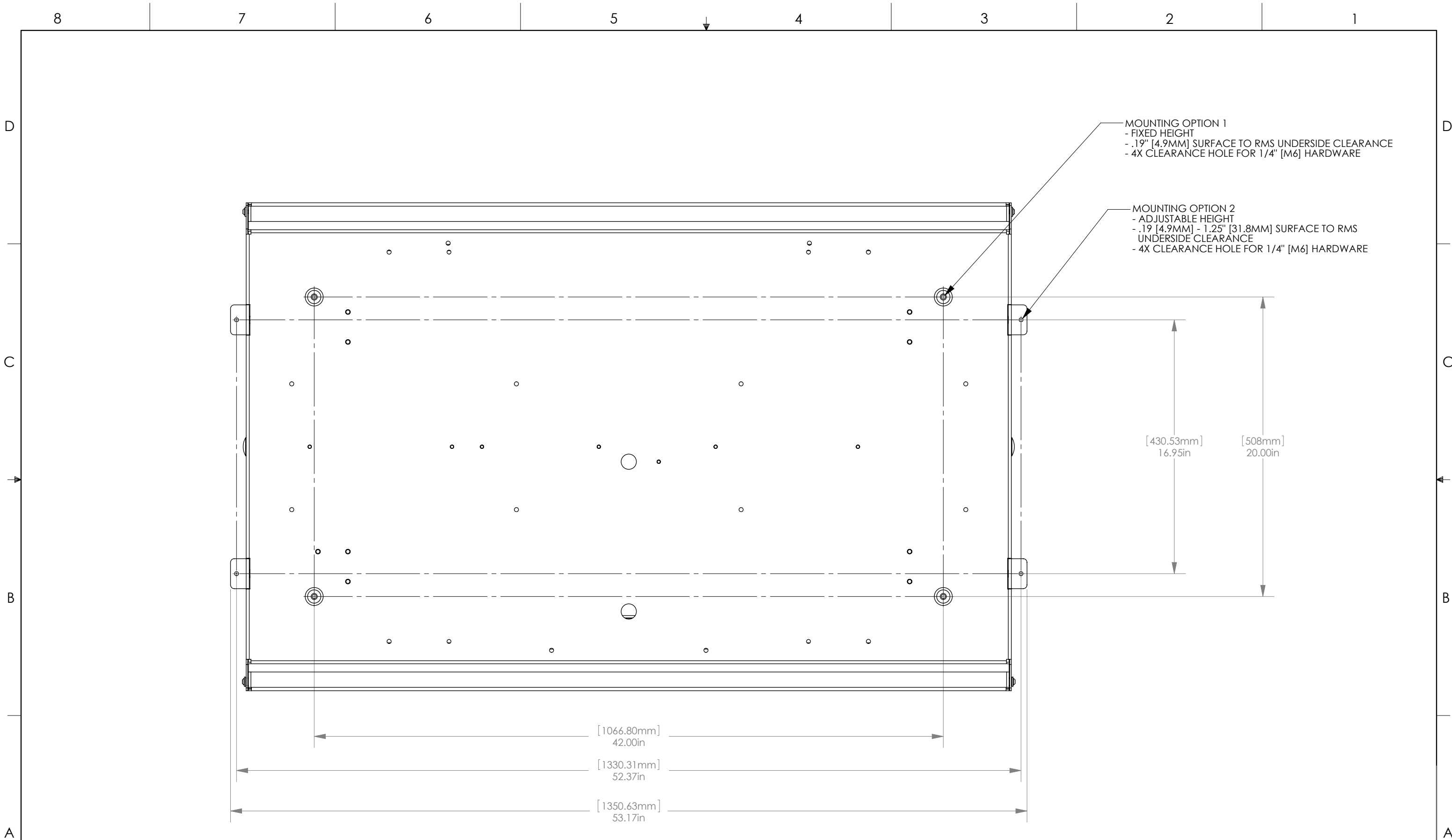
 **Urban Solar®**
 5-515 Dupplin Road
 Victoria, BC, Canada, V8Z 1C2
 (T) 778-430-5516 (F) 778-430-5517

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MOUNTING OPTION 1
 - FIXED HEIGHT
 - .19" [4.9MM] SURFACE TO RMS UNDERSIDE CLEARANCE
 - 4X CLEARANCE HOLE FOR 1/4" [M6] HARDWARE

MOUNTING OPTION 2
 - ADJUSTABLE HEIGHT
 - .19 [4.9MM] - 1.25" [31.8MM] SURFACE TO RMS UNDERSIDE CLEARANCE
 - 4X CLEARANCE HOLE FOR 1/4" [M6] HARDWARE

[430.53mm]
16.95in

[508mm]
20.00in

[1066.80mm]
42.00in

[1330.31mm]
52.37in

[1350.63mm]
53.17in

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 D HANKE
 DATE
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 **Urban Solar®**
 5-515 Dupplin Road
 Victoria, BC, Canada, V8Z 1C2
 (T) 778-430-5516 (F) 778-430-5517

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Pricing

Locker Solution	Price per Unit	# of units	Tranzito 50+ discount	Subtotal
13 Door Outdoor Console (5S, 6M, 2L)	\$8,546.00	50	-\$85,460.00	\$341,840.00
12 Door Additional Outdoor Locker Bank (4S, 4M, 4L)	\$5,175.00	50	-\$51,750.00	\$207,000.00
Integration with Tranzito app (rate per hour of development)	\$160.00	250	\$0.00	\$40,000.00
Vinyl wrap	\$1,925.00	50	\$0.00	\$96,250.00
Shipping and Installation				
Shipping and Installation	\$1,100.00	100	\$0.00	\$110,000.00

Line item discount total **-\$137,210.00**

Total* \$795,090.00

Annual Maintenance and Support	Price	QTY	Subtotal
Maintenance & Support (annual)	\$48.00	1250	\$60,000.00

Total* \$60,000.00

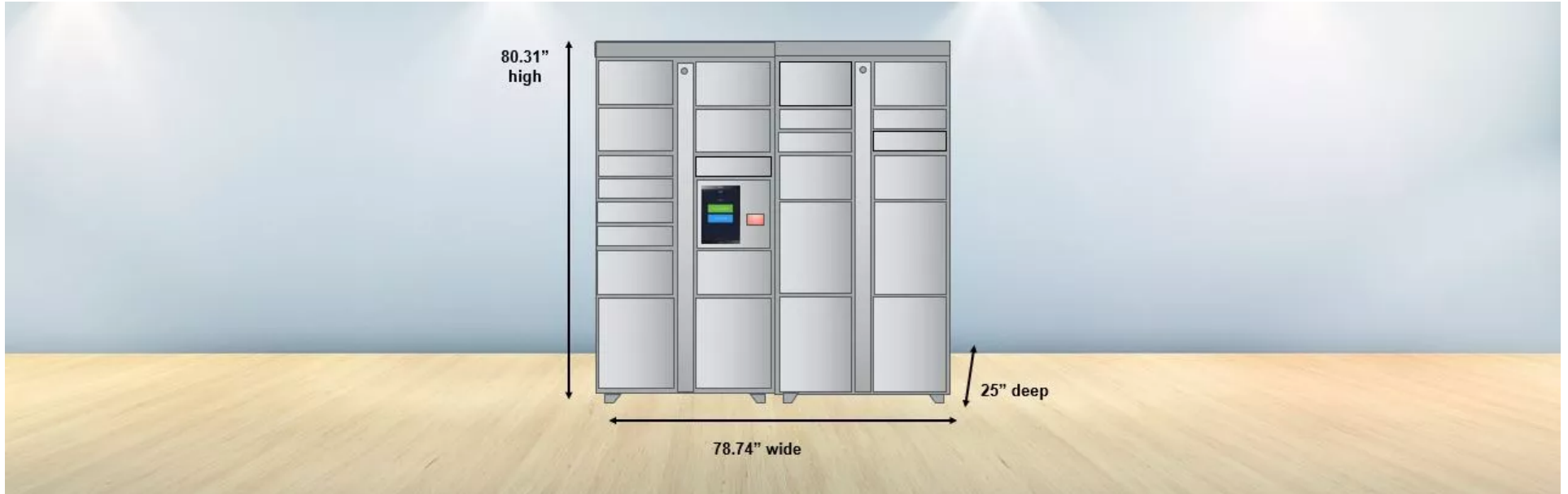
*Sales tax may apply

Pricing includes Mobile App, Remote Access, Real time Dashboard and Reporting, Email and Text Messaging
 Maintenance includes all remote and on site software and hardware support for the term of the agreement

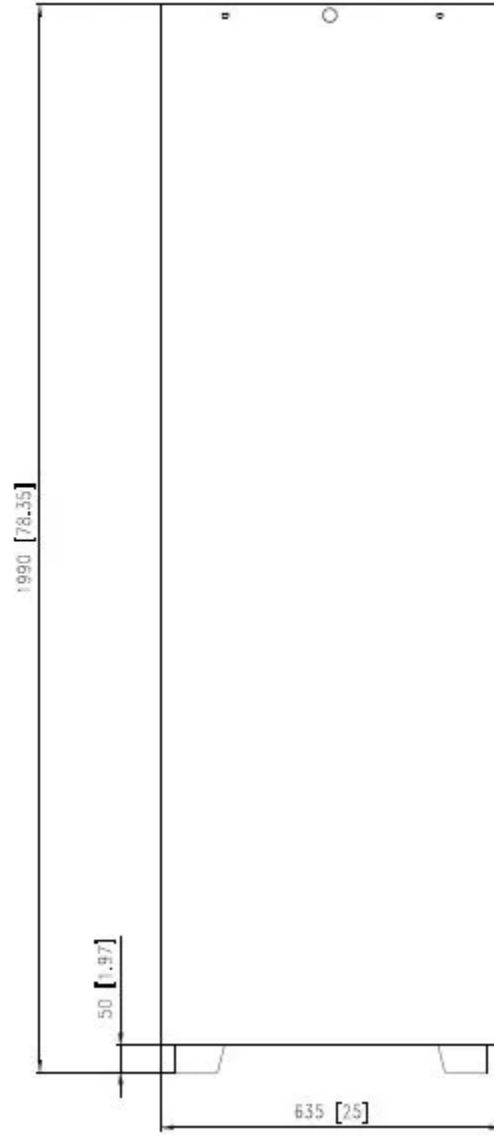
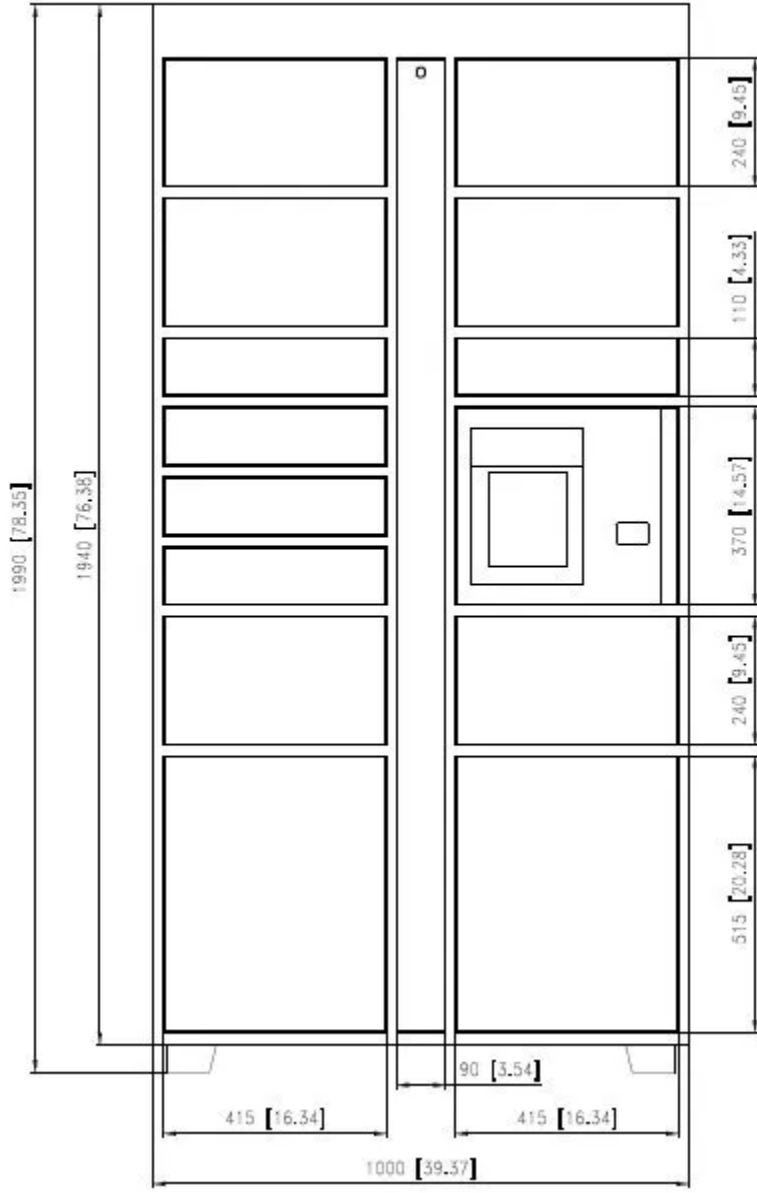


Locker Configuration

Locker Size	Number of Doors	Size (H,W,D)
Small	9	4.33 x 16.34 x 25"
Medium	10	9.45 x 16.34 x 25"
Large	6	20.28 x 16.34 x 25"
Total	25	



Smiota





Swiftmile, Inc.
1010 Commercial St. Unit D.
San Carlos, CA 94070

February 18, 2021

Gene Oh, CEO
Tranzito Smart Mobility
(via email to gene@tranzito.org)

Dear Gene:

I'm writing to provide an updated quote regarding terms for Swiftmile's participation in your submission for the STAP RFP in Los Angeles. This quote supersedes and replaces the quote provided on February 15, 2021.

Under your revised "Option 1" as described in your email from earlier today, Swiftmile would sell our Oasis 400 parking/charging stations, as shown in the current Swiftmile product catalog, for \$9600 all-in (inclusive of tax + shipping) plus SaaS/service fees of \$800 a year +3% COLA annually, for the first 96 units; the unit price for units in excess of 96 would be \$8,000 plus SaaS/service fees as noted. Tranzito would be responsible for procuring digital screens (though we would be happy to provide a quote for screens if your bid is selected), installation, site work, and electricity.

We are pleased to participate with you in this bid, and we wish you continued success.

Sincerely,

Colin Roche

Colin Roche, CEO
Swiftmile, Inc.