



***Ecolane is the industry-leading provider of intelligent web-based transit scheduling software. Combining a powerful and intuitive demand-response platform, Ecolane software enables transit providers increased productivity, streamline efficiency, and outstanding client satisfaction.***



***info@ecolane.com***

# Charlotte County Maintenance Renewal

This Quote (“Quote”), effective as of the Effective Date set forth below, is entered into by and between the entity identified as Client below (“Client”) and Ecolane USA, Inc. (“Ecolane”). As identified below and defined in the This Agreement includes (a) this Order Form, (b) Charlotte County, FL by and between Ecolane and Client dated 6/13/2023, and (c) all other exhibits, schedules or other documents incorporated by reference (collectively, the “Agreement”). The parties acknowledge and agree that they have read and understand the terms and conditions of this Agreement and are willing to be legally bound by it.

## ECOLANE DETAILS

Ecolane Legal Name	Ecolane USA, Inc.
State of Incorporation \	[Delaware]
Type of Legal Entity	Corporation
Notice Contact Information	Ecolane, Inc. 940 W. Valley Rd. Suite 1400 Wayne, PA 19087 Attn: Ecolane Client Success Email:success@ecolane.com

## SERVICES DETAILS

<b>Effective Date:</b>	6/1/2026
<b>Renewal Term:</b>	This Maintenance Renewal covers a one (1) year term from 6/1/2026 through and including 5/31/2027 with the option to renew for two (2) additional one (1) year terms, by mutual consent, at the same prices, terms and conditions.
<b>Maintenance &amp; Recurring Fees:</b>	Renewal Amount: \$217,040.70
Other Fees:	None
Special Terms:	This quotes replaces signed Quote 1391.9 as the renewal on file.

IN WITNESS WHEREOF, the Parties have caused this Agreement to be executed by their duly authorized representatives effective on the Effective Date. To execute the above renewal agreement, sign the attached quote.

Please be aware that the Ecolane is a member of a family of companies owned by Transit Technologies, LLC and that, as related companies, internal data and information is routinely accessible and shared among member companies, including bid information. There has been no information sharing, agreement, coordination, or collusion, directly or indirectly, with any competing bidder which is not a member of our family of companies.

**Ecolane**  
 940 West Valley Road  
 Wayne, PA 19087  
 United States

T: 844-326-5263

<b>Quote #</b>	<b>1520 v3</b>
<b>Date</b>	<b>01 Jun 2026</b>
<b>Expires</b>	<b>01 Jul 2026</b>
<b>Contact</b>	<b>Logan Young</b>

**Prepared for** Charlotte County, FL - Charlotte County Transit  
 Shirley Ciampi  
 545 Theresa Blvd  
 Port Charlotte, FL 33954  
 United States

T: 9416133228  
 E: shirley.ciampi@charlottecountyfl.gov

**ACCEPT QUOTE**

# Charlotte County Renewal

## Ecolane Licenses

### Annual Fees

Item	Qty	Price	Total
<b>EVOLUTION and MDT Software</b>	35	\$1,548.00	<del>\$54,180.00</del> <b>\$40,635.00<sup>†</sup></b>
Core Ecolane Software, Includes licenses and maintenance for core system, driver MDTs, and map data for 5 contiguous counties. Priced per vehicle with unlimited users.			
25% Item Discount (\$13,545.00)			

*\* Recurring fees billed annually with 1 upfront payment(s).*

Annual Subtotal	\$54,180.00
Discount	(\$13,545.00)

## Value-Adds

### Annual Fees

Item	Qty	Price	Total
<b>NOTIFY - Renewal</b>	1	\$7,739.00	<del>\$7,739.00</del> <b>\$4,643.40<sup>†</sup></b>

Text Messaging Arrival Notification License & Maintenance. (10,000 SMS text messages included with initial purchase, additional SMS texts must be purchased when 10k texts are used)

SMS text messages must be pre-purchased through SMS bundles if customer has not purchased unlimited text messages. When bundle runs out, new bundle will need to be purchased.

\*Customer may receive discounts by pre-purchasing bundles or opting for unlimited text messages.

40% Item Discount (\$3,095.60)

<b>NOTIFY - SMS Unlimited Text Messages</b>	1	\$20,000.00	<del>\$20,000.00</del> <b>\$5,000.00</b>
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Unlimited SMS Text Messages

\*Annual Charge

\*Able to be reviewed annually based on discount given

75% Item Discount (\$15,000.00)

Item	Qty	Price	Total
<b>INTERACTIVE - Renewal</b>	1	\$15,479.00	<del>\$15,479.00</del> <b>\$9,287.40†</b>
Use an Interactive Voice Response system to automatically call your riders to remind them of their trip and let them cancel, without ever having to bother your call center. Requires third-party licensing and setup costs. Additional charges required to cover monthly IVR call costs with commitment estimates based on trip volume.			
40% Item Discount (\$6,191.60)			
<b>INTERACTIVE Monthly IVR data costs (Annualized)</b>	1	\$12,900.00	<b>\$12,900.00†</b>
Customer responsible for overages set at \$0.044/min, allotted 13,000 minutes/month			
*Pricing set by 3rd Party			
<b>INTERACTIVE Flood Gate messaging license</b>	1	\$5,000.00	<del>\$5,000.00</del> <b>\$0.00</b>
Send out mass messages to all of your IVR users at once.			
100% Item Discount (\$5,000.00)			
<b>INSPECT - Renewal</b>	35	\$300.00	<del>\$10,500.00</del> <b>\$5,250.00†</b>
Pre/Post Trip Inspection functionality on MDTs. Do away with paper, and let your drivers do their vehicle inspections on their Ecolane tablet. Requires Ecolane software			
50% Item Discount (\$5,250.00)			
<b>FEEDBACK &amp; MAINTENANCE</b>	1	\$7,739.00	<del>\$7,739.00</del> <b>\$0.00†</b>
<b>Customer Service and Feedback Module:</b> Log customer compliments and critiques in your Ecolane Evolution system, and associate them with drivers and trips for follow-up. Run reports on all customer issues at any time.			
<b>Vehicle Maintenance Module:</b> Log vehicle maintenance details. Able to run reports to see vehicles that are due for service and keep records on each vehicle service dates inside the Ecolane platform.			
<b>Driver Incident Management:</b> The driver incident feature provides tools for collecting and tracking driver-related issues that impact service, such as absences, trainings, or certifications. Driver incident issues can be linked to drivers, and users can add comments to an issue to provide additional information.			
100% Item Discount (\$7,739.00)			
<b>CENTERS PORTAL</b>	1	\$7,739.00	<del>\$7,739.00</del> <b>\$3,869.50†</b>
Let your senior centers or hospital transportation hubs manage trips on behalf of your clients.			
50% Item Discount (\$3,869.50)			
<b>MOBILITY</b>	1	\$12,959.00	<del>\$12,959.00</del> <b>\$7,775.40†</b>
Let your customers book and manage their own trips through a feature-rich iPhone or Android Ecolane-branded mobile app.			
*3rd party charges will apply to credit card fares			
40% Item Discount (\$5,183.60)			
<b>Self Service (Included with Mobility)</b>	1	\$0.00	<b>\$0.00†</b>
Self Service Trip Bookings Website included with Mobility			
<b>INSIGHTS - SaaS</b>	1	\$23,219.00	<del>\$23,219.00</del> <b>\$0.00†</b>
Use built-in Business Intelligence dashboards to view your Ecolane Evolution data in ways that let you make better business decisions			
100% Item Discount (\$23,219.00)			

Item	Qty	Price	Total
<b>Interactive Voice Agent (IVA)</b>	1	\$60,000.00	<del>\$60,000.00</del>
<b>Intelligent Voice Agent (IVA) for Trip Management</b>			<b>\$48,000.00</b>
<p>The <b>Intelligent Voice Agent (IVA)</b> is an automated, AI-driven communication system designed to enhance passenger accessibility and agency efficiency. IVA enables riders to <b>book, confirm, modify, or cancel scheduled trips at any time</b> through natural, human-like voice interactions. Integrated with the <b>Ecolane scheduling and dispatch platform</b>, the system provides real-time, accurate trip information and automates up to <b>70% of inbound call volume</b>, allowing agencies to reallocate staff resources toward higher-value customer support functions.</p> <p>IVA improves operational performance by reducing call wait times, lowering administrative costs, and ensuring consistent service quality. The solution is scalable, configurable, and compliant with ADA communication standards, supporting an equitable and efficient transit experience for all riders.</p> <p>20% Item Discount (\$12,000.00)</p> <p>Monthly Inbound Calls: 10,000+ Calls</p>			
<input type="checkbox"/> <b>Eligibility Portal</b> <i>Optional</i>	1	\$30,000.00	Not Selected
<p><b>Digital Application</b></p> <ul style="list-style-type: none"> <li>Secure, HIPAA-compliant digital portal for intake and document upload</li> <li>Accessible online or via assisted phone entry</li> </ul> <p><b>Streamlined Intake</b></p> <ul style="list-style-type: none"> <li>Automated application tracking from submission to determination</li> <li>Real-time status updates for applicants and staff</li> </ul> <p><b>Defined Review Process</b></p> <ul style="list-style-type: none"> <li>Built-in workflow logic that mirrors ADA certification steps</li> <li>Application → Verification → Assessment → Determination → Appeals</li> </ul> <p><b>Configured Assessment</b></p> <ul style="list-style-type: none"> <li>Customizable interview and functional assessment templates</li> <li>Supports remote and in-person formats</li> <li>Embedded ADA compliance criteria and conditional logic</li> </ul> <p><b>Determination &amp; Communication</b></p> <ul style="list-style-type: none"> <li>Automated determination letters (unconditional, conditional, temporary, denial)</li> <li>Configurable notifications (email, SMS, print)</li> <li>Full audit trail and integration with dispatch/scheduling system</li> </ul>			

\* Recurring fees billed annually with 1 upfront payment(s).

Annual Subtotal	\$183,274.00
Discount	(\$86,548.30)

## EcoVision - SaaS

### Annual Fees

Item	Qty	Price	Total
<b>EcoVision 7 Camera System - SaaS</b>	24	\$2,160.00	<del>\$51,840.00</del>
<p>Live streaming in-vehicle video with real time event-based notifications. Equipment, shipping, storage, and remote system setup included. (Dual-facing camera plus 5 single cameras or 7 individual cameras)</p> <p>Item Discount (\$2,880.00)</p> <p>Ecovision options: 2TB</p>			<b>\$48,960.00†</b>

Item	Qty	Price	Total
<b>EcoVision 8 Camera System - SaaS</b>	12	\$2,280.00	<del>\$27,360.00</del> <b>\$26,640.00†</b>
Live streaming in-vehicle video with real time event-based notifications. Equipment, shipping, storage, and remote system setup included. (Dual-facing camera plus 6 single cameras or 8 individual cameras)			
Item Discount (\$720.00)			
Ecovision options: 2TB			
<b>Driver Facial Recognition - SaaS</b>	34	\$120.00	<b>\$4,080.00</b>

\* Recurring fees billed annually with 1 upfront payment(s).

Annual Subtotal	\$83,280.00
Discount	(\$3,600.00)

## Summary

† Non-taxable item

Please contact us if you have any questions.

Annual Subtotal	\$320,734.00
Discount	(\$103,693.30)
<b>Total Annually</b>	<b>\$217,040.70 USD</b>

One-Time	\$0.00
Recurring Up-front	\$320,734.00*
Discount	(\$103,693.30)
<b>Total Up-front</b>	<b>\$217,040.70 USD</b>

\* Recurring fees billed annually with 1 upfront payment(s).

**ACCEPT QUOTE**

## Cost Breakdown

Category	Annual Fees
Core Licenses / Annual Maintenance	\$54,180.00
Value Added Items / Renewal	\$62,155.00
Value Added Items / Recurring	\$37,900.00
Value Added Items / 5 yr SaaS	\$23,219.00
5 yr SaaS	\$60,000.00
SaaS	—
EcoVision / SaaS	\$83,280.00
Discount	(\$103,693.30)
<b>Total</b>	<b>\$217,040.70 USD</b>

Payment Terms: 100% Year 1 due at signing (Net 30). Annual payment due based on the effective date of renewal.

**Additional Terms:**

Implementation/Training Assumes 8 hrs. per day on-site excluding weekends and holidays.

All prices are in US dollars. All applicable sales/use taxes are additional and payment of such is the sole responsibility of the prime contractor.

Prime contractors may purchase tablets and airtime through a cellular provider. Prices for tablets range from \$0 to \$499 depending on carrier. Please coordinate your cellular provider/tablets with Ecolane prior to ordering hardware.

Upgrade and webinar training is included for upgrades; additional on-site or new employee training is charged using Training day rates as applicable.

\* Data plan does not include web browsing, etc. A 2GB data plan is more than sufficient for the Ecolane Touchscreen MDT Software and Navigation. The agency is responsible for the data plan and any overages unless otherwise noted.

\*\* All license costs include annual hosting, support & licensing fees due 1 year from contract signing set at 25% of MSRP.