

New York Energy Solution



NY Energy
Solution

A New York Transco Project

May 13, 2019

Town of Schodack

Town Supervisor Briefing

Nicde MARKON
Borus/ McDonnell
307-359-3323

TAL. RAPPLOYEA, ESQ.
2880 RT9 Box 793
VALATIC, NY 12184
758-8034

Who is New York Transco?

- Developer of New York Energy Solution (NYES)
- Owner and developer of bulk power transmission facilities in New York
- Electric transmission solutions designed to
 - Reduce energy prices
 - Facilitate the growth of clean energy
 - Ensure system reliability
- New York Transco is owned by subsidiaries of Con Edison, National Grid, AVANGRID and CH Energy Group

Completed Projects:

Ramapo – Rock
Tavern 345kV
Transmission Line

Fraser – Coopers
Corners 345kV Line
with Reactive Support

Staten Island
Unbottling

Why are we meeting today?

- Introduce the project & key team members
- Open dialogue
- Very early in the process
- First of many opportunities to discuss the project
- Good projects result from good public involvement



NYISO-Selected Transmission Solutions

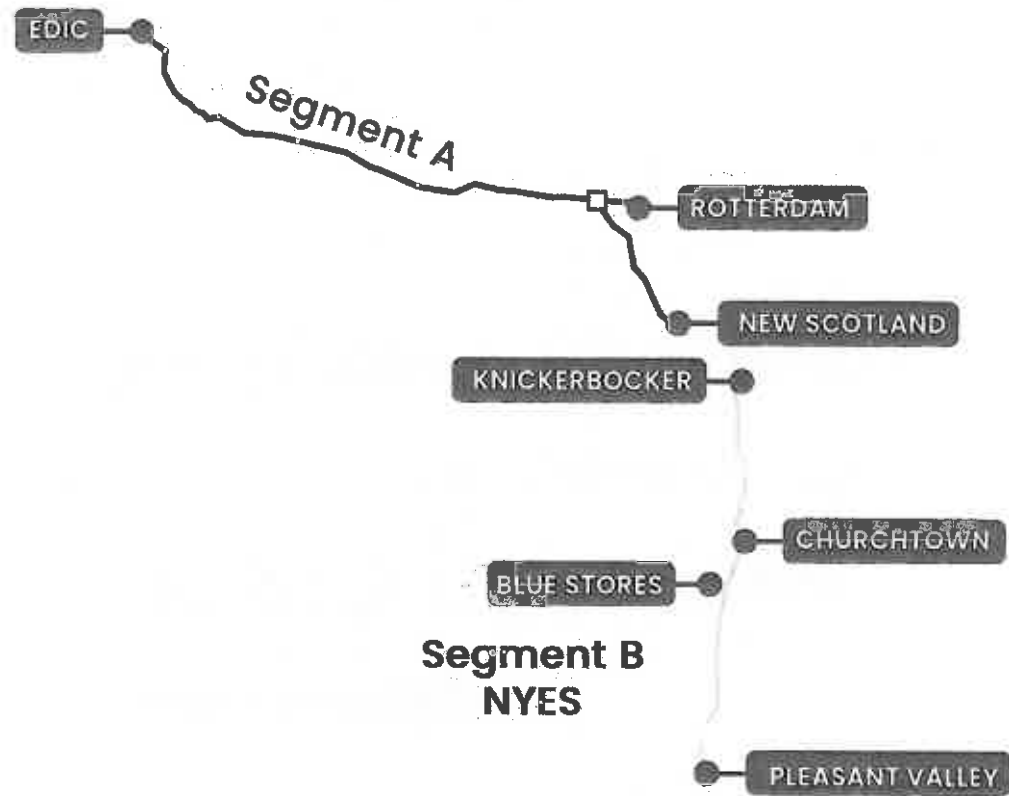
- Relieve congestion & facilitate renewables
- Use existing utility rights-of-way
- Replace aging infrastructure

Segment A:

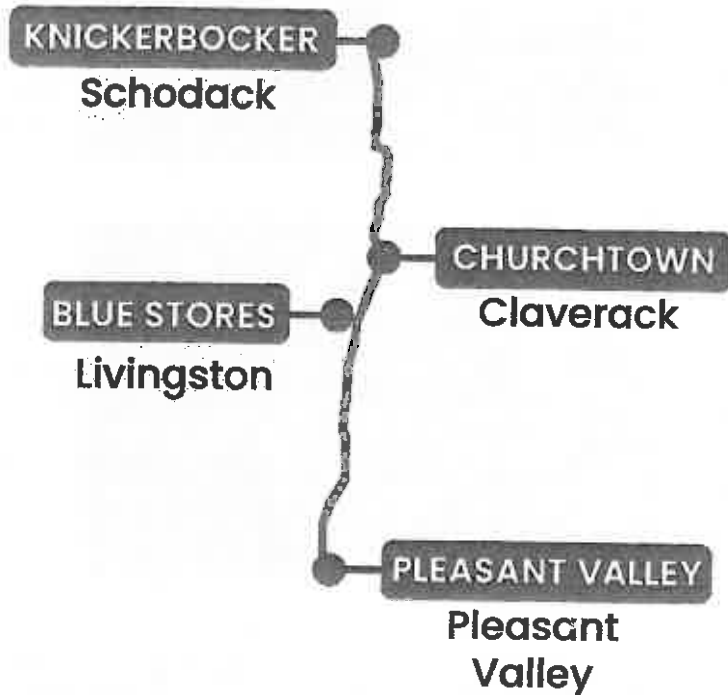
- Marcy to New Scotland and Rotterdam
- Developed by LS Power & NYPA

Segment B:

- New York Energy Solution
- Schodack to Pleasant Valley
- Developed by New York Transco



What is the New York Energy Solution?



- Electric transmission upgrade
 - Retire and replace aging electric infrastructure
 - Relieve congestion
 - Enhance reliability
 - Facilitate renewable energy
- Reuse existing utility rights-of-way, property & assets
- Approximately 54 miles through 11 towns from Schodack to Pleasant Valley; 2 mile tap line
- Transmission line and station work
- Selected by NYISO in competitive process → most cost-effective, efficient, environmentally beneficial and resilient project

Key NYES Benefits

Replaces Aging
Infrastructure

Stays within Existing
Rights-of-Way

Reduces Number
of Structures

245 less in ROW

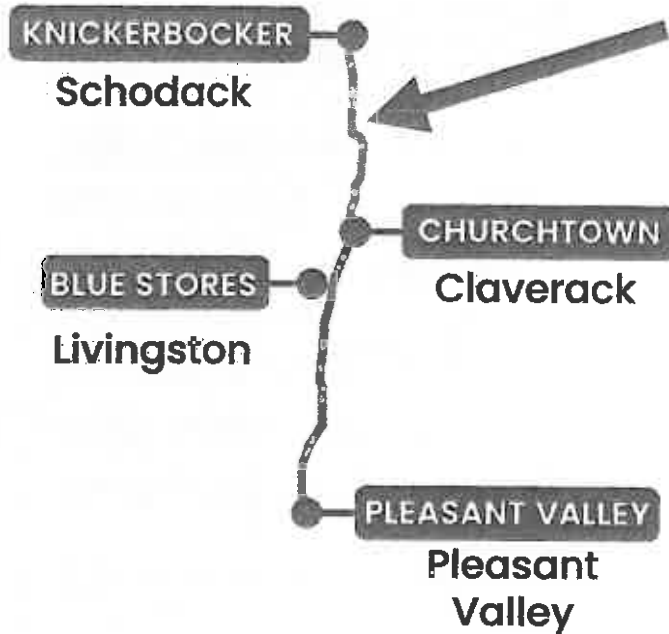
(693 removed; 448 installed)

More Resiliency

Unlocks Clean
Energy Resources

Job Creation
& Tax Revenues

Project Scope: Knickerbocker to Churchtown



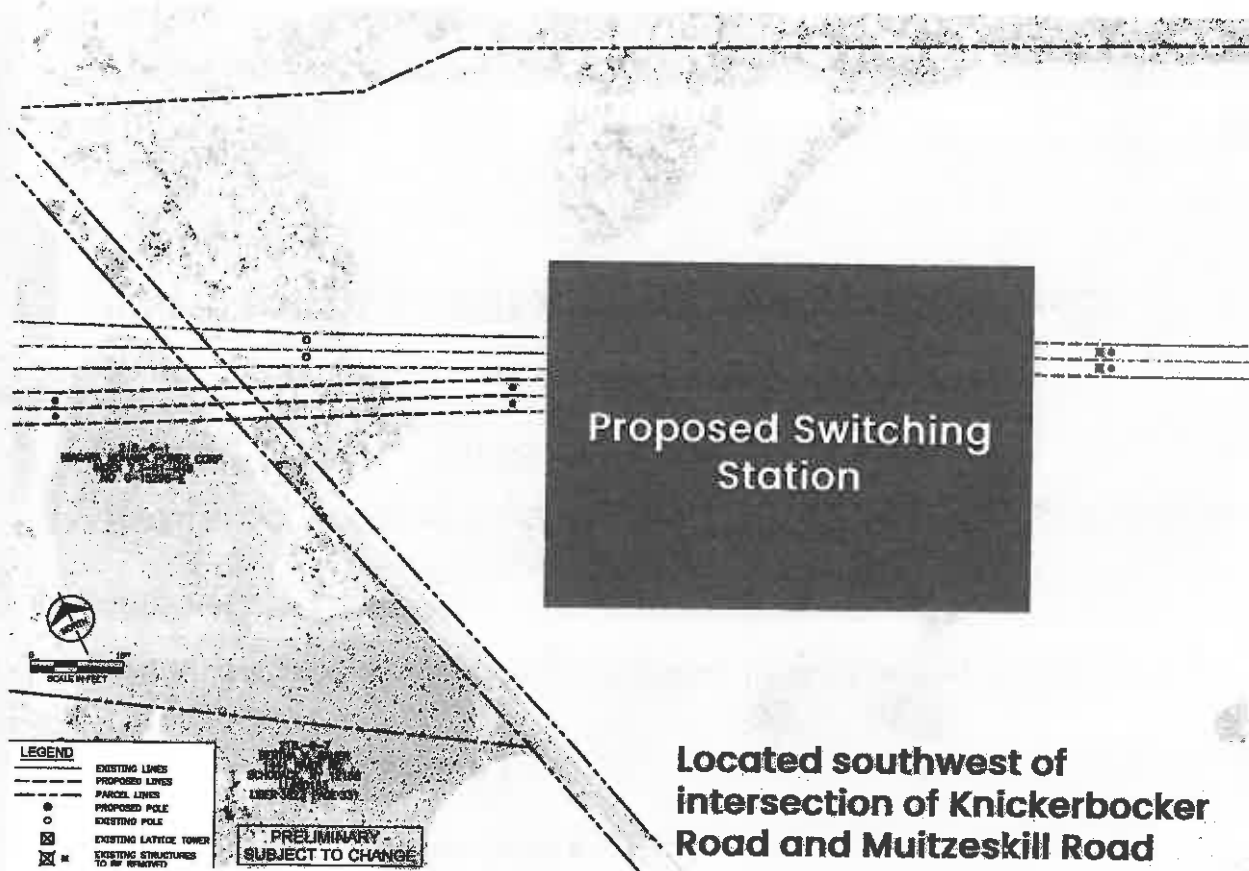
- New 345kV switching station in Schodack on utility-owned property
- Retire & remove one existing 115kV transmission line on lattice structures
- Build approximately 22 mile new 345kV transmission line in existing corridor on a new double-circuit monopole
- Towns*:

Schodack	Stuyvesant	Stockport	Ghent	Claverack
2.5 miles	8 miles	4.5 miles	0.9 miles	5.7 miles

*Mileage is approximate

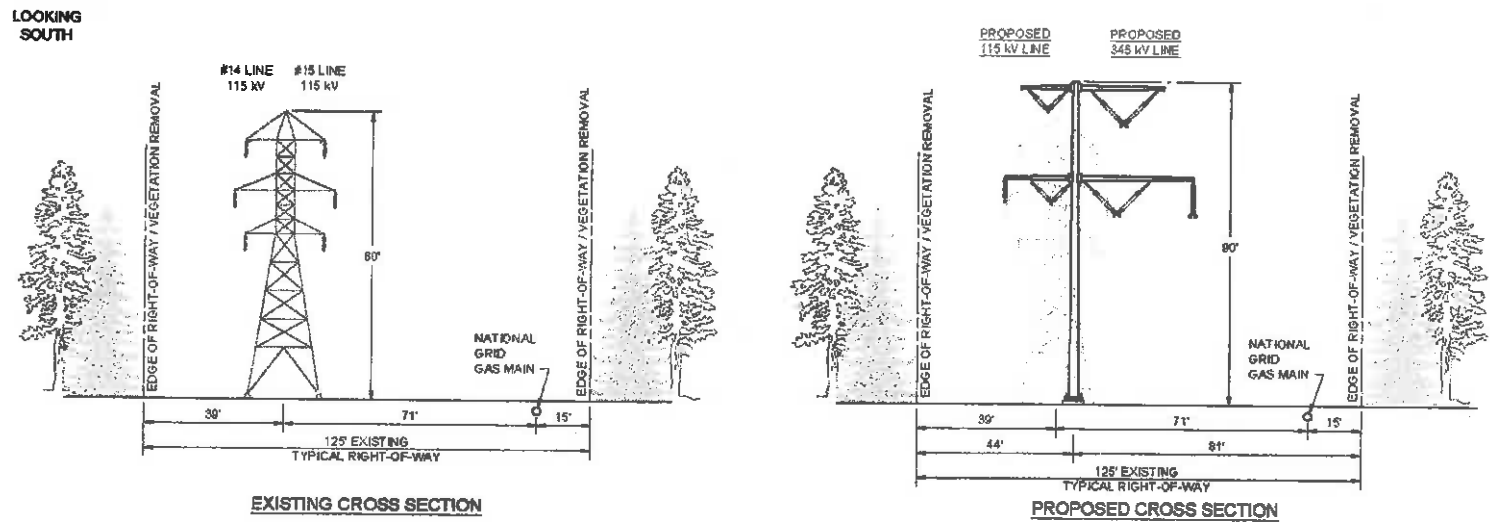
Knickerbocker Switching Station

- Utility-owned property
- Approximately 11 acres total area – station has smaller footprint
- Station will be fenced
- New control enclosure, approximately 40' x 60'
- Site will require grading, compaction, and installing an access road
- Will connect an existing 345kV line to the new NYES 345kV line

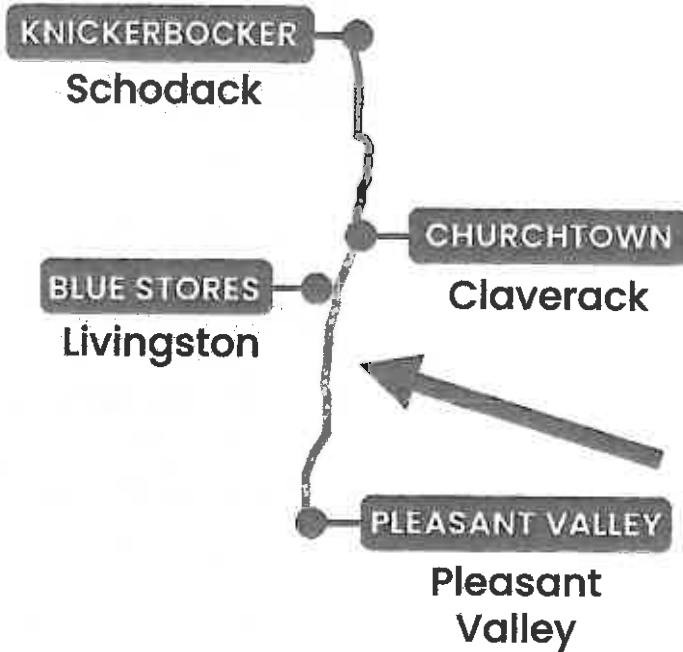


345 kV line – Schodack to Claverack

- General configuration
- Approx. 22 miles
- Removes 80-year-old assets
- Ave. height increase 10 feet
- Stronger foundation with less footprint



Project Scope: Churchtown to Pleasant Valley



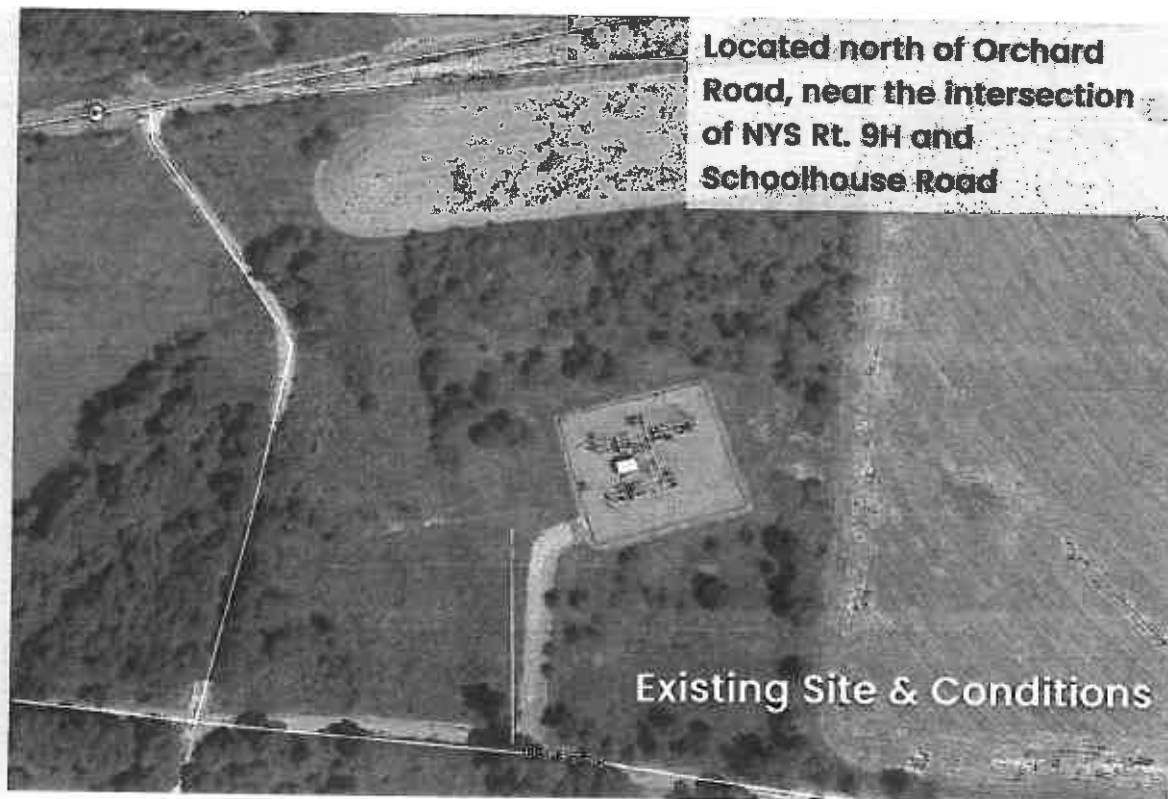
- Rebuild existing NYSEG Churchtown Substation
- Retires three existing 115kV transmission lines and removes two existing 115kV lattice structures
- Build approximately 32 mile new 345kV transmission line in existing corridor on a new double-circuit monopole
- Towns*:

	Claverack	Livingston	Gallatin	Clermont	Milan	Clinton	Pleasant Valley
	1.5 miles	8 miles	1.2 miles	0.7 miles	8 miles	8 miles	5.1 miles

*Mileage is approximate

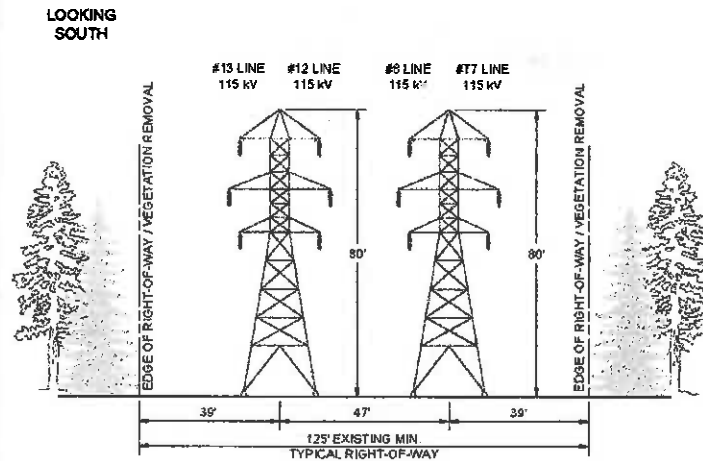
Churchtown 115kV Substation

- Rebuild 115kV substation on NYSEG land in Claverack
- Approximately 5.5 acres total – station has smaller footprint
- New control enclosure, ~30' x 50'
- Station will be fenced

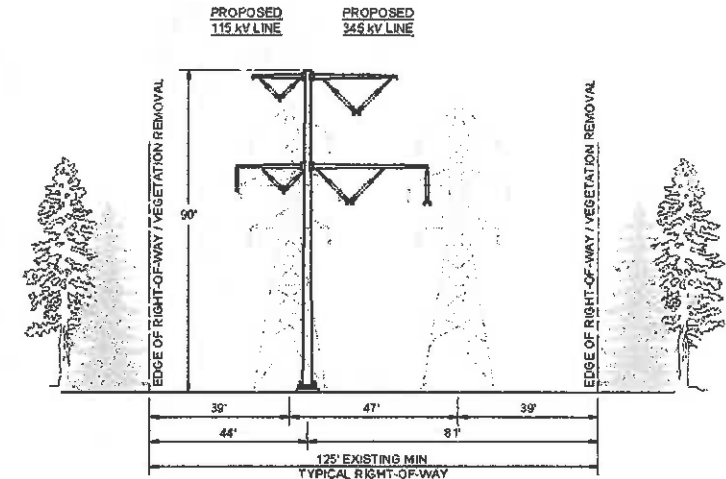


345 kV line – Claverack to Pleasant Valley

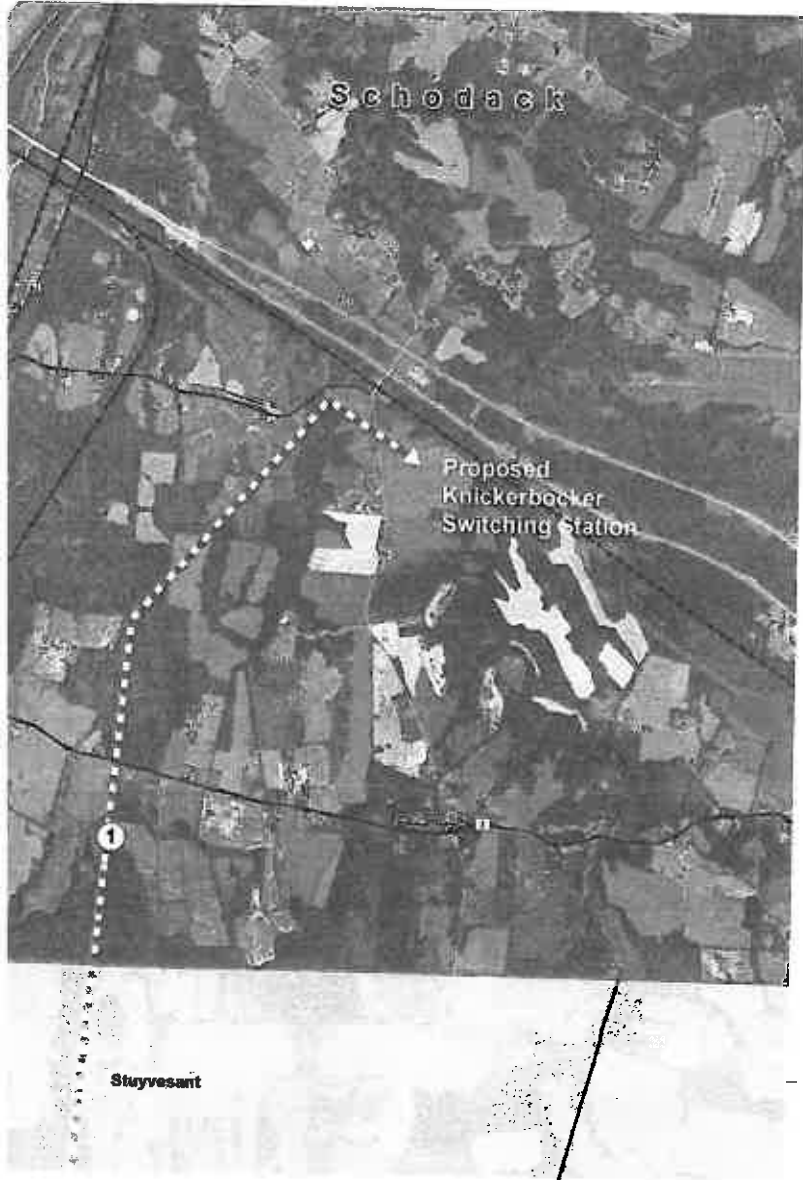
- General configuration
- Approx. 32 miles
- Removes 80 year old assets
- Replacing two structures with one
- Ave. height increase of 10 feet
- Stronger foundation with less footprint



EXISTING CROSS SECTION



PROPOSED CROSS SECTION

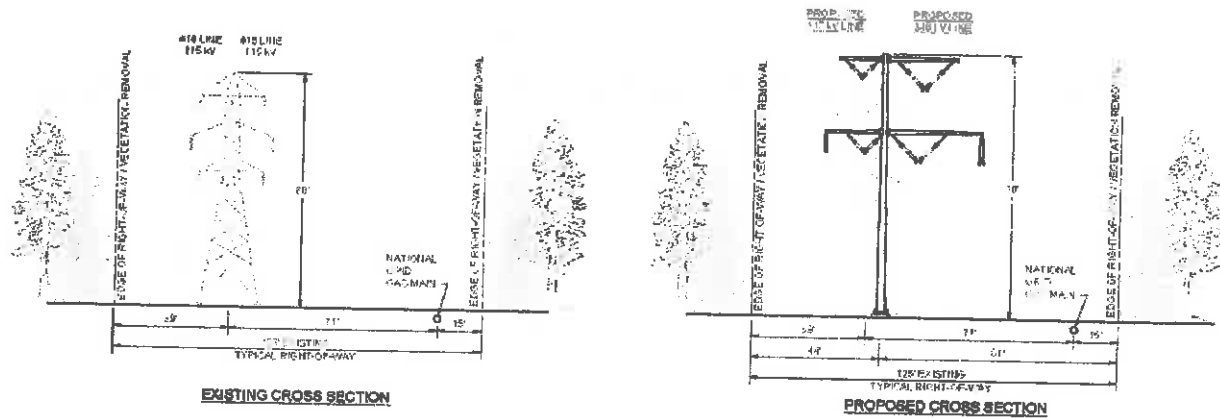


NYES in Schodack



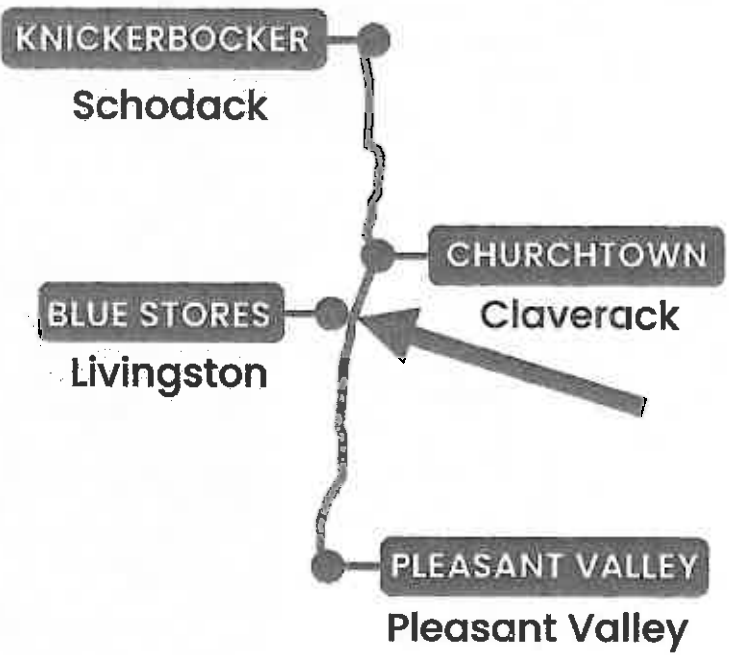
1 with 1 Replacement	Structures Removed	Structures Added	Structure Difference	Other Facilities
2.5 miles	19	21	+2	New Switching Station

- All work within existing utility rights-of-way
- Replacing aging structures & putting in new 345kV line
- Building new 345kV switching station on utility-owned land
- Line crosses: Knickerbocker Rd; Muitzeskill Rd; Schodack Landing Rd

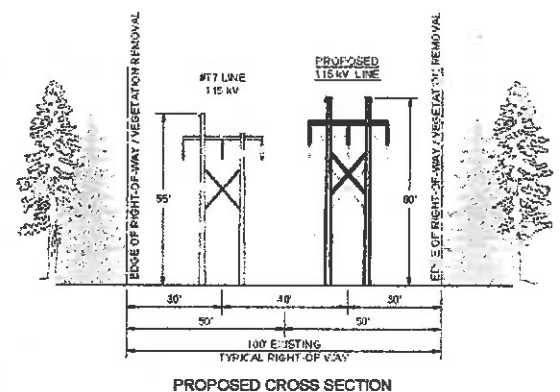
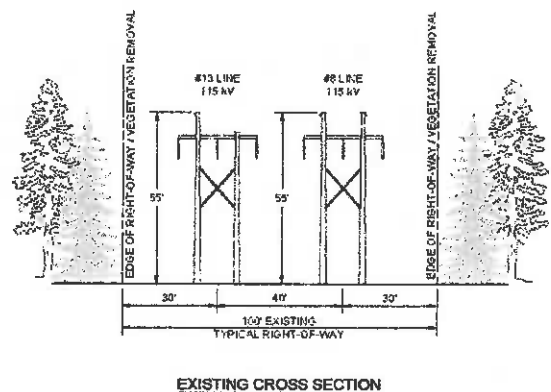


Project Scope: Blue Stores Tap

- Approximately 2 mile upgrade to one existing 115kV line with new H-frame transmission structures
- Average height increase of 5 feet
- Town: Livingston

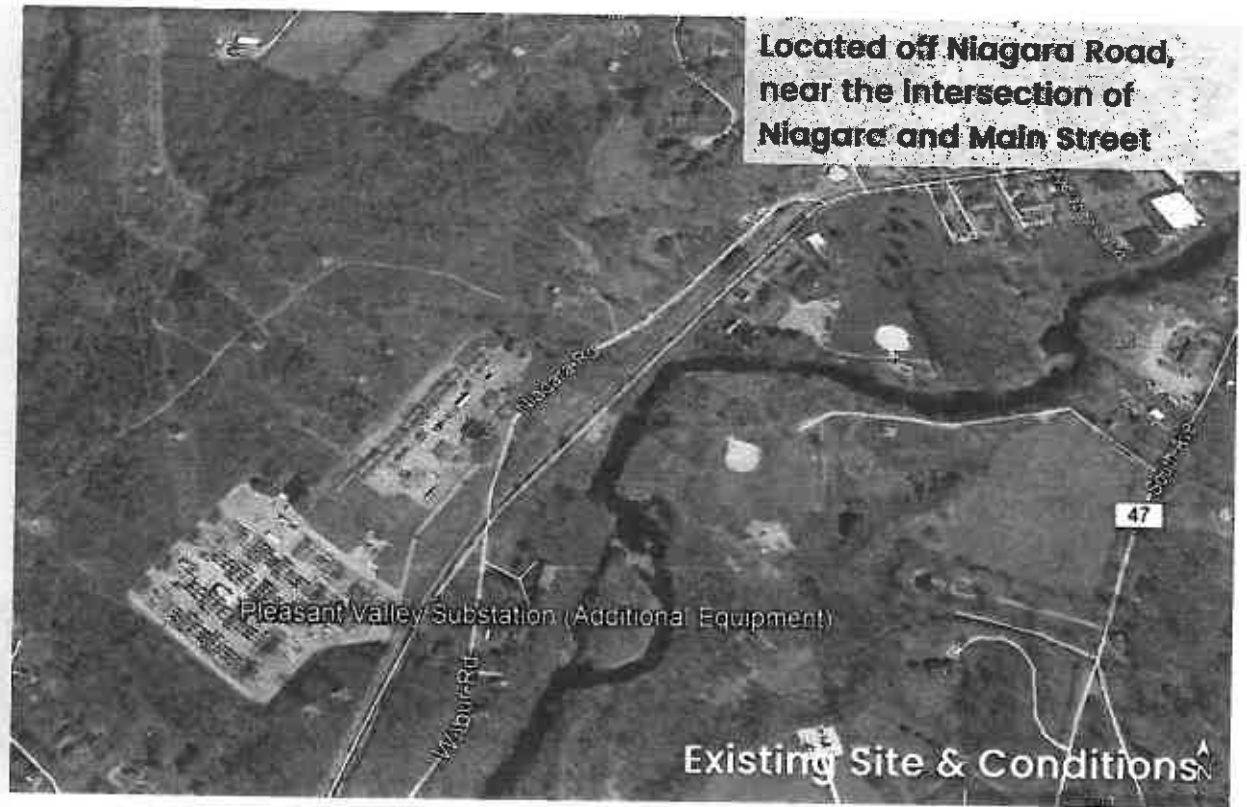


LOOKING WEST



Pleasant Valley Substation

- New equipment will be added at the existing substation



Town-by-Town Overview

Town	1 with 1 Replacement	2 with 1 Replacement	Other work	Structures Removed	Structures Added	Structure Difference
Schodack	2.5 miles	—	New Switching Station	19	21	+2
Stuyvesant	8 miles	—		64	60	-4
Stockport	4.5 miles	—		33	33	No change
Ghent	0.9 miles	—		8	8	No change
Claverack	5.7 miles	1.5 miles	Rebuilt Substation	67	70	+3
Livingston	—	8 miles	Approx. 2 mile 115kV structure replacement	144	84	-60
Gallatin	—	1.2 miles		18	9	-9
Clermont	—	0.7 miles		8	4	-4
Milan	—	8 miles		132	56	-76
Clinton	—	8 miles		118	59	-59
Pleasant Valley	—	5.1 miles	New Equipment at Existing Substation	82	44	-38

All work is within existing rights-of-way or on utility-owned property

NOTE: All mileage is approximate & structure totals are preliminary

Approximate Timeline

**April 8, 2019:
NYISO Decision**

**2021-2023:
Construction**

**2019-2020:
Permitting**

**End 2023:
NYES In-
Service**

Stakeholder outreach & public involvement throughout the process

Permitting

Article VII

- “One-stop-shop” for large electric transmission projects
- New York Public Service Commission
- Basic Steps:
 1. Article VII Application submittal
 2. Public Hearings
 3. Certificate of Environmental Compatibility & Public Need granted
 4. Environmental Monitoring and Construction Plan (EM&CP) submitted and approved
 5. Notice to Proceed with Construction
- Many public involvement opportunities

Other Permits

- U.S. Army Corps of Engineers
- FAA Review
- New York State DOT permits
- Local highway permits

Current Activities

1. Stakeholder Outreach
2. Survey Work

New York Transco™

FOR IMMEDIATE RELEASE
April 11, 2019

Contact: John Maserjian
845.471.8323, john.maserjian@NYTransco.com

New York Transco to Advance Electric Transmission Project that Reuses Existing Utility Corridors to Replace Aging Infrastructure
The New York Energy Solution Will Unlock System Congestion and Facilitate Renewables with Minimal Environmental Impact

Albany, NY (April 11, 2019) – New York Transco was selected as the developer for Segment B of the AC Transmission Public Policy Project by the New York Independent System Operator (NYISO). The selected project—New York Energy Solution (NYES)—stays within existing utility rights-of-way and replaces nearly 80-year old transmission assets located in the upper to mid-Hudson Valley with streamlined, modernized technology, which will enable surplus clean energy resources in upstate New York to help achieve the State’s energy goals.

NY Energy Solution

Information on Survey Activities Spring & Summer 2019

The New York Energy Solution (NYES) is a proposed transmission line upgrade in Rensselaer, Columbia, and Dutchess Counties. To support the siting and permitting process, field crews will undertake the following activities from spring to fall 2019.

Photography (April–June)

Field crews will conduct aerial and ground-level photography to document existing conditions and identify potential impacts. This includes identifying and mapping utility corridors, structures, and other features. The data will be used to develop a detailed engineering design and to assess potential impacts on the environment and historic resources.

Noise Testing (May)

Field crews will conduct noise testing to determine the noise levels of existing transmission lines and to assess potential impacts from the proposed project. This includes installing noise monitoring equipment and conducting noise measurements at various locations along the project route.

Environmental Surveys (May–July)

Field crews will conduct environmental surveys to identify and assess potential impacts on the environment. This includes conducting vegetation surveys, wildlife surveys, and water quality monitoring. The data will be used to develop an environmental impact statement and to implement mitigation measures.

Archeological Shovel Testing (May–July)

Field crews will conduct archeological shovel testing to identify and assess potential impacts on historic resources. This includes excavating test pits at various locations along the project route to identify and document any archeological resources.

Geotechnical Testing (Soil Borings) (Summer–Fall)

Field crews will conduct geotechnical testing to determine the soil conditions at various locations along the project route. This includes installing soil boring equipment and conducting soil sampling and analysis. The data will be used to develop a detailed engineering design and to assess potential impacts on the environment.

Get in Touch

855-433-3611
www.NY-ES.com
info@NY-ES.com

Public Involvement

- We are committed to working with all stakeholders throughout the project
- We will conduct regular outreach:
 - Municipal Consultations & Briefings
 - One-on-One Meetings
 - Open houses/Community Meetings
 - Project Notifications
 - Project Website and Other Outlets
- Article VII process includes public involvement opportunities

855-433-3611

Toll-Free

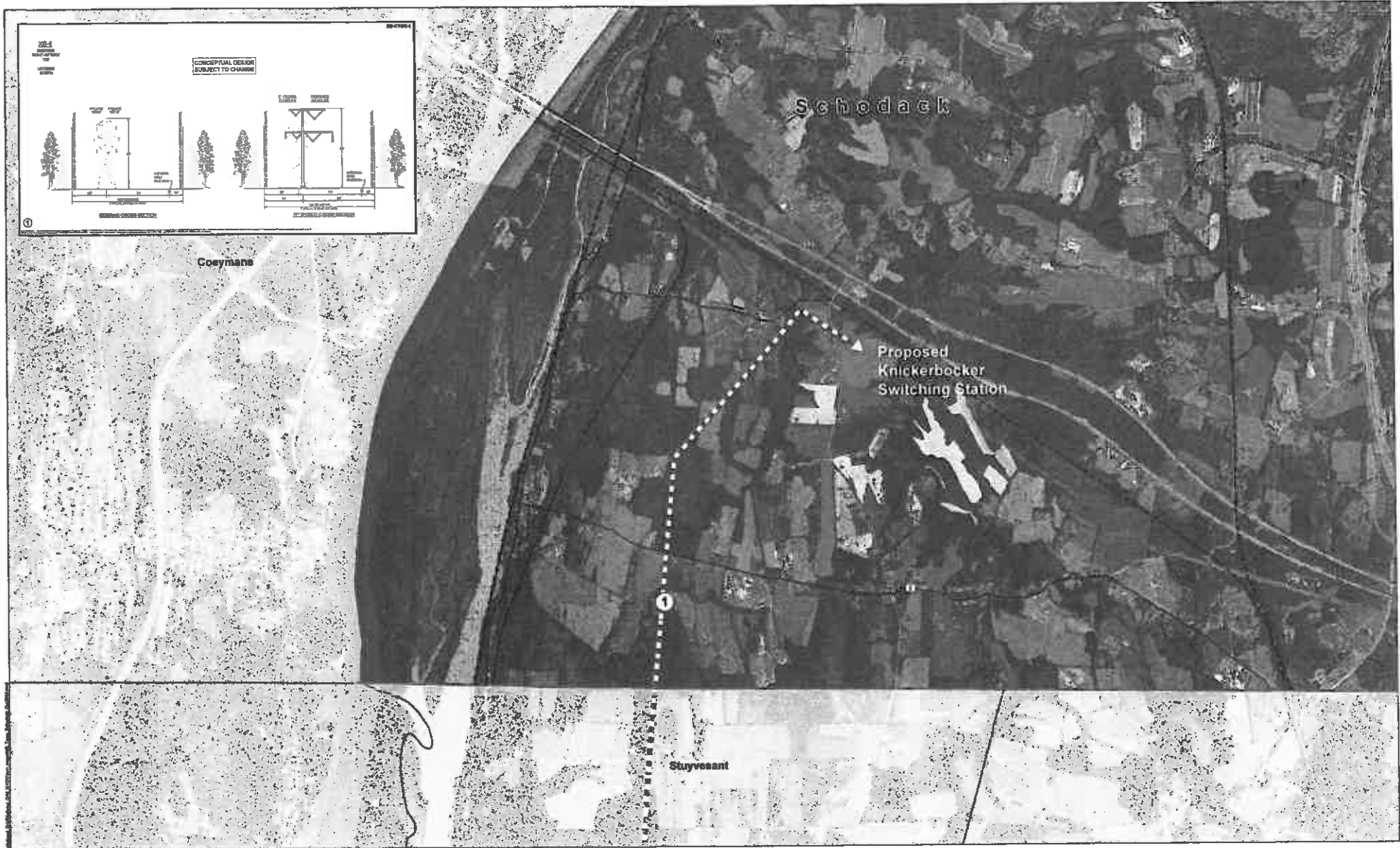
www.NY-ES.com

info@NY-ES.com

Contact

Shannon Baxevanis
Stakeholder/Communications Lead
NY Transco
518.218.5210
Shannon.Baxevanis@nytransco.com

NY Energy
Solution



New York Energy Solution
Town of Schodack Map
April 2019

This map is for informational purposes only, and is subject to change. Do not reproduce.

GPS



Verizon Connect NWF Pricing Proposal

Date: 03/20/2019

Chris Diaz

Please review your custom Pricing Proposal below.
For questions, please inquire with your sales contact.

christopher.diaz@verizonconnect.com

BILLING INFORMATION

Bill To Company: /Town of Schodack
Billing Address: 265 SCHURMAN RD
City: CASTLETON ON HUDSON
State: NY
Zip: 12033

SHIPPING INFORMATION

Ship-To Company : /Town of Schodack
Shipping Address:
City:
State:
Zip:

PRODUCTS & SERVICES

SEQ	ITEM	SKU	CATEGORY	QTY	TERM	NRC PRICE	NRC TOTAL	MRC PRICE	MRC TOTAL
1	SOL-GPS AND DIAGNOSTICS	SOL-GPS AND DIAGNOSTICS-VERIZON	SOLUTION	33	12 Months	0.00	5,782.59	0.00	625.35
1.1	GPS AND DIAGNOSTICS LTE	5500N4VL	HARDWARE	33	N/A	80.00	2,640.00	0.00	0.00
1.2	MONTHLY SERVICE 5500	MOH5500120	SERVICE	33	12 Months	0.00	0.00	18.95	625.35
1.3	USM OBDII BYPASS HARNESS	PARTS109	HARNESS	18	N/A	30.23	544.14	0.00	0.00
1.4	USM 9-PIN SQUARE HARNESS	PARTS100	HARNESS	10	N/A	30.23	302.30	0.00	0.00
1.5	USM 9-PIN SQUARE HARNESS TYPE 2	PARTS107	HARNESS	4	N/A	30.23	120.92	0.00	0.00
1.6	USM 6-PIN HARNESS	PARTS099	HARNESS	1	N/A	30.23	30.23	0.00	0.00
1.7	BASE INSTALLATION	I-INSTALL-UNIT	INSTALL	33	N/A	65.00	2,145.00	0.00	0.00
1.8	CONFIGURABLE UPDATE RATE 60 5500	CUH5500060	ACCESSORY	33	12 Months	0.00	0.00	0.00	0.00
2	SOL-GPS ONLY	SOL-GPS ONLY-VERIZON	SOLUTION	4	12 Months	0.00	618.28	0.00	68.00
2.1	GPS ONLY LTE	5200N4VL	HARDWARE	4	N/A	80.00	320.00	0.00	0.00
2.2	MONTHLY SERVICE 5200	MOH5200120	SERVICE	4	12 Months	0.00	0.00	17.00	68.00
2.3	USM UNIVERSAL HARNESS	PARTS102	HARNESS	4	N/A	9.57	38.28	0.00	0.00
2.4	BASE INSTALLATION	I-INSTALL-UNIT	INSTALL	4	N/A	65.00	260.00	0.00	0.00
2.5	CONFIGURABLE UPDATE RATE 60 5200	CUH5200060	ACCESSORY	4	12 Months	0.00	0.00	0.00	0.00
* Sales Tax and Shipping are additional to this subtotal						* ONE TIME CHARGE	\$ 6,400.87	* MONTHLY RECURRING CHARGES	\$ 693.35

COMMENTS

TERMS AND CONDITIONS

- Pricing provided is valid for NYS OGS Contract # PT66910 procurements only. Any future contract shall be issued under Networkfleet's NYS OGS Contract # PT66910.
- Should a Purchase Order (PO) be issued to Networkfleet for the procurement of the items quoted, the PO number will be used for reference purposes ONLY on any invoice from Networkfleet. Any terms and conditions contained in the purchase order are rejected, void and have no force or effect.
- Shipping and/or applicable taxes:
 - Pricing provided does not include taxes. Taxes (if applicable) are applied to the monthly invoice
 - Shipping: FOB Destination. Shipping is included in the price above.
- Discount for Networkfleet 5200 and 5500 series products only: New and existing Government customers purchasing either the Networkfleet 5200 or 5500 Series Devices, from 1/2/2019 to 3/31/2019, will receive a device discount of \$80.00 for each new 5200 or 5500 Series Device with a new line of Networkfleet Service and a minimum twelve (12) month Device Contract Term. The applicable Device will be activated on the earlier of (1) installation in a vehicle or (2) 5/20/2019. The Networkfleet Services fee for the applicable Device begins at the time of activation of the Device, but in no event later than 5/20/2019. NOTE: Any executed order, received later than 3/31/2019, will be null and void and ineligible to receive the discount described above



Protect your fleet with **VERIZON NETWORKFLEET'S ROADSIDE ASSISTANCE**

When your business depends upon a reliable fleet, nothing's more inconvenient than a breakdown. If it happens to you, get help in a hurry with our Roadside Assistance plan. Networkfleet® is one of the only GPS fleet management systems offering emergency roadside assistance at no additional cost. Through contracted service providers, we provide the following services to vehicles covered under the plan:

TOWING

If one of your vehicles breaks down, we'll have it towed up to 25 miles from the point of breakdown to the nearest service provider or driver-specified location.

- Additional miles will incur a fee paid directly to the service provider.
- Trailer towing (attached or unattached) is a separate service event and will incur additional charges.
- Accident-related towing is not covered.

LOCKSMITH SERVICES

We help locked-out drivers gain entry to their vehicles.

- Vehicle must be at an accessible location.
- Locksmith service does not include the cost of keys, parts, or additional labor beyond gaining entry to the vehicle.
- Convertible vehicles cannot be unlocked, and must be towed.

BATTERY BOOST

If your battery dies, we'll jump-start your vehicle and/or perform minor mechanical adjustments to get it going again.

- Hybrid vehicles are ineligible for the plan's battery boost service and will be towed.

TIRE CHANGE

When a vehicle suffers a blowout or flat, we'll replace it with the vehicle's spare tire.

- One tire change per service visit.
- More than one flat tire or the absence of a spare will require towing the vehicle to a service location.
- Fixing or patching the flat tire is not included.

FUEL DELIVERY

We'll deliver up to three gallons of fuel to a vehicle that runs out of gas. If necessary, the vehicle will be towed to the nearest gas station.

- Our plan covers delivery of the fuel only. The cost of the fuel must be paid directly to the service provider.
- If more than three gallons are needed, the service provider will make arrangements to tow the vehicle to the nearest gas station.
- When requesting this service, the caller must specify either unleaded or diesel fuel.

WINCH SERVICE

Vehicles stuck on ice or in mud or snow on a normally traveled roadway will be extracted during safe conditions. We can provide winch service from up to 100 ft. off the roadway.

LOST/STOLEN VEHICLES

We can even help in the event of a theft. If a vehicle is stolen, immediately:

- Contact the local authorities to report the vehicle lost or stolen.
- Contact Networkfleet at 1.866.227.7323. Press "2" and provide the following information:
 - Police report number and name of the police division
 - Officer's contact name
 - Police division telephone number

Our Roadside Assistance representative will contact the officer handling the case to provide the vehicle's location information.

Service is available to all vehicles licensed for operation on public roads and equipped with a Networkfleet device*. The plan includes up to four of the above services per vehicle, per calendar year. Plus, our Auto Call-Back feature automatically calls you to verify the job has been completed.

To learn more about Networkfleet, contact your Verizon account manager, or visit networkfleet.com.

Networkfleet Roadside Assistant Services will be provided as stated above unless extenuating circumstances (as defined by the Networkfleet Roadside Assistance Plan) exist, in which case the service provider will notify the customer of any restrictions and/or applicable fees. Service is not provided on restricted roadways as determined by state and local authorities.

*Excludes vehicles using Asset Tracking service and/or Yellow Iron equipment.



To learn more:
Call 1.866.227.7323
and press 1 for
Networkfleet
Customer Care

CONTACT US

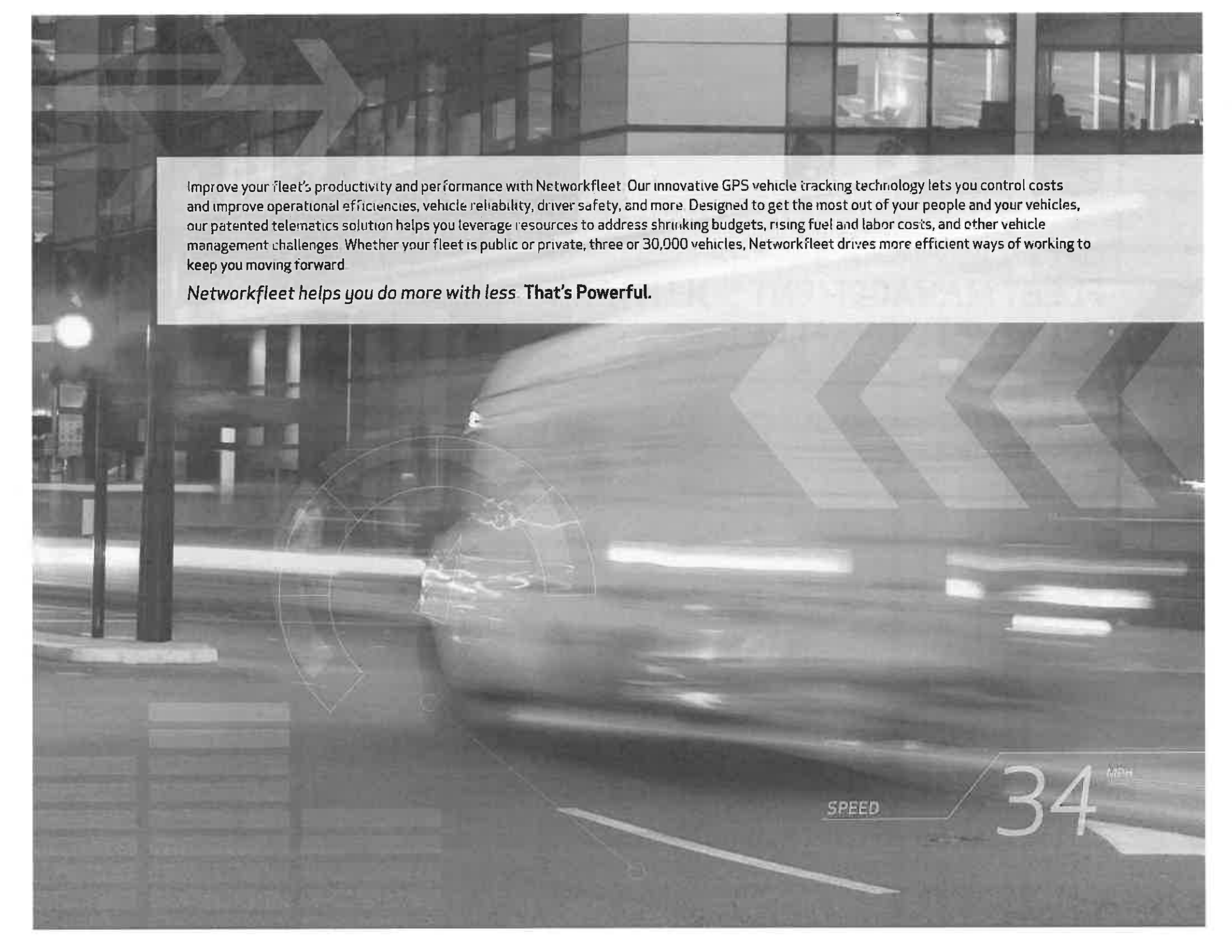
E-mail: sales@networkfleet.com
Call: 866.869.1353
Web: networkfleet.com

networkfleet.com



Cut Costs. Work Smarter. Drive Safer.
**FLEET MANAGEMENT SOLUTIONS
FROM NETWORKFLEET.**





Improve your fleet's productivity and performance with Networkfleet. Our innovative GPS vehicle tracking technology lets you control costs and improve operational efficiencies, vehicle reliability, driver safety, and more. Designed to get the most out of your people and your vehicles, our patented telematics solution helps you leverage resources to address shrinking budgets, rising fuel and labor costs, and other vehicle management challenges. Whether your fleet is public or private, three or 30,000 vehicles, Networkfleet drives more efficient ways of working to keep you moving forward.

Networkfleet helps you do more with less. That's Powerful.

SPEED

34 MPH

BE NEARLY EVERYWHERE AT ONCE.

Networkfleet provides the reliable, timely data you need to make smart fleet management decisions. Engine diagnostic alert features identify issues before they become problems, helping to prevent vehicle breakdowns, control maintenance costs, and improve customer service. Robust reporting capabilities let you track vehicle performance over time, identify trends, and take action to enhance the long-term productivity of your fleet.

From vehicle location to fuel usage, idle time, driver safety and more, Networkfleet keeps you on top of everything that happens with your fleet—every vehicle, all the time.

FLEET MANAGEMENT TRANSFORMED.

Manage your entire fleet more efficiently and effectively with Networkfleet. Drivers become more accountable. Managers make decisions based on hard data rather than guesswork. Customer service improves as you route vehicles more efficiently. Forecasting and budgeting become more predictable. You even reduce environmental impacts through lower fuel usage and fewer emissions.

IMPROVE PROFITABILITY.

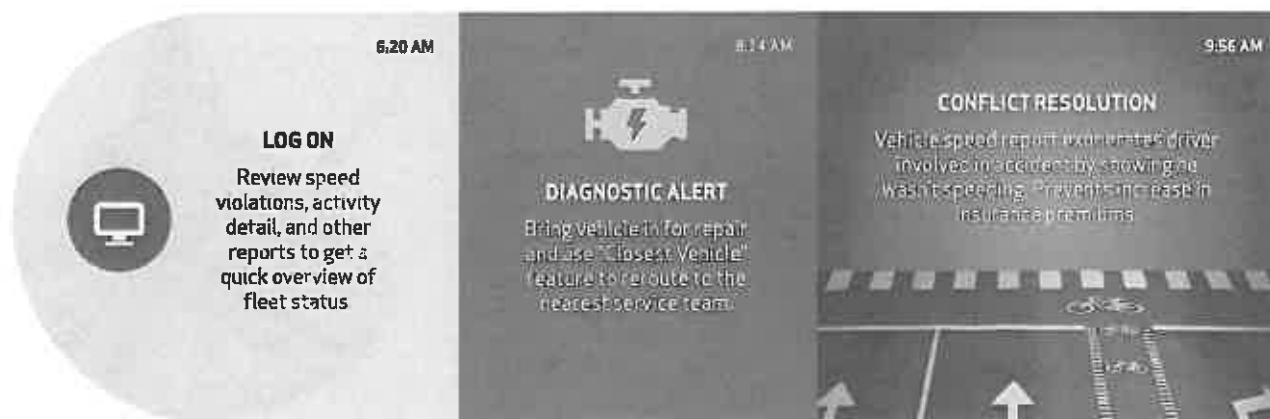
From more efficient routing to less vehicle idle time, Networkfleet helps you control costs and enhance profitability. Public fleets can meet tight budgets and reduce fleet size through ongoing improvements in fuel usage, service costs, and vehicle utilization. Commercial fleets improve profitability by using more efficient routing to take on more jobs without adding vehicles or personnel. Monitoring driver speed can reduce the risk of accidents and moving violations, which can lead to lower insurance premiums. GPS

tracking helps to reduce unauthorized use and recovery of stolen vehicles. With so many potential ways to save, Networkfleet can pay for itself in no time.

TECHNOLOGY YOU CAN TRUST.

Designed with more than 50 Networkfleet patents that set the standard for the telematics industry, our fleet management products are reliable and easy to use. Optional system-wide satellite redundancy keeps you in touch with vehicles, even in remote areas where driver safety is more critical. Plus, our limited lifetime warranty for the 5000 Series protects your investment throughout the life of the product.

With Networkfleet, smart fleet management isn't an unrealized goal; it's how you do business every day—and that's a powerful advantage.





12:00 PM



FRAUD PREVENTION

Driver fills up tank with authorized WEX fuel card, helping prevent fuel fraud and providing more control over fleet operational expenses.

1:00 PM



MANAGEMENT TEAM MEETING

Review speed, geofence, and unauthorized vehicle usage reports to reward good drivers and coach repeat violators.

2:15 PM

INCLUDES ROADSIDE ASSISTANCE

Use the industry's only no-cost Emergency Roadside Assistance to repair a flat tire and get them on the road again.



LOW COST / HIGH ROI

Networkfleet delivers the data you need to lower costs and improve fleet performance starting at \$1 per day, per vehicle.



10:07 AM

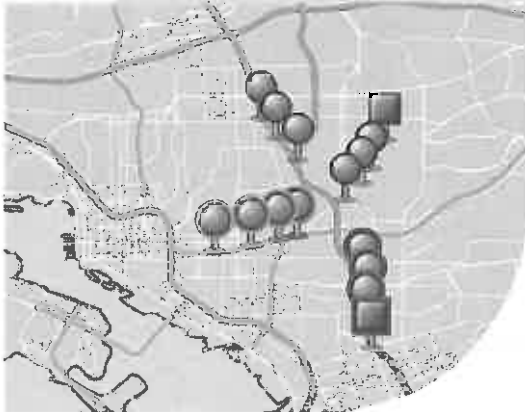
ENVIRONMENTAL REPORTS

Fleet managers can track progress against EPA's SmartWay and other emissions-reduction requirements.

10:03 AM

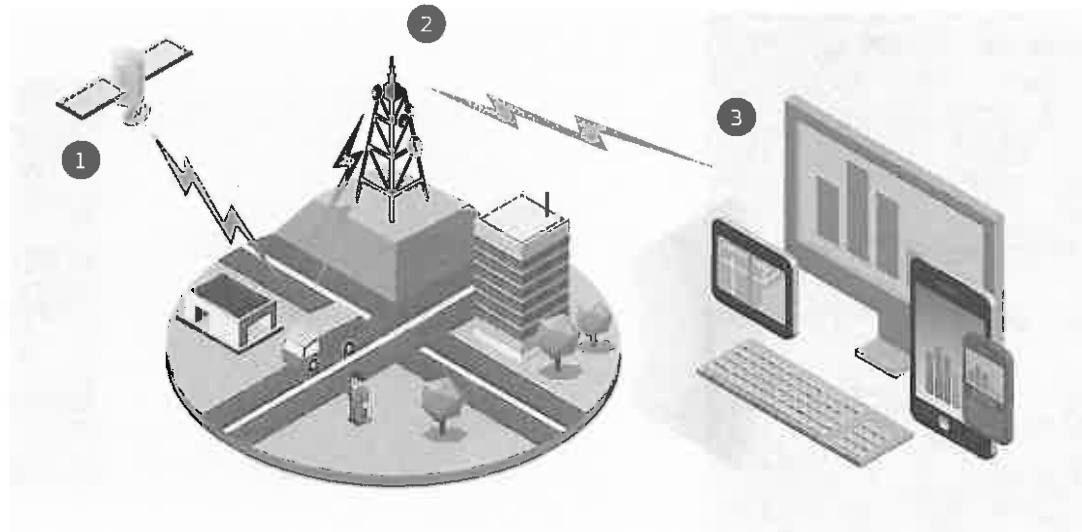
STOLEN VEHICLE

Relay vehicle tracking data to police, who recover vehicle within an hour.



Information rules the road.

- 1 Installed Networkfleet units monitor vehicle location, engine diagnostics, and other fleet performance metrics 24/7.
- 2 The system automatically transmits vehicle and asset data over a secure wireless network to the Networkfleet data center.
- 3 Access the secure Networkfleet website to set and receive vehicle alerts, track vehicles, and monitor driver behavior. Using PCs, smart phones, or tablets, managers monitor data to make real-time fleet management decisions.



4:25 PM



EXCESSIVE IDLE ALERT

Contact driver to assess situation in the field



5:35 PM

LOG OFF

Review status of alerts received during the day. Check final location of all vehicles. Check upcoming scheduled weekly maintenance.



ASSET TRACKING

Gain insights and improve response times by using Asset Guard to pinpoint exact locations of all fixed and movable assets.

Turn data into decisions.

Smart fleet management involves more than just tracking your vehicles. It's what you do with the data that counts.



CUSTOMER SERVICE THAT GOES THE EXTRA MILE.

Certified Networkfleet installers provide fast, accurate installation of your system. On-demand training courses and a dedicated customer care team help keep your system operating smoothly and efficiently.



POWERFUL DATA MANAGEMENT TOOLS.

Online data management and reporting tools help you organize, manage, and share your vehicle data for informed fleet management decisions.



EXPAND YOUR CAPABILITIES WITH THIRD-PARTY SOFTWARE INTEGRATION.

Easily integrate Networkfleet data into your own system. Agreements with Esri® ArcGIS® GeoEvent Processor and AssetWorks enhance mapping and data management capabilities. Built-in Garmin integration facilitates turn-by-turn navigation and direct communication with drivers.



MAINTENANCE MADE EASY.

Automatic engine diagnostic alerts identify potential issues before they become big problems. Detailed vehicle usage reports help you schedule preventive maintenance to control repair, labor, and replacement costs.



SATISFY GOVERNMENT OR CORPORATE FLEET REQUIREMENTS.

Remote monitoring of fuel usage, miles driven, and vehicle emissions helps you address government regulations and corporate policies regarding fleet size, greenhouse emissions, vehicle utilization, and other fleet performance targets.



PROTECT YOUR VEHICLES AND YOUR DRIVERS.

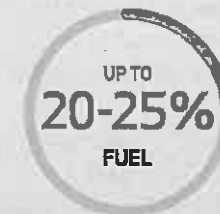
Enhance fleet security, reduce the risk of accidents, and decrease excessive wear and tear on vehicles by monitoring speeding and other risky driving behaviors.

Benefits of a fleet management system.

According to Frost & Sullivan: Fleet operators that focus on achieving the benefits of a fleet management system can realize significant cost savings and operational improvements*



INCREASED SAVINGS



ADDITIONAL BENEFITS

Improved Productivity	10-15%
Enhanced Vehicle Utilization	15-20%

*Custom Research from Frost & Sullivan LCV Telematics Market - November 2013



PROUD TO BE PART OF THE VERIZON FAMILY.

Networkfleet offers GPS fleet management solutions to help small to medium-sized businesses, enterprises, and government agencies better manage vehicles and assets. A division of Verizon Telematics, a leader in next-generation connected services for the automobile, insurance, and healthcare industries, our solutions provide the accurate, timely data needed to make smart business decisions.

Since we began providing innovative telematics solutions in 1999, we've earned more than two dozen industry awards. An integral part of Verizon's Machine to Machine (M2M) initiative to make 30 billion connections by 2020, we strive to create a more connected world where you're always in touch with what you care about. Whether your fleet is public or private, small, medium, or large, Networkfleet keeps you moving forward.

866.869.1353 | sales@networkfleet.com | networkfleet.com

©2013 Verizon. All Rights Reserved. MB-N001 - 12/16/13. Limited Lifetime Warranty is non-transferable, and is applicable only to new Networkfleet 5000 Series devices purchased on or after April 1, 2013, and for which Networkfleet has received continuous uninterrupted service payments from the original activation date. Additional terms, conditions and exclusions of the Networkfleet Roadside Assistance Plan apply. Service provider will notify customer of any restrictions and/or applicable fees. Locksmith service excludes convertible vehicles. Hybrid vehicles are not eligible for battery boost service, and will be towed. Service is not provided on restricted roadways as determined by state and local authorities.

David Harris

GPS
for
Vehicles

From: Diaz, Chris <christopher.diaz@verizonconnect.com>
Sent: Wednesday, March 27, 2019 3:21 PM
To: David Harris
Cc: Asher Kent; Justin Boucher; Gareis, Gerhard
Subject: Verizon Connect Follow Up - Town of Schodack
Attachments: Networkfleet Capabilities.pdf; Roadside Assistance Fact Sheet.pdf; Verizon Connect Quote - Town of Schodack.pdf

Dave,

Thank you for taking the time to speak with us today. I've attached your quote along with some information around our solution. If you have any questions as you review it, please don't hesitate to reach out. I'm open to either the April or May workshop.

NYS OGS #PT66910 Pricing ([contract link](#))

- \$18.95 per vehicle monthly includes:
 - Real-time GPS & Lifetime History
 - Real-time Diagnostic Trouble Code Alerts
 - Maintenance Scheduling and Service Records
 - Roadside Assistance covering 4 incidents annually per vehicle
 - Fuel consumption reduction tools including idle, speed, and aggressive driver monitoring
- \$110.23 up-front one-time hardware cost per vehicle (self-installed)
 - \$65 per vehicle for professional installation (optional)
- Additional options
 - \$10 up-front hardware for a pair of PTO sensors. No additional monthly cost incurred
 - \$65 per in-cabin DriverID hardware + \$3.50 per driver-held keyfob. No additional monthly cost incurred
- Limited Lifetime Device Warranty
- 1 year term*

Return on Investment:

There are several ways organizations experience this. Here are some examples:

- **Fuel consumption** – many existing customers report back an average of 10 - 25% savings over the course of a year. Reducing idle by 1 hour weekly pays for the service for the month!
- **Real-time Diagnostics & Maintenance Scheduling** – Proactively maintaining the fleet lowers overall maintenance bills by avoiding bigger issues. It's also proven that a well-maintained fleet improves MPG.
- **Free Roadside Assistance** - Covers 4 incidents per vehicle annually. A single tow could pay for that vehicle's service for several months, even the whole year!
- **Insurance premium reductions** - These vary by provider and vehicle type, but worth a call to your insurer to find out.
- **Worker Productivity** – Immediately increases tasks/project completion by improving routes taken and reducing downtime.

Regards,



Chris Diaz
Account Manager – Public Sector

105 Twin Oaks Drive
Syracuse, NY 13206

C: (315) 766-7894 | F: (815) 301-2940
Christopher.Diaz@verizonconnect.com

PLEASE CONSIDER THE ENVIRONMENT BEFORE PRINTING THIS EMAIL

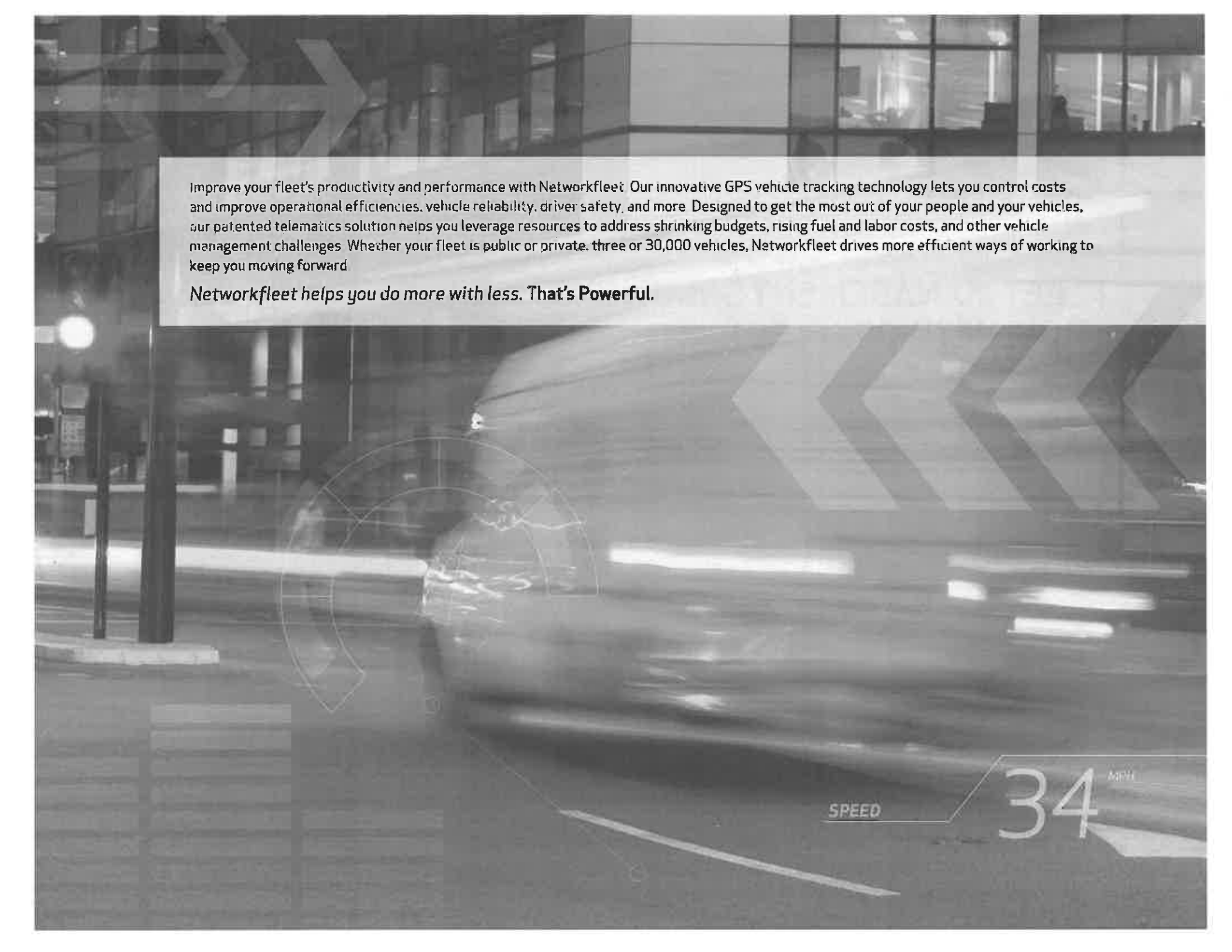
VERIZON CONNECT CONFIDENTIALITY NOTICE

This message is intended for the addressee only and may contain confidential and/or privileged material. Any review, re-transmission, dissemination, reliance upon or other use of this information by persons or entities other than the addressee is prohibited. If you receive this in error, please contact the sender and delete this message. Thank you.



Cut Costs. Work Smarter. Drive Safer.
**FLEET MANAGEMENT SOLUTIONS
FROM NETWORKFLEET.**





Improve your fleet's productivity and performance with Networkfleet. Our innovative GPS vehicle tracking technology lets you control costs and improve operational efficiencies, vehicle reliability, driver safety, and more. Designed to get the most out of your people and your vehicles, our patented telematics solution helps you leverage resources to address shrinking budgets, rising fuel and labor costs, and other vehicle management challenges. Whether your fleet is public or private, three or 30,000 vehicles, Networkfleet drives more efficient ways of working to keep you moving forward.

Networkfleet helps you do more with less. That's Powerful.