

PRICE QUOTATION
CARAHSOFT TECHNOLOGY CORP

11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190
PHONE (703) 871-8585 | FAX (703) 871-8505
WWW.CARAHSOFT.COM | SALES@CARAHSOFT.COM



TO: Doris O'SULLIVAN
Senior Project Manager of Information Technology
New Orleans Regional Transit Authority
2817 CANAL ST
NEW ORLEANS, LA 701196301 USA

FROM: Eric Wiles
Carahsoft Technology Corp.
11493 Sunset Hills Road
Suite 100
Reston, Virginia 20190

EMAIL: DOSULLIVAN@RTAFORWARD.ORG

EMAIL: Eric.Wiles@carahsoft.com

PHONE: (504) 827-8380

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TERMS: Contract Number: 4400010663
NASPO Master Contract Number: AR2472
Contract Term: 03/03/2017 to 09/15/2026
Shipping Point: FOB Destination
Credit Cards: VISA/MasterCard/AMEX
Remit To: Same as Above
Payment Terms: Net 30 (On Approved Credit)
Sales Tax May Apply

QUOTE NO:	61172749
QUOTE DATE:	11/13/2025
QUOTE EXPIRES:	12/31/2025
RFQ NO:	
SHIPPING:	ESD
TOTAL PRICE:	\$282,818.74
TOTAL QUOTE:	\$282,818.74

LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
YEAR 1						
1	10-0140-00-491	Enterprise Platform Build - Includes Rider Pro, Driver Pro, Optimization, Dispatch, and Data & Access Packages as well as Engage - pricing is based on per active vehicle Spare Labs, Inc. - 10-0140-00		\$21,991.20	COOP 1	\$21,991.20
2	10-0210-00-491	Base Vehicle Rate Per Vehicle Spare Labs, Inc. - 10-0210-00		\$2,425.50	COOP 58	\$140,679.00
3	60-0130-00-491	Partner Success - Enterprise - annual fee Spare Labs, Inc. - 60-0130-00		\$12,936.00	COOP 1	\$12,936.00
4	30-0110-00-491	Engage - pricing is based on per active vehicle This item appears with a quantity of 58 to align with the structure of the NASPO contract. Spare Labs, Inc. - 30-0110-00		\$772.6300	COOP 58	\$44,812.54
5	30-0240-00-491	AI Voice fee per Outcome (Outcome Examples: Booking, ETA Check, FAQ Check, Rider Registration, Cancellation, Modify Trip, Fixed Route Vehicle Location, Complaint, etc). Spare Labs, Inc. - 30-0240-00		\$0.4000	COOP 156,000	\$62,400.00
YEAR 1 SUBTOTAL:						\$282,818.74
SUBTOTAL:						\$282,818.74
TOTAL PRICE:						\$282,818.74
TOTAL QUOTE:						\$282,818.74

SUGGESTED OPTIONS

LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
YEAR 2						
6	10-0210-00-491	Base Vehicle Rate Per Vehicle Spare Labs, Inc. - 10-0210-00		\$2,425.50	COOP 58	\$140,679.00
7	60-0130-00-491	Partner Success - Enterprise - annual fee Spare Labs, Inc. - 60-0130-00		\$12,936.00	COOP 1	\$12,936.00

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LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
8	30-0110-00-491	Engage - pricing is based on per active vehicle This item appears with a quantity of 58 to align with the structure of the NASPO contract. Spare Labs, Inc. - 30-0110-00		\$772.6300 COOP	58	\$44,812.54
9	30-0240-00-491	AI Voice fee per Outcome (Outcome Examples: Booking, ETA Check, FAQ Check, Rider Registration, Cancellation, Modify Trip, Fixed Route Vehicle Location, Complaint, etc). Spare Labs, Inc. - 30-0240-00		\$0.4000 COOP	156,000	\$62,400.00
YEAR 2 SUBTOTAL:						\$260,827.54
YEAR 3						
10	10-0210-00-491	Base Vehicle Rate Per Vehicle Spare Labs, Inc. - 10-0210-00		\$2,425.50 COOP	58	\$140,679.00
11	60-0130-00-491	Partner Success - Enterprise - annual fee Spare Labs, Inc. - 60-0130-00		\$12,936.00 COOP	1	\$12,936.00
12	30-0110-00-491	Engage - pricing is based on per active vehicle This item appears with a quantity of 58 to align with the structure of the NASPO contract. Spare Labs, Inc. - 30-0110-00		\$772.6300 COOP	58	\$44,812.54
13	30-0240-00-491	AI Voice fee per Outcome (Outcome Examples: Booking, ETA Check, FAQ Check, Rider Registration, Cancellation, Modify Trip, Fixed Route Vehicle Location, Complaint, etc). Spare Labs, Inc. - 30-0240-00		\$0.4000 COOP	156,000	\$62,400.00
YEAR 3 SUBTOTAL:						\$260,827.54
YEAR 4						
14	10-0210-00-491	Base Vehicle Rate Per Vehicle Spare Labs, Inc. - 10-0210-00		\$2,425.50 COOP	58	\$140,679.00
15	60-0130-00-491	Partner Success - Enterprise - annual fee Spare Labs, Inc. - 60-0130-00		\$12,936.00 COOP	1	\$12,936.00
16	30-0110-00-491	Engage - pricing is based on per active vehicle This item appears with a quantity of 58 to align with the structure of the NASPO contract. Spare Labs, Inc. - 30-0110-00		\$772.6300 COOP	58	\$44,812.54
17	30-0240-00-491	AI Voice fee per Outcome (Outcome Examples: Booking, ETA Check, FAQ Check, Rider Registration, Cancellation, Modify Trip, Fixed Route Vehicle Location, Complaint, etc). Spare Labs, Inc. - 30-0240-00		\$0.4000 COOP	156,000	\$62,400.00
YEAR 4 SUBTOTAL:						\$260,827.54
YEAR 5						
18	10-0210-00-491	Base Vehicle Rate Per Vehicle Spare Labs, Inc. - 10-0210-00		\$2,425.50 COOP	58	\$140,679.00
19	60-0130-00-491	Partner Success - Enterprise - annual fee Spare Labs, Inc. - 60-0130-00		\$12,936.00 COOP	1	\$12,936.00
20	30-0110-00-491	Engage - pricing is based on per active vehicle This item appears with a quantity of 58 to align with the structure of the NASPO contract. Spare Labs, Inc. - 30-0110-00		\$772.6300 COOP	58	\$44,812.54

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LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
21	30-0240-00-491	AI Voice fee per Outcome (Outcome Examples: Booking, ETA Check, FAQ Check, Rider Registration, Cancellation, Modify Trip, Fixed Route Vehicle Location, Complaint, etc). Spare Labs, Inc. - 30-0240-00		\$0.4000 COOP	156,000	\$62,400.00
YEAR 5 SUBTOTAL:						\$260,827.54
SUGGESTED OPTIONS SUBTOTAL:						\$1,043,310.16

If the co-op agreement between the Utah and State (the "Co-op agreement") is not renewed or a materially similar contract is not executed then this agreement shall terminate on September 15th, 2026 coincident with the expiration of the of the Co-op agreement.