



SOLUTION PROPOSAL

FLEET MANAGEMENT SOFTWARE

FASTER

Shawn Alfred

City of Manitowoc, WI

Quote #: 4024

Quote Date: Mar 12, 2026

Quote Expires: May 11, 2026



FASTER Asset Solutions Quote and Proposal



Shawn Alfred
Finance Director
City of Manitowoc, WI

FASTER Asset Solutions is pleased to submit our proposal, City of Manitowoc, WI- Migration.

FASTER has been in business since 1982 and provides clients such as yourselves Fleet Management Information Solutions (FMIS). You have helped make FASTER the largest FMIS provider to city and municipal fleets in North America. Thank you!

We appreciate you considering a move to FASTER Web. Our robust cloud based FMIS.

FASTER is an Industry Leader for 3 key, strategic reasons:

FASTER has the Most Experienced Staff in the Industry:

Seventy percent of FASTER's technical staff have been with the company for more than 10 years. No other vendor fields the level of responsive, industry knowledgeable, technical support staff as FASTER. This provides more efficient implementations, superior 24/7-365 support, and ultimately better system utilization and ROI.

FASTER Invests in the Long-Term:

For more than 40 years FASTER has continuously improved FASTER solutions across three generations of technology. FASTER Web™ is latest, cloud-based Fleet Management Information Solution and includes the ability to integrate easily with other software through API technology. Additionally, FASTER issues multiple new updates each year that include new features and improvements across multiple aspects of the solution.

FASTER is Product and Service Focused:

Likely the most important distinction of FASTER is the strategy of continually reinvesting in FASTER products, solutions, and staff. This has created a justifiable reputation within the FASTER Client base, Strategic Partners and beyond that FASTER has industry leading software and the most responsive and knowledgeable support team in the asset management space.

Thank you for the opportunity to earn your business. If there is any additional information we can provide, or questions we can answer, please let us know.

Sincerely,

Blake Didier
FASTER Asset Solutions
Enterprise Sales Manager
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Contact	Blake Didier

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ACCEPT QUOTE

City of Manitowoc, WI- Migration

FASTER Web Core

One-Time Fees

Category	Item	Qty
LICENSE	FASTER WEB CORE LICENSE FEE FASTER WEB Core license fee per standard asset. Standard assets are those originally valued at \$5,000 or greater and active). <ul style="list-style-type: none"> This includes one instance of the FASTER Web Application with one database. Unlimited user access (named accounts) included. 35% Item Discount (\$5,866.00) FASTER (Code: 001) <u>Auth(0)</u> : Authentication Provider Integration w/Auth0 for Enterprise Connections (AuthEnt)	160
SETUP / Hosting	Database Management & Setup Migrating Customer Establishment of one FASTER Web instance with a single Database. This setup includes the FASTER Web test environment that will be used during the entire implementation, all database configuration, testing, backup configuration, and validation. Includes 24x7x365 cloud database access. This same environment will be promoted to be the production environment at the time of Go-Live. <ul style="list-style-type: none"> Backups: Hourly database backups will be conducted to ensure consistent and recoverable backups of the database to restore from in the event of an emergency. Database Backups will be limited to 14 days of recoverability. Backups will also be sent daily to a secure, offsite location 35% Item Discount (\$819.00) Faster Asset (Code: 620)	1

One-Time Subtotal	\$19,100.00
Discount	(\$6,685.00)

Annual Fees

Category	Item	Qty
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Category	Item	Qty
SUPPORT and MAINTENANCE	FASTER WEB CORE ANNUAL SUPPORT & MAINTENANCE FASTER WEB Core annual support and maintenance fee per standard asset. 35% Item Discount (\$1,310.40) FASTER (Code: 001A)	160
SUPPORT and MAINTENANCE / Hosting	Database Annual Support and Maintenance Annual fee for support, maintenance, software upgrades, firmware/database management, data storage, and report management. <ul style="list-style-type: none"> Backups: Hourly database backups will be conducted to ensure consistent and recoverable backups of the database to restore from in the event of an emergency. Database Backups will be limited to 14 days of recoverability. Backups will also be sent daily to a secure, offsite location Includes 24x7x365 cloud database access. 30% Item Discount (\$3,024.00) FASTER (Code: DBMSANN)	1

* Annual Support and Maintenance Fees billing schedules are outlined in the terms and conditions.

Annual Support And Maintenance Subtotal	\$13,824.00
Discount	(\$4,334.40)

FASTER Web Add-On Solutions

One-Time Fees

Category	Item	Qty
Addon Modules / WEB	Fuel Import - Single Vendor (Existing Customer) Single Vendor Fuel Import This is a single vendor fuel import for an existing customer who has been live on a FASTER product for more than 6 months. The import includes 1 (one) of the following options: <ol style="list-style-type: none"> Import a new fuel vendor fuel transaction file. Import a new fuel file from your existing vendor. FASTER will conduct complete configuration and testing of the fuel file layout and export files (flat files) from the fuel system. Site & Dispenser optional add on is available, if required, to the single vendor fuel import 35% Item Discount (\$1,471.75) Faster Asset (Code: 301)	1
Addon Modules / WEB	Dashboard The Faster Dashboard provides easy access to an at-a-glance overview of key performance indicators and data for your organization. The FASTER Dashboard is designed to give fleets a way to monitor performance, communicate, and make quick decisions about their operations. It comes with 20 Key Performance Indicators (KPIs) charts within the Dashboard Add-on, which includes the 8 module landing charts available within FASTER Web which can also be accessed via the Dashboard for one convenient high level overview. 100% Item Discount (\$12,020.00) FASTER (Code: 207nc)	1

One-Time Subtotal	\$16,225.00
Discount	(\$13,491.75)



Annual Fees

Category	Item	Qty
SUPPORT and MAINTENANCE	Fuel Import Single Vendor Support and Maintenance Existing Customer Annual support and maintenance for fuel import for existing customer 40% Item Discount (\$340.00) FASTER (Code: 301ann)	1
SUPPORT and MAINTENANCE	Dashboard Annual Support and Maintenance 100% Item Discount (\$2,410.00) FASTER (Code: 207ncann)	1

* Annual Support and Maintenance Fees billing schedules are outlined in the terms and conditions.

Annual Support And Maintenance Subtotal	\$3,260.00
Discount	(\$2,750.00)

FASTER Web Implementation

One-Time Fees

Category	Item	Qty
Professional Services / Data Conversion	Migration Data Conversion The Migration Data Conversion Product is used for migrating data from FASTER Win to FASTER Web. <ul style="list-style-type: none">• Data Migration for FASTER Win Add-Ons are quoted individually and require an individual requirements scope• Data Migration for FASTER Win Customizations are quoted individually and require an individual requirements scope 35% Item Discount (\$7,815.50) Faster Asset (Code: 408A)	1

One-Time Subtotal	\$22,330.00
Discount	(\$7,815.50)

FASTER Web Training

One-Time Fees

Category	Item	Qty
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Category	Item	Qty
Professional Services / Training	Implementation Training <ul style="list-style-type: none"> • Faster Web 101 Introduction • Training Planning Meeting • Pre-Go Live <ul style="list-style-type: none"> • Six sessions totaling 8 hours of remote, live, instructor-led training focusing on a functional understanding of FASTER Web features to help prepare you for Go Live • Go Live <ul style="list-style-type: none"> • Three days of onsite, live, instructor-led training • Covers functions necessary in day-day fleet work • 90 Days Post-Go Live <ul style="list-style-type: none"> • Deployment 30 min weekly Status Consult for 1st 30 days • Health Check 2-hr call 60 and 90 days from Go Live. • Ongoing through 1st Year <ul style="list-style-type: none"> • Access to FASTER Resource Central • Monthly public Q&A and Seminar on specific topics 	1
	35% Item Discount (\$5,568.50)	
	Faster Asset (Code: 512-SGL1)	

One-Time Subtotal	\$15,910.00
Discount	(\$5,568.50)

Summary

Please contact us if you have any questions.

One-Time Subtotal	\$73,565.00
Discount	(\$33,560.75)
Total One-Time	\$40,004.25 USD
Annual Support And Maintenance Subtotal	\$17,084.00
Discount	(\$7,084.40)
Total Annual Support And Maintenance	\$9,999.60 USD

ACCEPT QUOTE



Cost Breakdown

Category	One-Time Fees	Annual Fees
LICENSE	\$16,760.00	—
SUPPORT and MAINTENANCE	—	\$7,004.00
SETUP / Hosting	\$2,340.00	—
SUPPORT and MAINTENANCE / Hosting	—	\$10,080.00
Addon Modules / WEB	\$16,225.00	—
Professional Services / Data Conversion	\$22,330.00	—
Professional Services / Training	\$15,910.00	—
Discount	(\$33,560.75)	(\$7,084.40)
Total	\$40,004.25 USD	\$9,999.60 USD



- All sales subject to [FASTER Asset Terms and Conditions](#).
- Standard agreement for recurring pricing model is 60 months.
- Cancellation of service prior to term expiration will result in an early termination fee equal to 85% of the recurring fees for the remaining term period.
- PAYMENT TERMS:
 - One Time Fees:
 - 30% Due at Purchase Confirmation
 - 30% Due upon completion of Kickoff call and Environment established
 - Kick off call is completed with the client, software environment installation and setup, initial group of logins are delivered to client.
 - 20% Due at 101 Pre-Training / UAT (User Acceptance Testing)
 - Access to client resources for system operation provided, software use training session delivered.
 - 20% Due at Delivery of Converted Data and GO LIVE of software package
 - Recurring Fees:
 - 100% of Annual Fees at Kickoff call and Environment of *FASTER Web*. Any months remaining on *FASTER Win* support will be deducted from the first year's annual fee.

Legacy Data Preparation and Cleanup

FASTER Asset Solutions always recommends that customers confirm that all legacy system data is current, accurate, and in good order. Data maintained in good order from previous systems will not typically require any corrections and can be imported effectively and efficiently into the *FASTER Web* product without issue. In the event that there are legacy data issues that require correction by the customer, *FASTER Web* consultants will support those efforts for our customers by providing guidance and advice.