

Date : 9/23/2019 10:38:49 PM  
From : "T-Mobile For Business Demo Program" t-mobileforbusiness@viennachannels.com  
To : "bgraham@huntersville.org" bgraham@huntersville.org  
Cc : "heidi.vierkant1@t-mobile.com" heidi.vierkant1@t-mobile.com  
Subject : \*Action Required\* Demo Devices Due - RE: Order No. 869284



T-Mobile For Business Demo Program  
c/o Vienna Channels  
1905 Industrial Boulevard  
Colleyville, TX 76034

September 23, 2019

Dear Barry:

We hope you have enjoyed and benefited from your evaluation of your demo device(s). This is a reminder that your Trial Period will expire on **September 26, 2019**. For demo devices, please use the prepaid shipping label provided to you or return the demo device(s) to us at:

**Vienna Channels**  
**1905 Industrial Boulevard**  
**Colleyville, TX 76034**

We will suspend the SIM when the device is 15 days late. If the device is still in your possession, please return it immediately.

For SIM ONLY orders, the SIM will be deactivated after the Trial Period and may be recycled.

If you tested an iPhone, please turn off Find My iPhone feature and remove the demo device from your iCloud account via iCloud. If you tested an Android device, please remove your Google ID. Failure to remove all passwords and locks may result in an unlocking fee.

Thank you for trying T-Mobile.

Best regards,  
T-Mobile For Business Demo Program  
[t-mobileforbusiness@viennachannels.com](mailto:t-mobileforbusiness@viennachannels.com)

**Order Number: 869284**

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**Ship To:**

Barry Graham  
Town of Huntersville  
9630 Julian Clark Ave  
Huntersville, NC 28078

**Shipment Contents:**

Product: Geotab Pro Plus w/ Demo SIM  
SN: 015523000070106

Product: Geotab Pro Plus w/ Demo SIM  
SN: 015523000074959

Date : 10/11/2019 10:39:08 PM  
From : "T-Mobile For Business Demo Program" t-mobileforbusiness@viennachannels.com  
To : "bgraham@huntersville.org" bgraham@huntersville.org  
Cc : "heidi.vierkant1@t-mobile.com" heidi.vierkant1@t-mobile.com  
Subject : \*Action Required\* Demo Devices Due - RE: Order No. 869284



T-Mobile For Business Demo Program  
c/o Vienna Channels  
1905 Industrial Boulevard  
Colleyville, TX 76034

October 11, 2019

Dear Barry:

We hope you have enjoyed and benefited from your evaluation of your demo device(s). This is a reminder that your Trial Period expired on **October 11, 2019**. For demo devices, please use the prepaid shipping label provided to you or return the demo device(s) to us at:

**Vienna Channels**  
**1905 Industrial Boulevard**  
**Colleyville, TX 76034**

We will suspend the SIM when the device is 15 days late. If the device is still in your possession, please return it immediately.

For SIM ONLY orders, the SIM will be deactivated after the Trial Period and may be recycled.

If you tested an iPhone, please turn off Find My iPhone feature and remove the demo device from your iCloud account via iCloud. If you tested an Android device, please remove your Google ID. Failure to remove all passwords and locks may result in an unlocking fee.

Thank you for trying T-Mobile.

Best regards,  
T-Mobile For Business Demo Program  
[t-mobileforbusiness@viennachannels.com](mailto:t-mobileforbusiness@viennachannels.com)

**Order Number: 869284**

---

**Ship To:**  
Barry Graham  
Town of Huntersville  
9630 Julian Clark Ave  
Huntersville, NC 28078

Shipment Contents:  
Product: Geotab Pro Plus w/ Demo SIM  
SN: 015523000070106

Product: Geotab Pro Plus w/ Demo SIM  
SN: 015523000074959

Date : 9/24/2019 12:34:11 PM

From : "Geotab Account Training Team" usatraining@geotab.com

To : "bgraham@huntersville.org" bgraham@huntersville.org

Subject : Congratulations! Register for your training session



Hello Barry Graham,

Welcome to Geotab onboarding...again! Why are you getting this email? We have updated the format to register for training. You can now register for training using the direct links below!

**\*You can use the links to register additional users. Or, just forward this email to additional users to get them registered.\***

We offer the following training sessions throughout the week:

- [Database Overview](#)
- [HOS AdminTraining](#)
- [HOS Drive App \(Driver\) Training](#)
- [Q&A Session - HOS Admin & Drive App \(Driver\)](#)
- [Q&A Session - Database](#)

**Need help now?** You can reach out to our Support Specialists anytime at 1-800-425-8716.

Thank you!

Date : 3/16/2020 10:39:53 PM

From : "Paul Naylor" paulnaylor@geotab.com

To : "bgraham@huntersville.org" bgraham@huntersville.org

Subject : Customer Onboarding -Huntersville Police [ ref:\_00D50735v.\_5002J1Jaleh:ref ]

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Barry,

I want to introduce myself, my name is Paul Naylor. I am your dedicated Account Training Specialist, and I will be handling the training for your account. I wanted to check in and see if I could be of any assistance. I'd be happy to schedule some time to go over a few of the abilities of the database with you. You'll be able to book your appointment slot that works best for you from the link below. The training usually will take around 40 - 50 minutes and is done through Google Meets Video Call, this is so you would be able to see my screen during the training.

When you click on the slot, you can either fill in your company's information or name to secure your spot.

Click [here](#) for the appointment calendar.

Let me know if you have any questions

--

**Paul Naylor**

Geotab

Implementation Specialist |

[Direct] +1 (702) 952-1496

[Toll-Free] [+1 \(800\) 397-7102](tel:+18003977102)

[Visit] [www.geotab.com](http://www.geotab.com)

[Twitter](#) | [Facebook](#) | [YouTube](#) | [LinkedIn](#)

**Support Hours**

24/7 Live Chat, Email and Phone Support

[Visit] [www.help.geotab.com](http://www.help.geotab.com)

ref\_00D50735v.\_5002J1Jaleh:ref

**Date : 9/20/2018 4:13:11 PM**

**From : "Melvin McNeill" [melvin.mcneill@gpsmobilesolutions.com](mailto:melvin.mcneill@gpsmobilesolutions.com)**

**To : "Melvin McNeill" [melvin.mcneill@gpsmobilesolutions.com](mailto:melvin.mcneill@gpsmobilesolutions.com)**

**Subject : Driver and Pedestrian Safety**

Good Afternoon,

Melvin with GPS Mobile Solutions, I hope all is well today and I look forward to seeing you at the APWA Conference in Greenville next week. I was speaking with Travis Brown this morning at the City of Raleigh who is one of my clients and mentioned that two years ago before the Wilmington Conference we dealt with Matthew but we made it thru and with all the work that you do, we will rebound from Florence.

Working with agencies like Wake County, City of Raleigh, Morrisville, Knightdale, Concord, Hickory and others across the State of North Carolina, many of these agencies that deploy the BIG Data piece with Geotab and GPS Mobile Solutions have seen a tremendous reduction in Driver and Pedestrians incidents at a fraction of the cost of other solutions. Please give me a call if your agency is interested in learning more before the conference or let me know that you will stop by the booth to chat with me. I know many of you have expressed interest in the past conference but how long can you go without doing something that you could have prevented. Have a great day and see you next week.

<http://fleetnewsdaily.com/geotab-expands-driver-pedestrian-safety/>

Thanks Again,

**Melvin G. McNeill**

**Major Account Consultant**

**GPS Mobile Solutions**

**(919) 954-8060 ( office)**

**919-612-4157 (mobile)**

**(919) 954-8160 ( fax )**

**[melvin.mcneill@gpsmobilesolutions.com](mailto:melvin.mcneill@gpsmobilesolutions.com)**

**[www.gpsmobilesolutions.com](http://www.gpsmobilesolutions.com)**

Date : 3/30/2020 12:00:08 PM

From : "No Reply" noreply@geotab.com

To : "bgraham@huntersville.org" bgraham@huntersville.org

Subject : Event Reminder - Geotab Meeting with Paul Naylor

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.



**GEOTAB**  
management by measurement

Hello Barry,

This is a reminder for your scheduled online meeting with **Paul Naylor** from Geotab.

You should have received a separate email with a calendar invitation, including the meeting time in your specific time zone. Please use the link in the email to join the session.

Should you need to reschedule please feel free to reach out before the scheduled time.

Note:

*Google Hangouts Meets will be the primary platform used for this training session. The link is located just above the description in your calendar invite. In addition, there is a call in number, in the event you have issues with your audio. Should the link not work, try to copy/paste the link into your Chrome browser's URL.*

*"Hangouts Meets" Technical Requirements:*

<https://support.google.com/meet/answer/7317473?hl=en>

Thank you,

**Geotab Customer Success Team**

**Date :** 10/2/2019 4:01:27 PM  
**From :** "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org)  
**To :** "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)  
**Subject :** FW: GeoTab Info  
**Attachment :** Geo Tab Rate Plan Feature Comparison.pdf;image003.jpg;

Major Barry Graham  
Huntersville Police Department  
9630 Julian Clark Ave.  
Huntersville, NC 28078  
704-464-5400 Main  
704-464-5380 Office

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**From:** Vierkant, Heidi <[Heidi.Vierkant1@T-Mobile.com](mailto:Heidi.Vierkant1@T-Mobile.com)>  
**Sent:** Thursday, September 5, 2019 4:54 PM  
**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>; Amelia Burnette <[aburnette@huntersville.org](mailto:aburnette@huntersville.org)>; Kevin Fox <[kfox@huntersville.org](mailto:kfox@huntersville.org)>; Steve Robbins <[srobbins@huntersville.org](mailto:srobbins@huntersville.org)>; Michael Jaycocks <[mjaycocks@huntersville.org](mailto:mjaycocks@huntersville.org)>  
**Cc:** Larry Davis <[ldavis@huntersville.org](mailto:ldavis@huntersville.org)>; Anthony Roberts <[aroberts@huntersville.org](mailto:aroberts@huntersville.org)>; Gedney, Bryan <[Bryan.Gedney@T-Mobile.com](mailto:Bryan.Gedney@T-Mobile.com)>  
**Subject:** GeoTab Info

Hi All,

It was great to meet with you all yesterday. I am excited for all the ways this solution will help your departments save time and greatly reduce manual processes.

- We discussed the 3 different tiers of GeoTab – please see attached for a detailed breakdown of what is included in each tier. State contract pricing below:
  - Base: \$12.30
  - Pro: \$23.78
  - Pro Plus: \$28.70

**Stated Benefits for Parks & Rec:**

- Scheduled maintenance
- Speeding alerts – especially for student and elderly transportation
- Breadcrumb trail (route history) and determining how many hours are spent driving and at different worksites
- *Recommendation: Base for \$12.30*

**Stated Benefits for Public Works:**

- Scheduled maintenance
- Tracking of heavy equipment
- Most and least utilized vehicles
- *Recommendation: Base for \$12.30*
- \*If work order integration and dispatching are desired (paperless tablet based solution), Pro would be a better option

**Stated Benefits for Police:**

- If a patrol car has patrolled a certain neighborhood or area
- Monitoring off hours usage (when officers take the vehicles home)
- Fuel card integration – current fuel card integrates with the platform
- Eliminating a manual process of determining when a car has reach end of life
  - Unit grabs year, make and model of the vehicle as well as VIN and odometer reading automatically
- Scheduled maintenance
- *Recommendation: Pro or Pro Plus*
  - The main difference between Pro and Pro Plus is active tracking – active tracing is second by second portal updates where you can see a vehicle driving on a map. If that is not needed, Pro will be sufficient

I know Barry asked for a couple demo units and I will work on getting those out. Please let me know if you need anything else from me. I will follow up with each department in the coming weeks to discuss moving forward with the solution. There are so many benefits and I am excited to get started!

Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



Mobile: 704-906-2600 | Govt. Care: 844-361-1310

## Rate Plans

<b>Base</b>	<b>Regulatory</b>	<b>Pro</b>	<b>ProPlus</b>
The Base plan offers GPS location, VIN, Driver ID, and basic IOX support.	The Regulatory plan adds Hours of Service, IFTA and Temperature Monitoring functionality over the Base plan. It is geared towards assisting fleets in meeting a range of compliance regulations.	The Pro plan offers the functionality of the Regulatory plan and adds support for engine and accelerometer data.	The ProPlus plan offers the greatest functionality, including Active Tracking, a lifetime warranty, and premium services including EV data.
<b>Third-Party Device Plan</b> This device plan is intended for integrations of third-party devices. See <a href="#">here</a> for more information.			

<b>Base</b>	<b>Regulatory</b>	<b>Pro</b>	<b>ProPlus</b>
<b>Region</b> Worldwide	<b>Region</b> USA · Canada	<b>Region</b> Worldwide	<b>Region</b> Worldwide

## Device

End-to-end security using authentication, encryption, message integrity verification, individualized devices with unique IDs, non-static security keys, and digitally-signed firmware.	Yes	Yes	Yes	Yes
Patented advanced trip recording for accurate vehicle location and distance travelled	Yes	Yes	Yes	Yes
<b>Active Tracking — Live Vehicle Location</b>				Yes
Real-time audible alerts or verbal coaching for rules-based driver feedback				Yes
Map updated with live vehicle movement				Yes
Internal GPS antenna	Yes	Yes	Yes	Yes
Position instantly available after cold start (ephemeris)	Yes	Yes	Yes	Yes
Simple Plug-&-Play installation	Yes	Yes	Yes	Yes
Installation record (date/time/location) when unit connected	Yes	Yes	Yes	Yes
Device tampering/removal detection with date/time/location stamp	Yes	Yes	Yes	Yes
Intelligent ignition detect using accelerometer and voltage — patent pending	Yes	Yes	Yes	Yes
Voltage monitoring on crank (indicates electrical battery health)	No	Yes	Yes	Yes
Battery voltage monitoring via regular heartbeats when ignition is off (identifies battery drain — door open/light left on)	No	Yes	Yes	Yes
Self-calibrating accelerometer — no vehicle setup required			Yes	Yes
Detect impact events while parked with ignition off			Yes	Yes
Detect towing events (moving with ignition off)			Yes	Yes
False positive filtering (i.e. does not record railroad tracks, speed bumps or potholes as aggressive driving)			Yes	Yes
Collision data memory buffer records over 100 minutes of second-by-second data — auto detection and upload of last 1.2 minutes on collision			Yes	Yes
On-device memory for logging out-of-coverage situations — up to 1 month of driving	80,000 logs	80,000 logs	80,000 logs	80,000 logs
Automatic OBD/CAN protocol detection at device install	Yes	Yes	Yes	Yes
Automatic VIN readout	Yes	Yes	Yes	Yes
Estimated odometer and engine hours (not based on engine data)	Yes	Yes	Yes	Yes
Actual engine hours, engine road speed & odometer from engine †For HOS purposes only.		Yes <sup>†</sup>	Yes	Yes



<b>Engine Management</b>			Yes	Yes
<ul style="list-style-type: none"> <li>• SAE J1939 (including FMS) &amp; J1708</li> <li>• Legacy OBD: SAE J1850 PWM/VPW, ISO 9141-2, and ISO 14230 KWP2000</li> <li>• Single Wire CAN (GM 33.3 kbps, Fiat/Dodge 50 kbps)</li> <li>• ISO 15765 CAN (including WWH-OBD, GMLAN, VW TP2.0) @ 125 kbps, 250 kbps, 500 kbps</li> <li>• Medium Speed CAN @ 125 kbps, 250 kbps, 500 kbps</li> </ul>			Yes	Yes
<b>Engine Data</b> (recorded if supported by vehicle)			Yes	Yes
Odometer, Engine Hours and Engine Road Speed †For HOS purposes only.		Yes <sup>†</sup>	Yes	Yes
Coolant temperature			Yes	Yes
Driver's seat belt			Yes	Yes
Passenger seat occupied			Yes	Yes
Passenger seatbelt			Yes	Yes
Total fuel used			Yes	Yes
Total idle fuel used			Yes	Yes
Fuel level input (to identify fuel-up events and for data integration with fuel card)			Yes	Yes
RPM			Yes	Yes
Ignition detect			Yes	Yes
Check Engine Light			Yes	Yes
Engine faults, including unknown proprietary engine faults			Yes	Yes
<b>Data Specific to Electric Vehicles</b> (supported BEVs and PHEVs)				
EV driving energy used				Yes
EV battery charge % (SOC)				Yes
EV charging status				Yes
EV charging energy				BETA
<b>In-vehicle Audible Alerts / Driver Feedback</b>	Limited	Limited	Yes	Yes
Speeding	Yes	Yes	Yes	Yes
Driver ID not presented on ignition	Yes	Yes	Yes	Yes
Idling	Yes	Yes	Yes	Yes
Driving in reverse			Yes	Yes
Rule violation	Limited	Limited	Yes	Yes
High RPM — target fuel savings			Yes	Yes
Seatbelt usage detection over user-defined speed			Yes	Yes
Aggressive driving (acceleration, braking, cornering)			Yes	Yes
Over-the-air firmware updates	Yes	Yes	Yes	Yes
Over-the-air plan upgrades	Yes	Yes	Yes	Yes
Over-the-air parameter modifications	Yes	Yes	Yes	Yes
IP indemnification	Yes	Yes	Yes	Yes

Limited lifetime warranty* *Certain conditions apply.				Yes
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## Expansion

Custom Add-In integrations available	Yes	Yes	Yes	Yes
Access partner Add-Ons and solutions through the Marketplace (additional cost may apply)	Yes	Yes	Yes	Yes
Advanced Software Development Kit (SDK) supporting full integration and customization (C# & Javascript integration, full AJAX/JSON interface)	Yes	Yes	Yes	Yes
Monitor auxiliary input events — door open/close, sensors, etc. via IOX-AUXM	Yes	Yes	Yes	Yes
In-vehicle verbal coaching via IOX-GOTALK Available for English, German, Spanish, French, Italian	Yes	Yes	Yes	Yes
Driver ID via IOX-NFCREADER	Yes	Yes	Yes	Yes
Loud buzzer via IOX-BUZZ	Yes	Yes	Yes	Yes
USB power for mobile devices and tablets via IOX-USB	Yes	Yes	Yes	Yes
Two-way data transfer via IOX-USB* * Contact your reseller to enable this feature				Yes
Iridium satellite connection via IOX-SATIRDv2	EXTRA	EXTRA	EXTRA	EXTRA
Bluetooth® beacon monitoring via IOX-BT				Yes
DICKEY-john® Control Point control system (via the IOX-DJ)				Yes
Rexroth® Compu-Spread® CS440 and CS550 controllers (via the IOX-COMSPREAD)				Yes
Cirus Controls® SpreadSmart Rx® controllers (via the IOX-CRS)				Yes
FORCE® AMERICA 5100ex® Spreader Control systems (via the IOX-FAM)				Yes
Read third-party serial data via IOX-RS232M/F				Yes
Read third-party data over the CAN bus via IOX-CAN				Yes
Mobileye integration via IOX-CAN				Yes
Reefer monitoring with Valor wireless temperature sensors (requires IOX-CAN)		Yes	Yes	Yes
Tire Pressure Monitoring Systems (TPMS) integration with Valor wireless sensors (requires IOX-CAN)				Yes
Lone worker and man down solutions with Grace Industries integrated devices (requires additional IOXs)				Yes
Associate HID card to vehicle using RFID via IOX-HID				Yes
Monitor analog auxiliary inputs — fuel levels, temperature, PTO detection, etc. via IOX-ANALOG				Yes
Control a remote relay in the vehicle with IOX-OUTPUTM	Yes	Yes	Yes	Yes
<b>Garmin Support and IOX-Garmin</b>		Yes	Yes	Yes
Dispatch vehicle to zone or address		Yes	Yes	Yes
Send multiple routes and auto-select next		Yes	Yes	Yes
2-way messaging		Yes	Yes	Yes
Set driver status		Yes	Yes	Yes

Can use Drive App on Android OS-based Garmins		Yes	Yes	Yes
Truck-specific features (road speed, sharp turn, red light camera) and routing		Yes	Yes	Yes
IOX-Garmin can power Garmin device		Yes	Yes	Yes
<b>Garmin Hours of Service (HOS)</b>		Yes	Yes	Yes
US Federal Interstate Regulations (§395) <ul style="list-style-type: none"> <li>US property/passenger 60-hour/7-day &amp; 70-hour/8-day</li> <li>16-hour day support</li> </ul>		Yes	Yes	Yes
<b>Drive App</b> (mobile device/tablet, data plan, and IOX-USB for HOS are extra cost)	Limited	Yes	Yes	Yes
<b>DVIR (Driver Vehicle Inspection Report)</b>	Yes	Yes	Yes	Yes
US Federal Regulations (§396)	Yes	Yes	Yes	Yes
Canadian Regulations (NSC 13)	Yes	Yes	Yes	Yes
<b>Drive App Hours of Service (HOS)</b>		Yes	Yes	Yes
US Federal Interstate Regulations (§395) <ul style="list-style-type: none"> <li>US property/passenger 60-hour/7-day &amp; 70-hour/8-day</li> <li>US property/passenger short-haul</li> <li>16-hour day support</li> </ul>		Yes	Yes	Yes
Select US Intrastate Regulations <ul style="list-style-type: none"> <li>California property/passenger intrastate</li> </ul>		Yes	Yes	Yes
Canadian Federal Regulations (S of 60°) <ul style="list-style-type: none"> <li>7-day cycle 1 &amp; 14-day cycle 2</li> </ul>		BETA	BETA	BETA
Automatic duty status changes		Yes	Yes	Yes
Adverse weather condition support		Yes	Yes	Yes
Oil industry exemption support		Yes	Yes	Yes
Yard Move and Personal Conveyance support		Yes	Yes	Yes
Driver identification and co-driver support	Yes	Yes	Yes	Yes
Works alongside other third-party applications installed on mobile device/tablet	Yes	Yes	Yes	Yes
2-way messaging	BETA	BETA	BETA	BETA
Dispatch zone, address, or route to vehicle via messaging	BETA	BETA	BETA	BETA
Rules-based driver feedback via messaging	Limited/BETA	Limited/BETA	BETA	BETA
Navigation using built-in mobile device/tablet application or third-party navigation	BETA	BETA	BETA	BETA
Automatic driver-to-vehicle pairing when logged in to the Drive App.	BETA	BETA	BETA	BETA
<b>Drive App Add-Ins</b>	Yes	Yes	Yes	Yes
Privacy Mode	Yes	Yes	Yes	Yes

## Application

Web-based tracking	Yes	Yes	Yes	Yes
Web-based trip log	Yes	Yes	Yes	Yes
Support for multiple map types and views	Yes	Yes	Yes	Yes

Unlimited customer zone importing, editing and creation (geofencing)	Yes	Yes	Yes	Yes
Notifications on zone entry/exit	Yes	Yes	Yes	Yes
Flexible group structure for vehicles, zones (customers), users, rules, drivers, and reports	Yes	Yes	Yes	Yes
Powerful and customizable business exception rules	Yes	Yes	Yes	Yes
Combination exception rules	Yes	Yes	Yes	Yes
Email, web-based popup, text message and web service call notifications on rule exceptions	Yes	Yes	Yes	Yes
Roadside Add-In for towing, locksmith, battery boost, fuel delivery, flat tire change, & more. USA and Canada only, with fleet-wide utilization of the ProPlus plan. Other conditions apply.				Yes
Support Services With fleet-wide utilization of the ProPlus plan.				Yes
Privacy Mode	Yes	Yes	Yes	Yes
Collision Reconstruction Add-In			Yes	Yes
<b>Built-In Rules-Based Exceptions</b>	Limited	Limited	Yes	Yes
Speeding	Yes	Yes	Yes	Yes
After-hours usage	Yes	Yes	Yes	Yes
Productivity (idling, arrival/departure times, etc.)	Yes	Yes	Yes	Yes
Backup when leaving			Yes	Yes
Engine diagnostics and issues			Yes	Yes
Dangerous driving (acceleration, braking, cornering)			Yes	Yes
Seatbelt usage			Yes	Yes
Collision			Yes	Yes
Low battery warning			Yes	Yes
Engine misuse (over-revving)			Yes	Yes
<b>Reports</b>	Limited	Limited	Yes	Yes
Over 30 built-in reports	Yes	Yes	Yes	Yes
Customizable dashboards and reports	Yes	Yes	Yes	Yes
Trending dashboards and reports	Yes	Yes	Yes	Yes
Report scheduling	Yes	Yes	Yes	Yes
Private vs. Business mileage	Limited	Limited	Yes	Yes
IFTA fuel tax reports	Limited	Yes	Yes	Yes
Driver scoring reports	Limited	Limited	Yes	Yes
Risk management reports (insurance use case)	Limited	Limited	Yes	Yes
Customer stops by zone report	Yes	Yes	Yes	Yes
Driver congregation report	Yes	Yes	Yes	Yes
Customizable work hours, time off, and timecard reports	Yes	Yes	Yes	Yes
Collision reconstruction report Reports for devices on Base and Regulatory mode will not include Accelerometer information	Yes	Yes	Yes	Yes
Find nearest vehicle to location including distance	Yes	Yes	Yes	Yes

Color-coding to signify the status of Garmin-equipped drivers on a map		Yes	Yes	Yes
Maintenance reminders scheduled by time or distance	Yes	Yes	Yes	Yes
Maintenance reminders scheduled by engine data parameters †For HOS purposes only.		Yes <sup>†</sup>	Yes	Yes
Unlimited users	Yes	Yes	Yes	Yes
Flexible user access control — features can be hidden or limited based on user or vehicle groups	Yes	Yes	Yes	Yes
Ability to audit all database actions	Yes	Yes	Yes	Yes
Scalable — up to 50,000 devices in one database	Yes	Yes	Yes	Yes
One year of cloud storage with tools for local file export	Yes	Yes	Yes	Yes
Industry best practices for security	Yes	Yes	Yes	Yes
Best-in-class Tier 2 and Tier 3 engineering support	Yes	Yes	Yes	Yes

## Additional Rate Plans

### Third-Party Device Plan

This rate plan allows third-party devices to integrate with the Fleet Management Application. The Application will accept the following data types from the third-party device:

- Latitude
- Longitude
- Speed
- Date and time
- Ignition state
- Auxiliary relay status for up to 8 relays
- Engine/diagnostic data\*
- Device data\*

\*See the SDK documentation for the specific supported diagnostics.

Once integrated, third-party devices can use the majority of the features offered by the Application.

**Date :** 10/2/2019 4:00:58 PM

**From :** "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org)

**To :** "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)

**Subject :** FW: Geotab Quote

**Attachment :** Huntersville PD Geotab base.pdf;Huntersville PD Geotab Pro.pdf;image003.jpg;

The Pro will be about \$1,665 per month for 70 cars. This would be all of patrol and traffic.

I'll send the comparison sheet behind this email.

Major Barry Graham  
Huntersville Police Department  
9630 Julian Clark Ave.  
Huntersville, NC 28078  
704-464-5400 Main  
704-464-5380 Office

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**From:** Vierkant, Heidi <[Heidi.Vierkant1@T-Mobile.com](mailto:Heidi.Vierkant1@T-Mobile.com)>

**Sent:** Wednesday, October 2, 2019 3:21 PM

**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>

**Cc:** Amelia Burnette <[aburnette@huntersville.org](mailto:aburnette@huntersville.org)>; Larry Davis <[ldavis@huntersville.org](mailto:ldavis@huntersville.org)>; Gedney, Bryan <[Bryan.Gedney@T-Mobile.com](mailto:Bryan.Gedney@T-Mobile.com)>

**Subject:** Geotab Quote

Hi Barry,

It was great to speak with you on Monday. I know you will be speaking with the Chief and Town Manager this next week and I wanted to be sure you had all the information you need. I have attached 2 quotes, one for base and one for pro.

- No contract
- No cost hardware
- If budget is a concern, you can start with base and upgrade to pro in July (or whenever you want)
- Let me know what you need for is to get this going by end of calendar year

Thanks!

Heidi Vierkant

Government Account Manager

[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

T-Mobile Proposal  
Cost reflects NC State Contract Government Discounts



Heidi Vieraknt  
704-906-2600  
Government Account Manager

Monthly Service	Quantity	Service	Total Monthly
Geotab Base	100	\$12.30	\$1,230.00
OneTime Costs	Quantity	Cost	Total Onetime
Geotab Go8 Unit	100	\$0.00	\$0.00
<b>Total Monthly</b>			<b>\$1,230.00</b>



T-Mobile Proposal  
Cost reflects NC State Contract Government Discounts



Heidi Vieraknt  
704-906-2600  
Government Account Manager

Monthly Service			
	Quantity	Service	Total Monthly
Geotab Pro	100	\$23.78	\$2,378.00
OneTime Costs			
	Quantity	Cost	Total Onetime
Geotab Go8 Unit	100	\$0.00	\$0.00
<b>Total Monthly</b>			<b>\$2,378.00</b>





**Date :** 12/17/2019 9:47:05 PM  
**From :** "Brian Sloop" bsloop@campbell-brown.com  
**To :** "Jim Beachley" jamesbeachley@gmail.com  
**Cc :** "Brian Vaughan" bvaughan@huntersville.org  
**Subject :** FW: Geotab Quote  
**Attachment :** image001.jpg;ATT00001.htm;IOX-AUX.pdf;ATT00002.htm;

Jim, here is what I called you about....

Brian Sloop  
Campbell-Brown, Inc.  
Cell (704) 451-3327

---

**From:** Brian Vaughan [mailto:bvaughan@huntersville.org]  
**Sent:** Tuesday, December 17, 2019 3:57 PM  
**To:** Brian Sloop  
**Subject:** Fwd: Geotab Quote

Could you have Jim look at this and see how hard it would be to install and if there's any remote chance I could do it myself?

And what the cost would be?

Thanks!

Brian

Sent from my iPhone

---

**From:** Vierkant, Heidi <Heidi.Vierkant1@T-Mobile.com>  
**Sent:** Friday, December 13, 2019 8:15 AM  
**To:** Barry Graham <bgraham@huntersville.org>  
**Cc:** Bence Hoyle <bhoyle@huntersville.org>; Gedney, Bryan <Bryan.Gedney@T-Mobile.com>  
**Subject:** Geotab Quote

Hello,

It was a pleasure speaking with you yesterday. I think you are going to be extremely satisfied with the Geotab solution. I have attached the quote, please take note of below:

- Only 1 AUX cable is needed – it can support up to 4 inputs
- We wanted to make this a very easy decision for you so I got approval to offer the AUX cable at no cost
- We are eliminating startup fees for you – *value of \$7,490*
  - Go 8 unit is \$72 and AUX cable is \$35 per vehicle
  - We do not require any type of service contract, but do reserve the right to charge for the accessory if Huntersville PD does not maintain service for 24 months

Additional Information:

I recommend the T-harness, but it is not required – video on how to install is [here](#). There is a onetime cost of \$27.99 for the harness.

Video on how to install the AUX cable [here](#)

At the end of the call there was a question about security – please find all security information [here](#)

We are looking forward to the opportunity to work with you. If possible, it would be great to get an answer early next week regarding if you want to move forward. Keep in mind, quote is good until the end of the year, hardware costs are subject to change after that. As I mentioned on the call, we can offer a 30 day suspend to give you time to get the units installed, if needed. If there is anything you need from me, please don't hesitate to reach out.

Heidi Vierkant  
Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)

## IOX-AUX

For the most up to date version, please visit: [goo.gl/srUWJY](http://goo.gl/srUWJY)

The IOX-AUX allows for monitoring of up to 8 signals from your vehicle in real-time — providing additional insight into the condition of your fleet.

### Top Features

- Plug-&-Play
- Monitor up to 8 inputs at any time with two IOX-AUXs
- Self-learning input triggers
- Supports GND-Float, GND-Driven, and Float-Driven circuits



## IOX Specifications and Installation

### Hardware Technical Specifications

<b>Weight</b>	50 g
<b>Size</b>	Overall length: 1100 mm L Widest point: 36 mm W × 16 mm H
<b>Housing</b>	Black, moisture-resistant thermoplastic overmold
<b>Interfaces</b>	CAN: 500 kbps (for daisy chaining)
<b>Inputs Available</b>	AUX1, AUX2, AUX3, AUX4 or AUX5, AUX6, AUX7, AUX8
<b>Input Absolutes</b>	-40 V to +40 V
<b>Resistance</b>	Input Impedance of each AUX: 30.3 kΩ to 37 kΩ Driving Circuit Resistance must be less than 100 Ω
<b>Input Logic Levels</b>	GND — Float, Low: Floating, High: <100 mV Float — Driven, Low: Floating, High: >3.3 V GND — Driven, Low: <100 mV, High: >3.3 V
<b>Input Type Detection</b>	Automatically identifies GND-Float, Float-Driven and GND-Driven driving circuits with capacitive loading of <200pF
<b>Power Output</b>	Daisy Chaining: 2500 mA @ 12 V/24 V
<b>Current Rating</b>	Operating Mode: 30 mA Sleep Mode: 0.4 mA
<b>Temperature Rating</b>	-40 °C to +85 °C
<b>Connectors</b>	4 × Labelled wires Keyed 5-pin mini-USB type-B plug: Daisy chain power and CAN in Keyed 5-pin mini-USB type-B socket: Daisy chain power and CAN out
<b>Installation</b>	Keyed mini-USB plug connects to the GO device or another IOX Input wires connect to the intended circuit Wires covered by heat shrink must be cut for IOX to operate as AUX 5 to 8
<b>Compatible Firmware</b>	GO6®:101.4.XX or higher & GO7®:105.2.XX or higher

## Installation Instructions

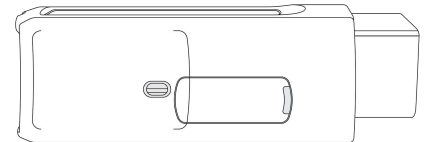
**Professional Installation Required** — Installation of the IOX-AUX requires the installer to have sufficient technical knowledge and expertise for mobile device installation and integration into modern vehicles, i.e. Certified Geotab® Installer certification or equivalent.

**WARNING!** Prior to IOX-AUX installation, read and follow GO device installation instructions ([goo.gl/rkLRiA](http://goo.gl/rkLRiA)) to verify any existing GO device installation is correct in preparation for IOX-AUX installation. Incorrect installation of either the GO device, and/or IOX-AUX can result in loss of vehicle control and serious injury.

**WARNING!** Prior to IOX-AUX installation, read and follow important safety information, including limitations of use, located following these installation instructions. Always read and follow all safety information to prevent loss of vehicle control and serious injury.

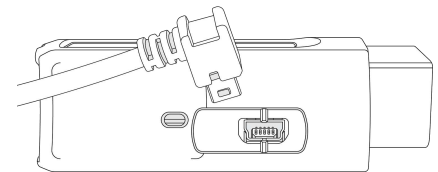
Identify and test the connection points for the auxiliaries you wish to monitor. Keep in mind, the IOX wiring is limited to a reach of approximately 3 ½ feet from the GO Device mounting location. Extending the wiring to reach some connection points may be necessary. Make the auxiliary connections and secure them using an approved method such as T-tapping. Ensure none of the components or wiring interferes with the safe operation of the vehicle.

- 1 Start with the Geotab GO device unplugged from the vehicle. Remove the blue IOX expansion port cover on your GO device.



- 2 Plug in the 90° USB connector of the IOX to the GO Device. Secure the USB connector using a zip tie, being careful not to over tighten it, thereby possibly damaging the USB connector.

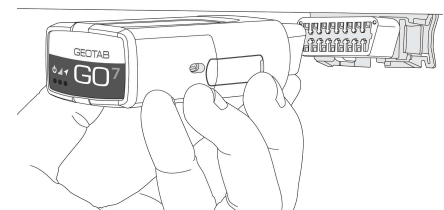
**Note:** The USB connector can only be inserted in one orientation (see image).



- 3 Your IOX-AUX has four inputs and comes configured as **Aux 1-4**. Connect the desired auxiliaries in the vehicle to the IOX-AUX wires as needed. If more than four auxiliaries are required please see [Expanding your IOX-AUX](#).

Aux 1 = Blue   Aux 2 = Orange   Aux 3 = Green   Aux 4 = White

- 4 Once your connections to the IOX-AUX wiring have been made, connect the GO device and immediately start the vehicle. The GO device will enter debug mode.



- 5 While the GO device is in debug mode, trigger each auxiliary one at a time to allow the IOX-AUX to learn the inputs. Once an input is learned, the GO device will emit the appropriate number of beeps that correspond to the auxiliary number. For proper configuration, you must hear the beeps both when the auxiliaries are triggered ON **AND** Off (e.g. Aux 2 would sound two beeps when triggered ON and then two beeps when triggered OFF). Repeat this step until the corresponding beeps are heard on BOTH trigger ON and trigger OFF.

6 Please verify that the device is communicating correctly. Using a PC or smart phone, navigate to [installmygps.com](http://installmygps.com).

Fill in your name, company, and the Geotab GO device serial number (found at the bottom of the device) and click on **Log Install**.

7 You will now see a screen that displays the current status of the device. If the device is communicating correctly, you will see **GREEN** lettering with the last valid GPS record. If the text appears in **RED**, the device is unable to communicate and you must verify the installation.

**Installer Name:**

**Installer Company:**

**Device Serial No:**

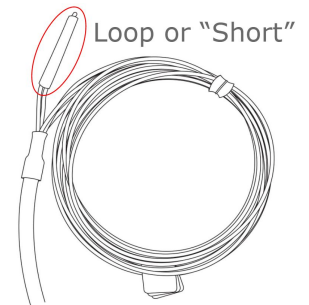
**Odometer:**

**Asset Number:**

## Expanding your IOX-AUX

Expanding from four to eight auxiliaries is as simple as plugging in a second IOX-AUX to the expansion port of the first and following the steps below. Remember: you will need to remove the zip-tie from the original IOX-AUX.

In order for the second IOX-AUX to report as 5-8, you will need to locate the red and black loop, or "short", on the IOX-AUX and cut the wires. This will configure the IOX to act as Aux 5-8.



Aux 5 = Blue

Aux 6 = Orange

Aux 7 = Green

Aux 8 = White

**Note:** By cutting the loop, this IOX-AUX will always report as Aux 5-8, regardless of whether or not there is an Aux 1-4 installed. This loop should be cut before connecting the IOX to the chain.

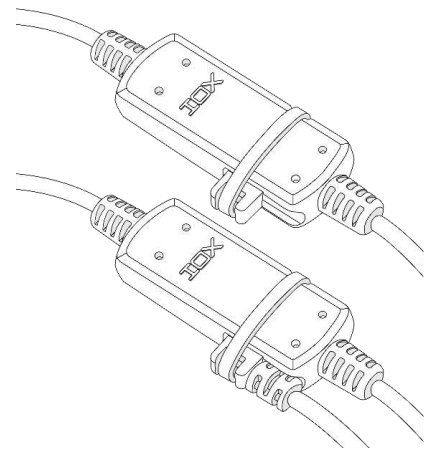
To complete the installation, ensure that both IOX-AUXs are zip-tied together.

## Termination Shunt

You may notice your IOX comes with a termination shunt installed in the expansion port. If you are installing more than one IOX in a daisy chain you will need to remove the shunt from each device in line, with the exception of the last IOX connected. That shunt must remain in the last IOX and should be secured with a zip tie.

The use of the shunt in the last IOX is necessary for the GO Device to detect and configure the IOX as effectively as possible.

**Note:** Failing to install the shunt in the last IOX could affect IOX communication. It is recommended that you secure the shunt using a zip tie if not already done.



## Important Safety Information and Limitations of Use

For the latest version of Limitations of Use, please visit: [goo.gl/k6Fp0w](http://goo.gl/k6Fp0w).

**WARNING!** Do not attempt to install, configure or remove any product from any vehicle while the vehicle is in motion or otherwise in operation. All installation, configuration or removal must be done only in stationary vehicles which are securely parked. Attempting to service units while being operated could result in malfunctions or accidents, leading to death or serious personal injury.

**WARNING!** All in-vehicle devices and related cabling must be securely fastened and kept clear of all vehicle controls, including gas, brake and clutch pedals. You must inspect devices and cabling on a regular basis to ensure all devices and cabling continue to be securely attached. Loose cabling or devices may impede the use of vehicle controls, resulting in unanticipated acceleration, braking or other loss of vehicle control, which could lead to death or serious personal injury. Improperly fastened in-vehicle devices may detach and impact operators upon sudden acceleration or deceleration, which may cause injury.

**WARNING!** If at any point after an in-vehicle device is installed a warning light illuminates on the vehicle dash or the vehicle stalls or has a marked drop in performance, shut off the engine, remove the device, and contact your reseller. Continuing to operate a vehicle with these symptoms can cause loss of vehicle control, and serious injury.

**WARNING!** Your in-vehicle devices must be kept clear of debris, water and other environmental contaminants. Failure to do so may result in units malfunctioning or short-circuiting that can lead to a fire hazard or vehicle damage or serious injury.

**WARNING!** Do not attempt to remove the devices from the vehicle in which they are originally installed for installation in another vehicle. Not all vehicles share compatibility, and doing so may result in unexpected interactions with your vehicle, including sudden loss of power or shutdown of the vehicle's engine while in operation or cause your vehicle to operate poorly or erratically and cause death or serious injury and/or vehicle damage.

**NOTICE** — This product does not contain any user-serviceable parts. Configuration, servicing, and repairs must only be made by an authorized reseller or installer. Unauthorized servicing of these products will void your product warranty.

**Date :** 4/17/2020 1:08:14 PM  
**From :** "Pattie Ellis" [pellis@huntersville.org](mailto:pellis@huntersville.org)  
**To :** "Anthony Roberts" [aroberts@huntersville.org](mailto:aroberts@huntersville.org)  
**Subject :** FW: Police narrative FY 2021

Anthony,

This is Barry's response about the 2 follow up questions you had. I did confirm that the vehicle tracking is in the FY 2021 budget with a monthly cost of \$2,500 (annual cost of \$30,000).

I think these comments are fine to leave in the narrative. Do you agree?

Thanks,  
Pattie

---

**From:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Sent:** Friday, April 17, 2020 12:05 PM  
**To:** Pattie Ellis <[pellis@huntersville.org](mailto:pellis@huntersville.org)>  
**Cc:** Deborah James <[djames@huntersville.org](mailto:djames@huntersville.org)>  
**Subject:** RE: Police narrative FY 2021

The Police Technology is true. We are purchasing new (different brand) of computers and replacing the Livescan. I know we will be trading in our BWC sometime in the near future. We send them our old and they send us the new model and we keep paying the lease.

The vehicle tracking software we started early, but is still in the budget (monthly cost).

T-Mobile GEOTAB?

Major Barry Graham  
Huntersville Police Dept.  
704-464-5400 Main  
704-464-5380 Office

---

**From:** [Pattie Ellis](#)  
**Sent:** Friday, April 17, 2020 11:53 AM  
**To:** [Barry Graham](#)  
**Cc:** [Deborah James](#)  
**Subject:** Police narrative FY 2021

Barry,

Anthony is reviewing the Narratives for the budget and has made a couple of minor changes. He wanted me to double check about the 2 items that I highlighted.

- Is D. Keep pace with new police technologies (Body Cameras, Mobile Computers, LiveScan) still true?
- Is C. Purchase of Police vehicle tracking software happening in FY 20 or FY 21? I don't see it budgeted in FY 2021.

Please let me know.

Thanks,  
Pattie

Date : 4/17/2020 11:35:35 AM  
From : "Barry Graham" bgraham@huntersville.org  
To : "Amelia Burnette" aburnette@huntersville.org  
Subject : FW: schedule  
Attachment : CDCBDC4BACD242008301D5C827D47E52.png;

Are all these people working today? Chief is working on the GEOTAB software.

Major Barry Graham  
Huntersville Police Dept.  
704-464-5400 Main  
704-464-5380 Office

---

From: [Bence Hoyle](#)  
Sent: Friday, April 17, 2020 10:16 AM  
Subject: schedule

Let me know if this looks right on who is working today. Thanks.

Cavalier (223) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
Allen (214) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
Forney (280) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
Ruperto (244) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
Moorer (212) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
Graham (302) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
Terrell (287) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
Hollenbach (205) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
Gryder (276) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
Ramsey (233) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
McCormack (283) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
Carter (292) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
McCutcheon (270) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>
Johnson (279) was ADDED to	[REDACTED]	<a href="#">setActiveUnits.js</a>

Cavalier (223) was ADDED to [REDACTED]

Allen (214) was ADDED to [REDACTED]

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Moorer (212) was ADDED to [REDACTED]

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Ramsey (233) was ADDED to [REDACTED]

McCormack (283) was ADDED to [REDACTED]

Carter (292) was ADDED to [REDACTED]

McCutcheon (270) was ADDED to [REDACTED]

Johnson (279) was ADDED to [REDACTED]





**Date :** 2/15/2019 1:58:40 PM  
**From :** "Anthony Roberts" aroberts@huntersville.org  
**To :** "Max Buchanan" mbuchanan@huntersville.org  
**Subject :** FW: TMO Info  
**Attachment :** State of NC Pricing Sheet.pdf;image001.png;

Is this stuff worthwhile?

Ant

---

**From:** Vierkant, Heidi <Heidi.Vierkant1@T-Mobile.com>  
**Sent:** Friday, February 15, 2019 11:45 AM  
**To:** Anthony Roberts <aroberts@huntersville.org>  
**Subject:** TMO Info

Hi Anthony,

It was wonderful to meet with you on Wednesday. I want to pass on our state contract pricing (attached) as well as info on our AVL fleet management system, SyncUp Fleet. We have helped many municipalities increase safety and efficiency of their fleets via our SyncUp Fleet solution. This solution is growing like crazy because of the value it provides as such a low price point. Please pass this info on to the PW director. It would be a good idea to set up a Webinar with yourself and the PW director to give a live portal demo and solution overview. Let me know when we can set that up. Thanks!

[Watch this 2-minute video from Cobb County, GA](#)

- \$12.60 per vehicle per month
- Built on the backbone of GeoTab
- No installation fee
- No contract
- Track all your vehicles from a web-based portal
- Numerous different reports including geo fencing, speeding and maintenance reporting

## Heidi Vierkant

Government Community Partner

704-906-2600 | [heidi.vierkant1@t-mobile.com](mailto:heidi.vierkant1@t-mobile.com)

Government Care: 1-844-361-1310

<https://www.t-mobile.com/offers/government-wireless-solutions>



State of NC Pricing Sheet	
Voice Plans	Price after Discount
T-Mobile One (Unlimited voice, text and data on a Smartphone)	\$24.36
Simple Choice** (Unlimited voice and text for a flip phone)	\$12.60
Data Plans	
Unlimited Mobile Internet	\$29.40
Unlimited Data on Tablets	\$19.74
Unlimited Data w/ 2GB LTE	\$10.00

\*\*Minimum of 10 lines required

Date : 3/17/2020 7:37:12 AM

From : "Barry Graham" bgraham@huntersville.org

To : "Brian Vaughan" bvaughan@huntersville.org

Subject : Fwd: Customer Onboarding -Huntersville Police [ ref:\_00D50735v.\_5002J1Jaleh:ref ]

Major Barry Graham  
Huntersville Police Dept.  
704-464-5380  
Sent from my iPhone

Begin forwarded message:

**From:** Paul Naylor <paulnaylor@geotab.com>

**Date:** March 16, 2020 at 10:39:57 PM EDT

**To:** Barry Graham <bgraham@huntersville.org>

**Subject:** Customer Onboarding -Huntersville Police [ ref:\_00D50735v.\_5002J1Jaleh:ref ]

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Barry,

I want to introduce myself, my name is Paul Naylor. I am your dedicated Account Training Specialist, and I will be handling the training for your account. I wanted to check in and see if I could be of any assistance. I'd be happy to schedule some time to go over a few of the abilities of the database with you. You'll be able to book your appointment slot that works best for you from the link below. The training usually will take around 40 - 50 minutes and is done through Google Meets Video Call, this is so you would be able to see my screen during the training.

When you click on the slot, you can either fill in your company's information or name to secure your spot.

Click [here](#) for the appointment calendar.

Let me know if you have any questions

--

**Paul Naylor**

Geotab

Implementation Specialist |

[Direct] +1 (702) 952-1496

[Toll-Free] [+1 \(800\) 397-7102](tel:+18003977102)

[Visit] [www.geotab.com](http://www.geotab.com)

[Twitter](#) | [Facebook](#) | [YouTube](#) | [LinkedIn](#)

**Support Hours**

24/7 Live Chat, Email and Phone Support

[Visit] [www.help.geotab.com](http://www.help.geotab.com)

ref:\_00D50735v.\_5002J1Jaleh:ref

**Date :** 4/26/2020 12:41:14 PM  
**From :** "Brian Vaughan" <bvaughan@huntersville.org>  
**To :** "James Abraham" <jabraham@huntersville.org>  
**Subject :** Fwd: Finally

Sent from my iPhone

Begin forwarded message:

**From:** Bence Hoyle <bhoyle@huntersville.org>  
**Date:** April 26, 2020 at 11:53:45 AM EDT  
**To:** Brian Vaughan <bvaughan@huntersville.org>  
**Subject:** RE: Finally

For Monday. Satkus car is showing a constant on/off of the Aux1 button. Probably not actually turning on and off but the geotab feed is reporting a constant on off on off on off. Just have them check the wiring on it when he is working.

Date : 12/17/2019 3:56:39 PM

From : "Brian Vaughan" bvaughan@huntersville.org

To : "Brian Sloop" bsloop@campbell-brown.com

Subject : Fwd: Geotab Quote

Attachment : image001.jpg;ATT00001.htm;IOX-AUX.pdf;ATT00002.htm;

Could you have Jim look at this and see how hard it would be to install and if there's any remote chance I could do it myself?

And what the cost would be?

Thanks!

Brian

Sent from my iPhone

---

**From:** Vierkant, Heidi <Heidi.Vierkant1@T-Mobile.com>

**Sent:** Friday, December 13, 2019 8:15 AM

**To:** Barry Graham <bgraham@huntersville.org>

**Cc:** Bence Hoyle <bhoyle@huntersville.org>; Gedney, Bryan <Bryan.Gedney@T-Mobile.com>

**Subject:** Geotab Quote

Hello,

It was a pleasure speaking with you yesterday. I think you are going to be extremely satisfied with the Geotab solution. I have attached the quote, please take note of below:

- Only 1 AUX cable is needed – it can support up to 4 inputs
- We wanted to make this a very easy decision for you so I got approval to offer the AUX cable at no cost
- We are eliminating startup fees for you – **value of \$7,490**
  - Go 8 unit is \$72 and AUX cable is \$35 per vehicle
  - We do not require any type of service contract, but do reserve the right to charge for the accessory if Huntersville PD does not maintain service for 24 months

Additional Information:

I recommend the T-harness, but it is not required – video on how to install is [here](#). There is a onetime cost of \$27.99 for the harness.

Video on how to install the AUX cable [here](#)

At the end of the call there was a question about security – please find all security information [here](#)

We are looking forward to the opportunity to work with you. If possible, it would be great to get an answer early next week regarding if you want to move forward. Keep in mind, quote is good until the end of the year, hardware costs are subject to change after that. As I mentioned on the call, we can offer a 30 day suspend to give you time to get the units installed, if needed. If there is anything you need from me, please don't hesitate to reach out.

Heidi Vierkant

Government Account Manager

[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)

## IOX-AUX

For the most up to date version, please visit: [goo.gl/srUWJY](http://goo.gl/srUWJY)

The IOX-AUX allows for monitoring of up to 8 signals from your vehicle in real-time — providing additional insight into the condition of your fleet.

### Top Features

- Plug-&-Play
- Monitor up to 8 inputs at any time with two IOX-AUXs
- Self-learning input triggers
- Supports GND-Float, GND-Driven, and Float-Driven circuits



## IOX Specifications and Installation

### Hardware Technical Specifications

<b>Weight</b>	50 g
<b>Size</b>	Overall length: 1100 mm L Widest point: 36 mm W × 16 mm H
<b>Housing</b>	Black, moisture-resistant thermoplastic overmold
<b>Interfaces</b>	CAN: 500 kbps (for daisy chaining)
<b>Inputs Available</b>	AUX1, AUX2, AUX3, AUX4 or AUX5, AUX6, AUX7, AUX8
<b>Input Absolutes</b>	-40 V to +40 V
<b>Resistance</b>	Input Impedance of each AUX: 30.3 kΩ to 37 kΩ Driving Circuit Resistance must be less than 100 Ω
<b>Input Logic Levels</b>	GND — Float, Low: Floating, High: <100 mV Float — Driven, Low: Floating, High: >3.3 V GND — Driven, Low: <100 mV, High: >3.3 V
<b>Input Type Detection</b>	Automatically identifies GND-Float, Float-Driven and GND-Driven driving circuits with capacitive loading of <200pF
<b>Power Output</b>	Daisy Chaining: 2500 mA @ 12 V/24 V
<b>Current Rating</b>	Operating Mode: 30 mA Sleep Mode: 0.4 mA
<b>Temperature Rating</b>	-40 °C to +85 °C
<b>Connectors</b>	4 × Labelled wires Keyed 5-pin mini-USB type-B plug: Daisy chain power and CAN in Keyed 5-pin mini-USB type-B socket: Daisy chain power and CAN out
<b>Installation</b>	Keyed mini-USB plug connects to the GO device or another IOX Input wires connect to the intended circuit Wires covered by heat shrink must be cut for IOX to operate as AUX 5 to 8
<b>Compatible Firmware</b>	GO6®:101.4.XX or higher & GO7®:105.2.XX or higher

## Installation Instructions

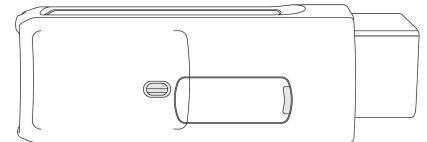
**Professional Installation Required** — Installation of the IOX-AUX requires the installer to have sufficient technical knowledge and expertise for mobile device installation and integration into modern vehicles, i.e. Certified Geotab® Installer certification or equivalent.

**WARNING!** Prior to IOX-AUX installation, read and follow GO device installation instructions ([goo.gl/rkLRiA](http://goo.gl/rkLRiA)) to verify any existing GO device installation is correct in preparation for IOX-AUX installation. Incorrect installation of either the GO device, and/or IOX-AUX can result in loss of vehicle control and serious injury.

**WARNING!** Prior to IOX-AUX installation, read and follow important safety information, including limitations of use, located following these installation instructions. Always read and follow all safety information to prevent loss of vehicle control and serious injury.

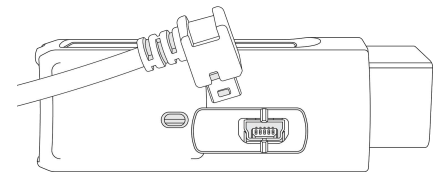
Identify and test the connection points for the auxiliaries you wish to monitor. Keep in mind, the IOX wiring is limited to a reach of approximately 3 ½ feet from the GO Device mounting location. Extending the wiring to reach some connection points may be necessary. Make the auxiliary connections and secure them using an approved method such as T-tapping. Ensure none of the components or wiring interferes with the safe operation of the vehicle.

- 1 Start with the Geotab GO device unplugged from the vehicle. Remove the blue IOX expansion port cover on your GO device.



- 2 Plug in the 90° USB connector of the IOX to the GO Device. Secure the USB connector using a zip tie, being careful not to over tighten it, thereby possibly damaging the USB connector.

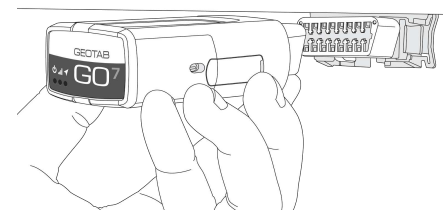
**Note:** The USB connector can only be inserted in one orientation (see image).



- 3 Your IOX-AUX has four inputs and comes configured as **Aux 1-4**. Connect the desired auxiliaries in the vehicle to the IOX-AUX wires as needed. If more than four auxiliaries are required please see [Expanding your IOX-AUX](#).

Aux 1 = Blue   Aux 2 = Orange   Aux 3 = Green   Aux 4 = White

- 4 Once your connections to the IOX-AUX wiring have been made, connect the GO device and immediately start the vehicle. The GO device will enter debug mode.



- 5 While the GO device is in debug mode, trigger each auxiliary one at a time to allow the IOX-AUX to learn the inputs. Once an input is learned, the GO device will emit the appropriate number of beeps that correspond to the auxiliary number. For proper configuration, you must hear the beeps both when the auxiliaries are triggered ON **AND** Off (e.g. Aux 2 would sound two beeps when triggered ON and then two beeps when triggered OFF). Repeat this step until the corresponding beeps are heard on BOTH trigger ON and trigger OFF.

6 Please verify that the device is communicating correctly. Using a PC or smart phone, navigate to [installmygps.com](http://installmygps.com).

Fill in your name, company, and the Geotab GO device serial number (found at the bottom of the device) and click on **Log Install**.

7 You will now see a screen that displays the current status of the device. If the device is communicating correctly, you will see **GREEN** lettering with the last valid GPS record. If the text appears in **RED**, the device is unable to communicate and you must verify the installation.

**Installer Name:**

**Installer Company:**

**Device Serial No:**

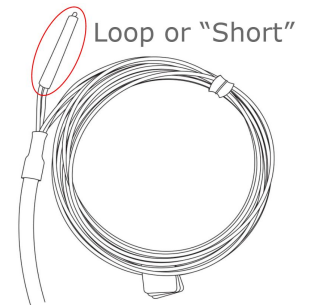
**Odometer:**

**Asset Number:**

## Expanding your IOX-AUX

Expanding from four to eight auxiliaries is as simple as plugging in a second IOX-AUX to the expansion port of the first and following the steps below. Remember: you will need to remove the zip-tie from the original IOX-AUX.

In order for the second IOX-AUX to report as 5-8, you will need to locate the red and black loop, or "short", on the IOX-AUX and cut the wires. This will configure the IOX to act as Aux 5-8.



Aux 5 = Blue

Aux 6 = Orange

Aux 7 = Green

Aux 8 = White

**Note:** By cutting the loop, this IOX-AUX will always report as Aux 5-8, regardless of whether or not there is an Aux 1-4 installed. This loop should be cut before connecting the IOX to the chain.

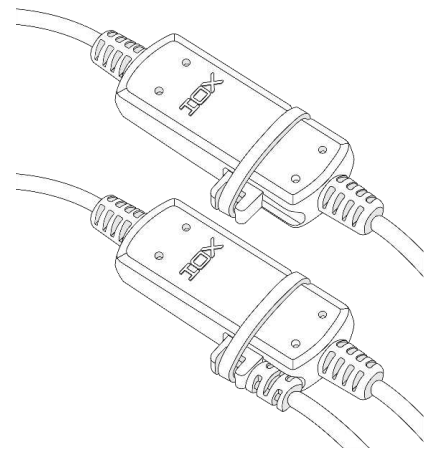
To complete the installation, ensure that both IOX-AUXs are zip-tied together.

## Termination Shunt

You may notice your IOX comes with a termination shunt installed in the expansion port. If you are installing more than one IOX in a daisy chain you will need to remove the shunt from each device in line, with the exception of the last IOX connected. That shunt must remain in the last IOX and should be secured with a zip tie.

The use of the shunt in the last IOX is necessary for the GO Device to detect and configure the IOX as effectively as possible.

**Note:** Failing to install the shunt in the last IOX could affect IOX communication. It is recommended that you secure the shunt using a zip tie if not already done.





## Important Safety Information and Limitations of Use

For the latest version of Limitations of Use, please visit: [goo.gl/k6Fp0w](http://goo.gl/k6Fp0w).

**WARNING!** Do not attempt to install, configure or remove any product from any vehicle while the vehicle is in motion or otherwise in operation. All installation, configuration or removal must be done only in stationary vehicles which are securely parked. Attempting to service units while being operated could result in malfunctions or accidents, leading to death or serious personal injury.

**WARNING!** All in-vehicle devices and related cabling must be securely fastened and kept clear of all vehicle controls, including gas, brake and clutch pedals. You must inspect devices and cabling on a regular basis to ensure all devices and cabling continue to be securely attached. Loose cabling or devices may impede the use of vehicle controls, resulting in unanticipated acceleration, braking or other loss of vehicle control, which could lead to death or serious personal injury. Improperly fastened in-vehicle devices may detach and impact operators upon sudden acceleration or deceleration, which may cause injury.

**WARNING!** If at any point after an in-vehicle device is installed a warning light illuminates on the vehicle dash or the vehicle stalls or has a marked drop in performance, shut off the engine, remove the device, and contact your reseller. Continuing to operate a vehicle with these symptoms can cause loss of vehicle control, and serious injury.

**WARNING!** Your in-vehicle devices must be kept clear of debris, water and other environmental contaminants. Failure to do so may result in units malfunctioning or short-circuiting that can lead to a fire hazard or vehicle damage or serious injury.

**WARNING!** Do not attempt to remove the devices from the vehicle in which they are originally installed for installation in another vehicle. Not all vehicles share compatibility, and doing so may result in unexpected interactions with your vehicle, including sudden loss of power or shutdown of the vehicle's engine while in operation or cause your vehicle to operate poorly or erratically and cause death or serious injury and/or vehicle damage.

**NOTICE** — This product does not contain any user-serviceable parts. Configuration, servicing, and repairs must only be made by an authorized reseller or installer. Unauthorized servicing of these products will void your product warranty.

**Date :** 12/17/2019 8:01:59 PM  
**From :** "Brian Vaughan" bvaughan@huntersville.org  
**To :** "Jim Beachley" jamesbeachley@gmail.com  
**Subject :** Fwd: Geotab Quote  
**Attachment :** image001.jpg;ATT00001.htm;IOX-AUX.pdf;ATT00002.htm;

Sent from my iPhone

Begin forwarded message:

**From:** Barry Graham <bgraham@huntersville.org>  
**Date:** December 17, 2019 at 3:28:00 PM EST  
**To:** Brian Vaughan <bvaughan@huntersville.org>  
**Subject:** FW: Geotab Quote

Can you send this to Brian Sloop and Jim Beachley look at this attachments and see how hard it will be for **US** to install these cables?

Thanks  
Major Barry Graham  
Huntersville Police Department  
9630 Julian Clark Ave.  
Huntersville, NC 28078  
704-464-5400 Main  
704-464-5380 Office

---

**From:** Vierkant, Heidi <Heidi.Vierkant1@T-Mobile.com>  
**Sent:** Friday, December 13, 2019 8:15 AM  
**To:** Barry Graham <bgraham@huntersville.org>  
**Cc:** Bence Hoyle <bhoyle@huntersville.org>; Gedney, Bryan <Bryan.Gedney@T-Mobile.com>  
**Subject:** Geotab Quote

Hello,

It was a pleasure speaking with you yesterday. I think you are going to be extremely satisfied with the Geotab solution. I have attached the quote, please take note of below:

- Only 1 AUX cable is needed – it can support up to 4 inputs
- We wanted to make this a very easy decision for you so I got approval to offer the AUX cable at no cost
- We are eliminating startup fees for you – **value of \$7,490**
  - Go 8 unit is \$72 and AUX cable is \$35 per vehicle
  - We do not require any type of service contract, but do reserve the right to charge for the accessory if Huntersville PD does not maintain service for 24 months

Additional Information:

I recommend the T-harness, but it is not required – video on how to install is [here](#). There is a onetime cost of \$27.99 for the harness.

Video on how to install the AUX cable [here](#)

At the end of the call there was a question about security – please find all security information [here](#)

We are looking forward to the opportunity to work with you. If possible, it would be great to get an answer early next week regarding if you want to move forward. Keep in mind, quote is good until the end of the year, hardware costs are subject to change after that. As I mentioned on the call, we can offer a 30 day suspend to give you time to get the units installed, if needed. If there is anything you need from me, please don't hesitate to reach out.

Heidi Vierkant  
Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)

## IOX-AUX

For the most up to date version, please visit: [goo.gl/srUWJY](http://goo.gl/srUWJY)

The IOX-AUX allows for monitoring of up to 8 signals from your vehicle in real-time — providing additional insight into the condition of your fleet.

### Top Features

- Plug-&-Play
- Monitor up to 8 inputs at any time with two IOX-AUXs
- Self-learning input triggers
- Supports GND-Float, GND-Driven, and Float-Driven circuits



## IOX Specifications and Installation

### Hardware Technical Specifications

<b>Weight</b>	50 g
<b>Size</b>	Overall length: 1100 mm L Widest point: 36 mm W × 16 mm H
<b>Housing</b>	Black, moisture-resistant thermoplastic overmold
<b>Interfaces</b>	CAN: 500 kbps (for daisy chaining)
<b>Inputs Available</b>	AUX1, AUX2, AUX3, AUX4 or AUX5, AUX6, AUX7, AUX8
<b>Input Absolutes</b>	-40 V to +40 V
<b>Resistance</b>	Input Impedance of each AUX: 30.3 kΩ to 37 kΩ Driving Circuit Resistance must be less than 100 Ω
<b>Input Logic Levels</b>	GND — Float, Low: Floating, High: <100 mV Float — Driven, Low: Floating, High: >3.3 V GND — Driven, Low: <100 mV, High: >3.3 V
<b>Input Type Detection</b>	Automatically identifies GND-Float, Float-Driven and GND-Driven driving circuits with capacitive loading of <200pF
<b>Power Output</b>	Daisy Chaining: 2500 mA @ 12 V/24 V
<b>Current Rating</b>	Operating Mode: 30 mA Sleep Mode: 0.4 mA
<b>Temperature Rating</b>	-40 °C to +85 °C
<b>Connectors</b>	4 × Labelled wires Keyed 5-pin mini-USB type-B plug: Daisy chain power and CAN in Keyed 5-pin mini-USB type-B socket: Daisy chain power and CAN out
<b>Installation</b>	Keyed mini-USB plug connects to the GO device or another IOX Input wires connect to the intended circuit Wires covered by heat shrink must be cut for IOX to operate as AUX 5 to 8
<b>Compatible Firmware</b>	GO6®:101.4.XX or higher & GO7®:105.2.XX or higher

## Installation Instructions

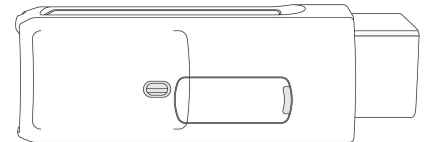
**Professional Installation Required** — Installation of the IOX-AUX requires the installer to have sufficient technical knowledge and expertise for mobile device installation and integration into modern vehicles, i.e. Certified Geotab® Installer certification or equivalent.

**WARNING!** Prior to IOX-AUX installation, read and follow GO device installation instructions ([goo.gl/rkLRiA](http://goo.gl/rkLRiA)) to verify any existing GO device installation is correct in preparation for IOX-AUX installation. Incorrect installation of either the GO device, and/or IOX-AUX can result in loss of vehicle control and serious injury.

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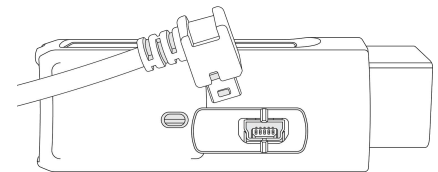
Identify and test the connection points for the auxiliaries you wish to monitor. Keep in mind, the IOX wiring is limited to a reach of approximately 3 ½ feet from the GO Device mounting location. Extending the wiring to reach some connection points may be necessary. Make the auxiliary connections and secure them using an approved method such as T-tapping. Ensure none of the components or wiring interferes with the safe operation of the vehicle.

- 1 Start with the Geotab GO device unplugged from the vehicle. Remove the blue IOX expansion port cover on your GO device.



- 2 Plug in the 90° USB connector of the IOX to the GO Device. Secure the USB connector using a zip tie, being careful not to over tighten it, thereby possibly damaging the USB connector.

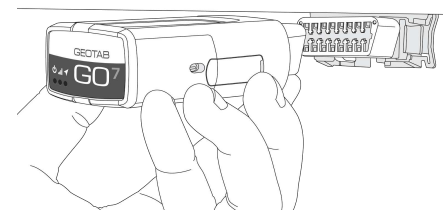
**Note:** The USB connector can only be inserted in one orientation (see image).



- 3 Your IOX-AUX has four inputs and comes configured as **Aux 1-4**. Connect the desired auxiliaries in the vehicle to the IOX-AUX wires as needed. If more than four auxiliaries are required please see [Expanding your IOX-AUX](#).

Aux 1 = Blue   Aux 2 = Orange   Aux 3 = Green   Aux 4 = White

- 4 Once your connections to the IOX-AUX wiring have been made, connect the GO device and immediately start the vehicle. The GO device will enter debug mode.



- 5 While the GO device is in debug mode, trigger each auxiliary one at a time to allow the IOX-AUX to learn the inputs. Once an input is learned, the GO device will emit the appropriate number of beeps that correspond to the auxiliary number. For proper configuration, you must hear the beeps both when the auxiliaries are triggered ON **AND** Off (e.g. Aux 2 would sound two beeps when triggered ON and then two beeps when triggered OFF). Repeat this step until the corresponding beeps are heard on BOTH trigger ON and trigger OFF.

6 Please verify that the device is communicating correctly. Using a PC or smart phone, navigate to [installmygps.com](http://installmygps.com).

Fill in your name, company, and the Geotab GO device serial number (found at the bottom of the device) and click on **Log Install**.

7 You will now see a screen that displays the current status of the device. If the device is communicating correctly, you will see **GREEN** lettering with the last valid GPS record. If the text appears in **RED**, the device is unable to communicate and you must verify the installation.

**Installer Name:**

**Installer Company:**

**Device Serial No:**

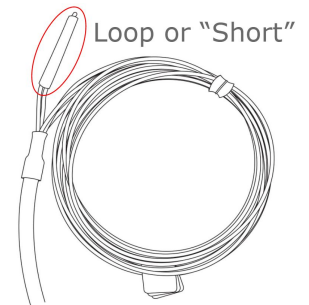
**Odometer:**

**Asset Number:**

## Expanding your IOX-AUX

Expanding from four to eight auxiliaries is as simple as plugging in a second IOX-AUX to the expansion port of the first and following the steps below. Remember: you will need to remove the zip-tie from the original IOX-AUX.

In order for the second IOX-AUX to report as 5-8, you will need to locate the red and black loop, or "short", on the IOX-AUX and cut the wires. This will configure the IOX to act as Aux 5-8.



Aux 5 = Blue

Aux 6 = Orange

Aux 7 = Green

Aux 8 = White

**Note:** By cutting the loop, this IOX-AUX will always report as Aux 5-8, regardless of whether or not there is an Aux 1-4 installed. This loop should be cut before connecting the IOX to the chain.

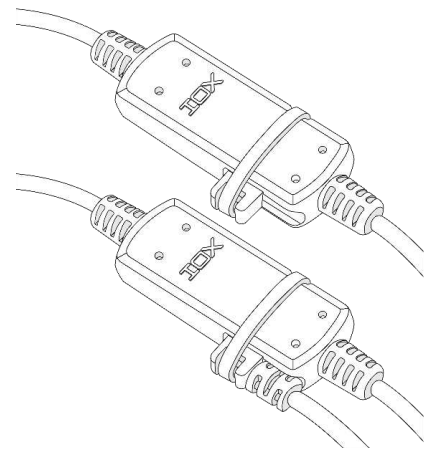
To complete the installation, ensure that both IOX-AUXs are zip-tied together.

## Termination Shunt

You may notice your IOX comes with a termination shunt installed in the expansion port. If you are installing more than one IOX in a daisy chain you will need to remove the shunt from each device in line, with the exception of the last IOX connected. That shunt must remain in the last IOX and should be secured with a zip tie.

The use of the shunt in the last IOX is necessary for the GO Device to detect and configure the IOX as effectively as possible.

**Note:** Failing to install the shunt in the last IOX could affect IOX communication. It is recommended that you secure the shunt using a zip tie if not already done.



## Important Safety Information and Limitations of Use

For the latest version of Limitations of Use, please visit: [goo.gl/k6Fp0w](http://goo.gl/k6Fp0w).

**WARNING!** Do not attempt to install, configure or remove any product from any vehicle while the vehicle is in motion or otherwise in operation. All installation, configuration or removal must be done only in stationary vehicles which are securely parked. Attempting to service units while being operated could result in malfunctions or accidents, leading to death or serious personal injury.

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**WARNING!** Your in-vehicle devices must be kept clear of debris, water and other environmental contaminants. Failure to do so may result in units malfunctioning or short-circuiting that can lead to a fire hazard or vehicle damage or serious injury.

**WARNING!** Do not attempt to remove the devices from the vehicle in which they are originally installed for installation in another vehicle. Not all vehicles share compatibility, and doing so may result in unexpected interactions with your vehicle, including sudden loss of power or shutdown of the vehicle's engine while in operation or cause your vehicle to operate poorly or erratically and cause death or serious injury and/or vehicle damage.

**NOTICE** — This product does not contain any user-serviceable parts. Configuration, servicing, and repairs must only be made by an authorized reseller or installer. Unauthorized servicing of these products will void your product warranty.

**Date :** 11/15/2019 1:04:55 PM  
**From :** "Bence Hoyle" <bhoyle@huntersville.org>  
**To :** "Barry Graham" <bgraham@huntersville.org>  
**Subject :** Fwd: Geotab Solution  
**Attachment :** image002.jpg;

Begin forwarded message:

**From:** "Vierkant, Heidi" <Heidi.Vierkant1@T-Mobile.com>  
**Date:** November 15, 2019 at 12:09:58 EST  
**To:** Bence Hoyle <bhoyle@huntersville.org>  
**Subject:** Geotab Solution

Hi Chief Hoyle,

I have been working with Major Graham on a Geotab telematics solution for the police department. As you are probably aware, the department demoed a couple of units for a few weeks and the feedback was very positive. Barry indicated that the department may be interested in 70 units with Active Tracking (real time, second by second updates to the portal). I provided a quote and believe you were going to review and take the project to Anthony.

I want to reach out via email to see if you have any questions about the quote or the solution that I can answer for you. I am happy to assist in any way – please let me know how I can help. A response with an update on the project would be appreciated. Thanks so much!

Heidi Vierkant  
Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

**Date :** 4/29/2020 10:39:01 AM  
**From :** "Brian Vaughan" bvaughan@huntersville.org  
**To :** "James Abraham" jabraham@huntersville.org  
**Subject :** Fwd: Geotab

Sent from my iPhone

Begin forwarded message:

**From:** Bence Hoyle <bhoyle@huntersville.org>  
**Date:** April 29, 2020 at 10:34:58 AM EDT  
**To:** Barry Graham <bgraham@huntersville.org>, Brian Vaughan <bvaughan@huntersville.org>  
**Subject:** Geotab

The code has been running once every 5 minutes since yesterday afternoon. It appears to be working to remove and add people to "Active Units" group as it detects RPM. The blue triangles indicate when AUX1 is on, but there are some issues there. Satkus has an issue with that unit and Jim is working on it. Last night on a call it worked as it should. When the lights went on during a call it showed blue tracks only when the lights were on. When the lights went off so did the blue tracks. Today Kriss blue lights are showing ON all day has it Lehevs. There seems to be a problem with the way that works through the interface. I will try to figure out a custom what to do it so we don't have to use exceptions rules to show that.

Let me know if you see inactive cars in the Active Units group view. Inactive defined as no engine RPM within the past hour.

Thanks.



Date : 1/21/2020 12:03:49 PM

From : "Brian Vaughan" bvaughan@huntersville.org

To : "Jim Beachley" jamesbeachley@gmail.com

Subject : Fwd: Implementation Support

Attachment : image002.jpg;ATT00001.htm;Huntersville PD Master 12-30.xlsx;ATT00002.htm;

Sent from my iPhone

- T-Mobile support page for getting started with the GeoTab units: <https://support.t-mobile.com/docs/DOC-40382#app1>
- GeoTab support page for installing the GeoTab units: <https://www.geotab.com/installation-documentation/>
- T-Mobile support page for the GeoTab admin portal: <https://support.t-mobile.com/docs/DOC-40320>
- GeoTab team available to answer your questions regarding your device or portal: **800-425-8716** or T-Mobile Business Care at **1-800-375-1126** after hours and they can transfer you to GeoTab support team.

#### **Additional Resources**

- Link to Geotab landing page w/T-Mobile: <https://www.t-mobile.com/business/solutions/fleet-management-solutions>
- Link to Geotab How-To Videos: <https://www.geotab.com/how-to-videos/>

As referenced earlier, in the attached spreadsheet you will find the information that you will use to manage these units and upload into the admin portal. I've captured the serial number for each unit and the vehicle information for ease of use.

I think you'll find a lot of the information you are looking for on the support pages, but please let us know if you have any additional questions. Tip: If you are interested in capturing/tracking the mileage, please make sure to enter the vehicle's mileage in the portal or it'll default to 0 and then you may not be able to go back and adjust.

Thanks,

Robert Albert

843-442-5146

---

**From:** Vierkant, Heidi

**Sent:** Monday, January 6, 2020 1:17 PM

**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>

**Cc:** Albert, Robert <[Robert.Albert5@T-Mobile.com](mailto:Robert.Albert5@T-Mobile.com)>

**Subject:** Implementation Support

Hi Barry,

Happy New Year! I want to send an email of introduction to Robert Albert, who is copied on this email. He will be your main point of contact during the implementation process including providing bill reviews for the first couple of months. He will be reaching out to

you with implementation info including Geotab portal setup.

I am still here to support you, Robert is just another layer of support during account setup. Let us know if you have any questions along the way. Thanks!

Heidi Vierkant

Government Account Manager

[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)

Number	SIM	IMEI	Serial Number	Vehicle Name
			G826210B2E20	201, Bruining Nicholas J
			G85B210B2C5F	263, Quicano Kaysie N
			G864210B2E62	297, Shaw Cody N
			G8A5210B2AA7	203, Latza Bryan S
			G8EC210B2EEA	211, Urps Matthew T
			G89B210B2B9E	212,
			G8E3210B33FE	214, Allen John B
			G88C210B3296	216,
			G803210B331E	220,
			G8F5210B33E8	223,
			G810210B330D	228,
			G8CA210B33D7	241, Gray Joshua M
			G85B210B3447	246, Medlin Tyler L
			G815210B3409	230, Adamik Dorian C
			G8B2210B33AF	207, Lehew Steven M
			G8C4210B33D9	208, Aron Gavin M
			G8BA210B2DBD	234, Abraham James N
			G8A6210B2CA2	247, Watts Travis W
			G844210B2E42	227, Yates Mitchell L
			G8AD210B2AAF	248, Libby Kenjamin J
			G82C210B2D2B	323, Tatur Kevin C
			G839210B2F20	210, Walters Andrew T
			G8C6210B2AC4	213,
			G8E4210B2EE2	222, Clark Shannon B
			G8C5210B2CC1	229, Hughey Hunter
			G828210B4749	239, Diaz Emilio
			G844210B462A	242,
			G84A210B472B	258,
			G84B210B4625	262,
			G896210B46F8	269, Lowe Kasey M
			G825210B4744	272, Collins Michael P
			G882210B46EC	273, Guertin Jeffrey T
			G834210B4755	274, Helms Jesse C
			G890210B46FE	276, Gryder Wesley B
			G864210B4705	279, Johnson Daniel A
			G88C210B2B89	281, Powers Robert G
			G89C210963D7	282, Hager Timothy S
			G807210B2C03	284, Tortorelli Evan N
			G8C121093AD5	287, Frazer Michael E
			G833210B2D34	290, Duncan Zachary A
			G89D210B2B98	292, Carter Riccardo M
			G81B210B2D1C	257, Randazzo John J
			G886210B2C82	277, Gantt Bryan S
			G81D210B2B18	278, Dempski Andrew S
			G838210B2F21	219, Johnston Eric
			G8DA210B2EDC	221, Dunker Matthew J

G84C210B2E4A	225,Anderson Betty Y
G873210B2C77	244,
G804210B2A06	245,Gordon Earl J
G807210B2A05	252,Garay Marroquin Ju
G8B3210B2AB1	280,Forney Jerome L
G8CB210B29C8	283,McCormack Benjam
G8C0210B28C0	285,Cousar Marshall J
G89F210B289F	288,Ferrell Robert C
G891210B2891	294,Kriss Gary J
G8A2210B2AA0	295,Moore Robert P
G88B210A4CEE	301,Luthart Brian M
G8C4210B2DC3	324,Hodapp Samuel J
G8-CA2-10B-28CA	325,Hicks Jonathan R
G8-752-10B-2875	205,Hollenbach Brian S
G8-CD2-10B-28CD	259,Satkus James M
G8-D12-10B-2AD3	265,Hardy Torey D
G8-B72-10B-2DB0	266,Tolley Jonathan S
G8-BD2-109-E87B	298,Prather Michael W
G8-5E2-10B-2C5A	299,Habenicht Jammie F
G8-972-10B-2C93	300,
G8-812-10B-2C85	302,Graham Jofranstar
G8-3C2-10A-584D	350,Raymond Craig D
G8-8F2-10B-2C8B	352,Lawing David M
G8-162-109-D6EE	Spare

Vehicle Type	Make / Model	Year	Asset #	Emp Name
Marked	Dodge/Charger	2011	201	Bruining Nicholas J
Marked	Dodge/Charger	2012	263	Quicano Kaysie N
Marked	Dodge/Charger	2012	297	Shaw Cody N
Marked	Dodge/Charger	2014	203	Latza Bryan S
Marked	Dodge/Charger	2014	211	Urps Matthew T
Marked	Dodge/Charger	2014	212	
Marked	Dodge/Charger	2014	214	Allen John B
Marked	Dodge/Charger	2014	216	
Marked	Dodge/Charger	2014	220	
Marked	Dodge/Charger	2014	223	
Marked	Dodge/Charger	2014	228	
Marked	Dodge/Charger	2014	241	Gray Joshua M
Unmarked	Dodge/Charger	2014	246	Medlin Tyler L
Marked	Dodge/Charger	2015	230	Adamik Dorian C
Marked	Ford/Interceptor	2015	207	Lehew Steven M
Marked	Ford/Interceptor	2015	208	Aron Gavin M
Marked	Ford/Interceptor	2015	234	Abraham James N
Marked	Ford/Interceptor	2015	247	Watts Travis W
Unmarked	Ford/Interceptor	2015	227	Yates Mitchell L
Unmarked	Ford/Interceptor	2015	248	Libby Kenjamin J
Unmarked	Ford/Interceptor	2015	323	Tatur Kevin C
Marked	Dodge/Charger	2016	210	Walters Andrew T
Marked	Dodge/Charger	2016	213	
Marked	Dodge/Charger	2016	222	Clark Shannon B
Marked	Dodge/Charger	2016	229	Hughey Hunter
Marked	Dodge/Charger	2016	239	Diaz Emilio
Marked	Dodge/Charger	2016	242	
Marked	Dodge/Charger	2016	258	
Marked	Dodge/Charger	2016	262	
Marked	Dodge/Charger	2016	269	Lowe Kasey M
Marked	Dodge/Charger	2016	272	Collins Michael P
Marked	Dodge/Charger	2016	273	Guertin Jeffrey T
Marked	Dodge/Charger	2016	274	Helms Jesse C
Marked	Dodge/Charger	2016	276	Gryder Wesley B
Marked	Dodge/Charger	2016	279	Johnson Daniel A
Marked	Dodge/Charger	2016	281	Powers Robert G
Marked	Dodge/Charger	2016	282	Hager Timothy S
Marked	Dodge/Charger	2016	284	Tortorelli Evan N
Marked	Dodge/Charger	2016	287	Frazer Michael E
Marked	Dodge/Charger	2016	290	Duncan Zachary A
Marked	Dodge/Charger	2016	292	Carter Riccardo M
Unmarked	Dodge/Charger	2016	257	Randazzo John J
Unmarked	Dodge/Charger	2016	277	Gantt Bryan S
Unmarked	Dodge/Charger	2016	278	Dempski Andrew S
Marked	Dodge/Charger	2018	219	Johnston Eric
Marked	Dodge/Charger	2018	221	Dunker Matthew J

Marked	Dodge/Charger	2018	225	Anderson Betty Y
Marked	Dodge/Charger	2018	244	
Marked	Dodge/Charger	2018	245	Gordon Earl J
Marked	Dodge/Charger	2018	252	Garay Marroquin Juan A
Marked	Dodge/Charger	2018	280	Forney Jerome L
Marked	Dodge/Charger	2018	283	McCormack Benjamin T
Marked	Dodge/Charger	2018	285	Cousar Marshall J
Marked	Dodge/Charger	2018	288	Ferrell Robert C
Marked	Dodge/Charger	2018	294	Kriss Gary J
Marked	Dodge/Charger	2018	295	Moore Robert P
Marked	Dodge/Charger	2018	301	Luthart Brian M
Unmarked	Ford/Interceptor	2018	324	Hodapp Samuel J
Unmarked	Ford/Interceptor	2018	325	Hicks Jonathan R
Marked	Dodge/Charger	2019	205	Hollenbach Brian S
Marked	Dodge/Charger	2019	259	Satkus James M
Marked	Dodge/Charger	2019	265	Hardy Torey D
Marked	Dodge/Charger	2019	266	Tolley Jonathan S
Marked	Dodge/Charger	2019	298	Prather Michael W
Marked	Dodge/Charger	2019	299	Habenicht Jammie P
Marked	Dodge/Charger	2019	300	
Marked	Dodge/Charger	2019	302	Graham Jofranstar
Marked	Harley Davidson/Electra-Glide	2019	350	Raymond Craig D
Marked	Harley Davidson/Electra-Glide	2019	352	Lawing David M

Date : 2/25/2020 7:23:29 PM

From : "Barry Graham" bgraham@huntersville.org

To : "Brian Vaughan" bvaughan@huntersville.org, "Deborah James" djames@huntersville.org

Subject : Fwd: T-Mobile Bill Review

Attachment : image002.jpg;ATT00001.htm;Huntersville PD Bill Review Feb 2020.xlsx;ATT00002.htm;

Major Barry Graham  
Huntersville Police Dept.  
704-464-5380  
Sent from my iPhone

Begin forwarded message:

**From:** "Albert, Robert" <Robert.Albert5@T-Mobile.com>

**Date:** February 25, 2020 at 6:12:22 PM EST

**To:** Barry Graham <bgraham@huntersville.org>

**Cc:** "Vierkant, Heidi" <Heidi.Vierkant1@T-Mobile.com>

**Subject:** T-Mobile Bill Review

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Evening Barry,

I hope your week is off to a great start!!! Attached is the most recent T-Mobile Bill Review. Here are a few things I would like to point out:

- The Balance on the account is \$1383.76
- There is usage on some of the lines, I'm assuming they have been installed and are working.

Please review and if you have any questions let us know!!!

Thanks,

Robert Albert  
Senior Service Account Manager





968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
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968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
	<b>Totals</b>			





THIRD-PARTY SERVICES	ADJUSTMENTS	MINUTES USED	DATA VOLUME USED (GB)	TAXES INCLUDING TAX FEES
\$0.00	(\$674.24)	0	0	\$0.00
\$0.00	(\$5.60)	0.01	0.0033	\$0.00
\$0.00	(\$5.60)	0	0.0027	\$0.00
\$0.00	(\$5.60)	0.01	0.006	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0013	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0016	\$0.00
\$0.00	(\$5.60)	0	0.0038	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0025	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.003	\$0.00
\$0.00	(\$5.60)	0	0.0011	\$0.00
\$0.00	(\$5.60)	0	0.0013	\$0.00
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\$0.00	(\$5.60)	0	0	\$0.00
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\$0.00	(\$5.60)	0	0.0025	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
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\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0026	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
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\$0.00	(\$5.60)	0	0.0032	\$0.00
\$0.00	(\$5.60)	0	0.0027	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0033	\$0.00
\$0.00	(\$5.60)	0	0.0016	\$0.00
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\$0.00	(\$5.60)	0	0.0089	\$0.00
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\$0.00	(\$5.60)	0	0	\$0.00
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\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0016	\$0.00
\$0.00	(\$5.60)	0.03	0.0026	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
<b>\$0.00</b>	<b>(\$1,066.24)</b>	<b>0.09</b>	<b>0.1008</b>	<b>\$0.00</b>





**Date : 3/16/2020 10:25:17 AM**

**From : "Brian Vaughan" bvaughan@huntersville.org**

**To : "Heidi.Vierkant1@T-Mobile.com" Heidi.Vierkant1@T-Mobile.com**

**Subject : GeoTab Assistance**

**Attachment : image001.png;image002.png;image003.png;**

Good Morning

We have some issues with GeoTab, specifically the software/mapping system. I would love to know if there is a training session you can provide on the software. Active tracking does not appear to be working either. I know you've been working with Barry Graham, however the install and mapping software has been turned over to me to get up and running. Any assistance would be great. Thanks!

Brian

Lt. Brian Vaughan  
Huntersville Police Department  
Personnel/Training/Fleet Division  
704-464-5382 (office)  
132-1.7(b1)(1) (cell)





# T-Mobile for Business Fleet Management Solutions

## Overview

- Easy-to-use, advanced dashboards
- Customizable reporting on routes, fuel usage, and more
- Alerts on unsafe driving behaviors
- Hours of service (HOS) recording
- Open platform for easy data integration
- IOX Expanders for greater functionality

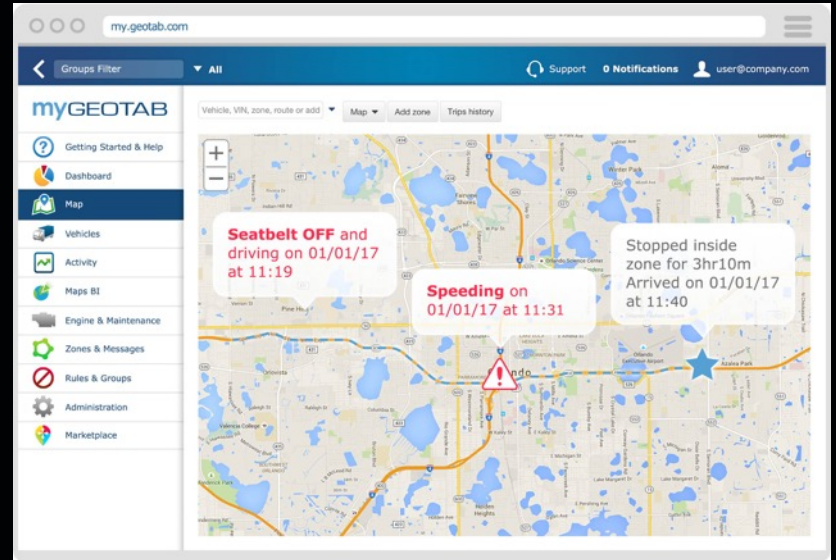


<https://www.t-mobile.com/business/solutions/fleet-management-solutions>

# T-Mobile for Business Fleet Management Solutions

## Boost fleet and driver productivity

- Get detailed, accurate trip recording
- Manage your trips anytime
- Use active tracking for vehicle location and safety
- Create custom rules
- Send routes and view driver status



<https://www.t-mobile.com/business/solutions/fleet-management-solutions>

# T-Mobile for Business Fleet Management Solutions

## Improve driver safety

- Risk and safety reporting
- Real-time, in-vehicle coaching
- Driver habit monitoring
- Instant accident notifications



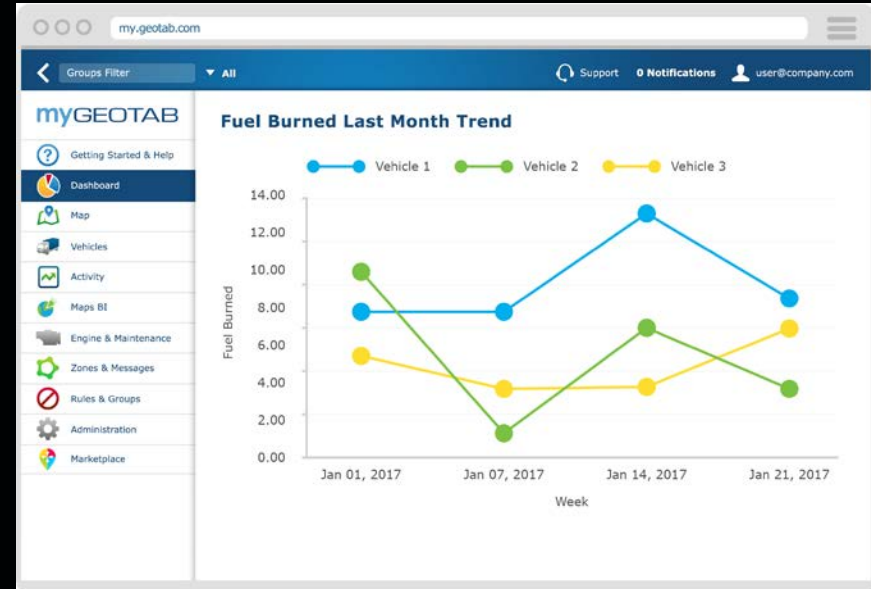
<https://www.t-mobile.com/business/solutions/fleet-management-solutions>

# T-Mobile for Business Fleet Management Solutions

## Optimize fleet & fuel efficiency

- Reduce unproductive miles
- Optimize routes for better operational efficiency
- Detect engine issues in advance
- Track fuel consumption to target improvement areas
- Reduce fuel costs with reporting and metrics

<https://www.t-mobile.com/business/solutions/fleet-management-solutions>



# T-Mobile for Business Fleet Management Solutions

## Compliance management

- Cut down on paper and reduce administration costs
- Seamlessly integrate compliance tools such as Driver Vehicle Inspection Reporting (DVIR) and Hours of Service (HOS)
- Strengthen ELD compliance with alerts

<https://www.t-mobile.com/business/solutions/fleet-management-solutions>

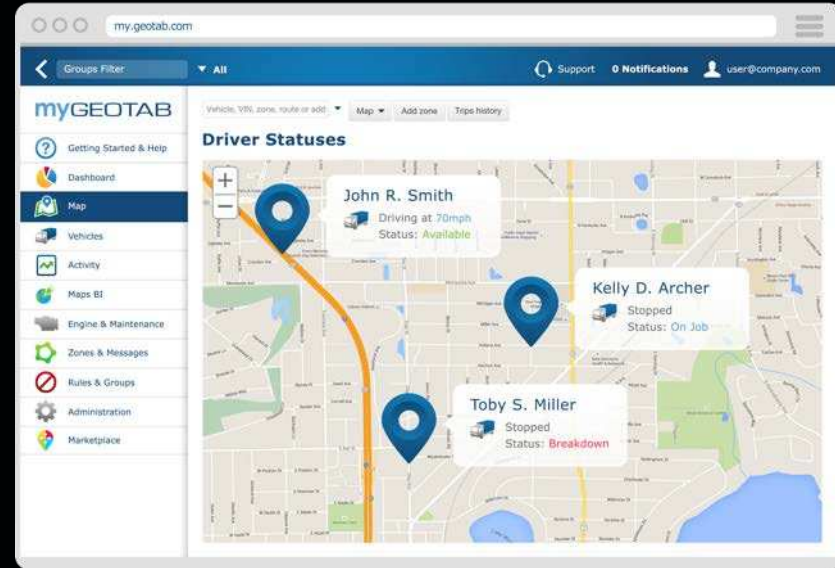


# T-Mobile for Business Fleet Management Solutions

## Active tracking

- Optional Pro Plus feature
- Real-time, animated map of vehicle movement
- Accurate view of vehicle location at any given time
- Real-time notification and alerts

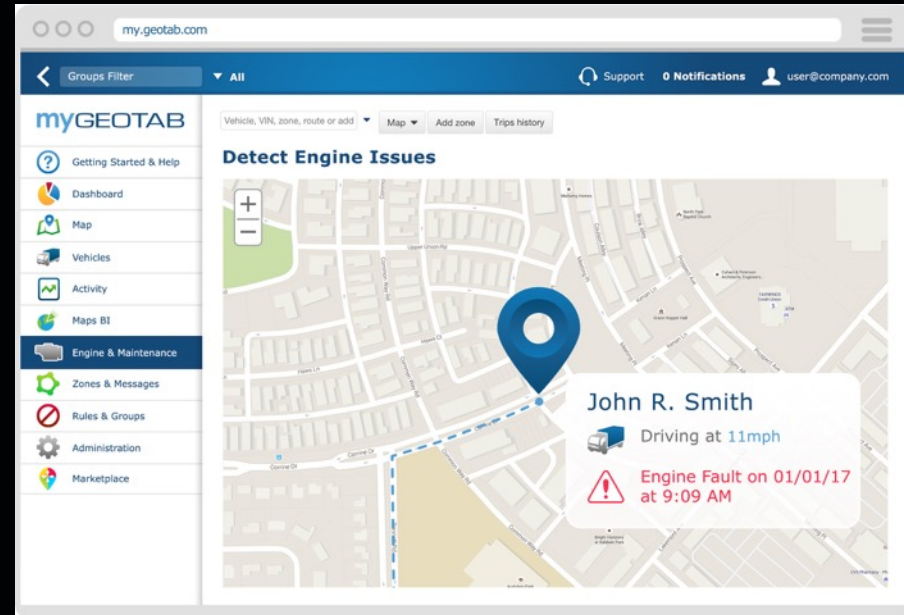
Visit (placeholder) today to learn more



# T-Mobile for Business Fleet Management Solutions

## Additional engine data

- Proactively attend to engine issues early:
  - Engine odometer, hours, road speed
  - Coolant temperature
  - Total fuel uses
  - Fuel level input
  - Engine faults
  - RPMs



<https://www.t-mobile.com/business/solutions/fleet-management-solutions>

# T-Mobile for Business Fleet Management Solutions

## Input-output expanders

- Adds greater functionality to GO device:
  - AUX Monitor - IOX-AUXM: monitor vehicle signals in real-time
  - Text-to-speech - IOX-GOTALK: real-time spoken alerts
  - NFC Reader - IOX-NFC-READER: identification of vehicle drivers
  - External buzzer – IOX-BUZZ: amplify in-vehicle feedback
  - USB Adapter - IOX-USB: charge and power USB devices
  - Garmin Integration – IOX GARMINNT: enhanced dispatcher communication



Aux Monitor -  
IOX-AUXM



Text to Speech –  
IOX-GOTALK



NFC Reader – IOX-  
NFC READER



External Buzzer – IOX-  
BUZZ



USB Adapter – IOX-  
USB



Garmin Integration  
– IOX GARMINNT

<https://www.t-mobile.com/business/solutions/fleet-management-solutions>



Date : 6/26/2018 4:32:16 PM

From : "Melvin McNeill" melvin.mcneill@gpsmobilesolutions.com

Cc : "babernathy@hickorync.gov" babernathy@hickorync.gov, "calbers@southermpines.net" calbers@southermpines.net, "dwapt@lexingtonnc.gov" dwapt@lexingtonnc.gov, "baustin@ashevillenc.gov" baustin@ashevillenc.gov, "tbailey@wakeforestnc.gov" tbailey@wakeforestnc.gov, "bbailey@towb.org" bbailey@towb.org, "fbaker@ci.fay.nc.us" fbaker@ci.fay.nc.us, "jballard@ashevillenc.gov" jballard@ashevillenc.gov, "cbandy@ashevillenc.gov" cbandy@ashevillenc.gov, "mbarton@wakeforestnc.gov" mbarton@wakeforestnc.gov, "bbass@wilsonnc.org" bbass@wilsonnc.org, "derrick.boone@highpointnc.gov" derrick.boone@highpointnc.gov, "steve.brady@greensboronc.gov" steve.brady@greensboronc.gov, "bbratton@townofchapelhill.org" bbratton@townofchapelhill.org, "william.brown@greensboronc.gov" william.brown@greensboronc.gov, "Candice Tatu" ctatu@huntersville.org, "bbunn@wilsonnc.org" bbunn@wilsonnc.org, "sburnette@townofchapelhill.org" sburnette@townofchapelhill.org, "ecallicutt@toknc.com" ecallicutt@toknc.com, "c Cochrane@pw.minthill.com" c Cochrane@pw.minthill.com, "lcontrino@matthewsnc.com" lcontrino@matthewsnc.com, "timothy@cityofws.org" timothy@cityofws.org, "rcooper@matthewsnc.com" rcooper@matthewsnc.com, "randall.cox@greensboronc.gov" randall.cox@greensboronc.gov, "calbers@southermpines.net" calbers@southermpines.net, "marlenedg@cityofws.org" marlenedg@cityofws.org, "cdawson510@gmail.com" cdawson510@gmail.com, "fersnerj@usi-eng.com" fersnerj@usi-eng.com, "dfoster@waynesvillenc.gov" dfoster@waynesvillenc.gov, "Candice Tatu" ctatu@huntersville.org, "sfussell@ci.fay.nc.us" sfussell@ci.fay.nc.us, "sgearren@clemmons.org" sgearren@clemmons.org, "tgoins@toknc.com" tgoins@toknc.com, "jgrasty@waynesvillenc.gov" jgrasty@waynesvillenc.gov, "rgrimes@fuquay-varina.org" rgrimes@fuquay-varina.org, "jerry.gunter@greensboronc.gov" jerry.gunter@greensboronc.gov, "dhannah@waynesvillenc.gov" dhannah@waynesvillenc.gov, "chansen@hickorync.gov" chansen@hickorync.gov, "john.heffner@greensboronc.gov" john.heffner@greensboronc.gov, "greg.hollars@townofboone.net" greg.hollars@townofboone.net, "rholshouser@ci.albemarle.nc.us" rholshouser@ci.albemarle.nc.us, "rhoneycutt@ci.albemarle.nc.us" rhoneycutt@ci.albemarle.nc.us, "steveh@cityofgastonia.com" steveh@cityofgastonia.com, "lcontrino@matthewsnc.com" lcontrino@matthewsnc.com, "jamesstephend@bellsouth.net" jamesstephend@bellsouth.net, "lkirby@clemmons.org" lkirby@clemmons.org, "ckone@hickorync.gov" ckone@hickorync.gov, "rkuhn@vopnc.org" rkuhn@vopnc.org, "jordan.lambeth@greensboronc.gov" jordan.lambeth@greensboronc.gov, "klasky@roanokerapidsnc.com" klasky@roanokerapidsnc.com, "mlewis1951@gmail.com" mlewis1951@gmail.com, "mlewis1951@gmail.com" mlewis1951@gmail.com, "gling@townofchapelhill.org" gling@townofchapelhill.org, "flopresti@matthewsnc.gov" flopresti@matthewsnc.gov, "blowry@townofchapelhill.org" blowry@townofchapelhill.org, "amarti077@gmail.com" amarti077@gmail.com, "kmartin@ci.charlotte.nc.us" kmartin@ci.charlotte.nc.us, "jbm@ncsu.edu" jbm@ncsu.edu, "david.mayes@wilmingtonnc.gov" david.mayes@wilmingtonnc.gov, "toneqm@cityofws.org" toneqm@cityofws.org, "jmckenzie@vopnc.org" jmckenzie@vopnc.org, "cmcmillan@ci.fay.nc.us" cmcmillan@ci.fay.nc.us, "dmetzinger@toknc.com" dmetzinger@toknc.com, "bmetzinger@toknc.com" bmetzinger@toknc.com, "smiller@hickorync.gov" smiller@hickorync.gov, "pmiracle@southermpines.net" pmiracle@southermpines.net, "rmoore@wakeforestnc.gov" rmoore@wakeforestnc.gov, "dwyane.moore@gmail.com" dwyane.moore@gmail.com, "david.munoz@greensboronc.gov" david.munoz@greensboronc.gov, "tracy.nelson@greensboronc.gov" tracy.nelson@greensboronc.gov, "dnorman@ci.fay.nc.us" dnorman@ci.fay.nc.us, "sodum@havelocknc.us" sodum@havelocknc.us, "lowens@clemmons.org" lowens@clemmons.org, "jpalmer85@gmail.com" jpalmer85@gmail.com, "randy.paschal@sanfordnc.net" randy.paschal@sanfordnc.net, "cpettiford@ci.fay.nc.us" cpettiford@ci.fay.nc.us, "steve.phipps@greensboronc.gov" steve.phipps@greensboronc.gov, "tpolito@harrisburgnc.org" tpolito@harrisburgnc.org, "apope@smeinc.com" apope@smeinc.com, "jprice@townofchapelhill.org" jprice@townofchapelhill.org, "Candice Tatu" ctatu@huntersville.org, "troberson@ci.fay.nc.us" troberson@ci.fay.nc.us, "bill.roy@townofcary.org" bill.roy@townofcary.org, "dseneres@archdale-nc.gov" dseneres@archdale-nc.gov, "shawncityofkm.com" shawncityofkm.com, "dslocum@statesvillenc.net" dslocum@statesvillenc.net, "msmart@pw.minthill.com" msmart@pw.minthill.com, "wstanley@southermpines.net" wstanley@southermpines.net, "tmahala@statesville.net" tmahala@statesville.net, "carl.stukes@greensboronc.gov" carl.stukes@greensboronc.gov, "lbthompson@ci.burlington.nc.us" lbthompson@ci.burlington.nc.us, "Craig Tollison" Craig.Tollison@hillsboroughnc.org, "dennis.townsend@meadhunt.com" dennis.townsend@meadhunt.com, "shannon.turner@highpointnc.gov" shannon.turner@highpointnc.gov, "nunderwood@ci.albemarle.nc.us" nunderwood@ci.albemarle.nc.us, "awimberly@havelocknc.us" awimberly@havelocknc.us, "aworner@wakeforestnc.gov" aworner@wakeforestnc.gov, "jyates@ashevillenc.gov" jyates@ashevillenc.gov

Subject : Geotab NJPA Pricing

Attachment : NJPA Geotab Pricing- NC NJPA June

2018.pdf;image001.png;image002.png;image003.png;image004.png;image005.png;

Exciting News,

Melvin with GPS Mobile Solutions, I hope all is well. This message is going out to the NC APWA Members whom I have had the opportunity to meet at the conferences over the past two years as we have partner with you to bring you the best conference as possible. As a members of APWA, I have met some of the best individuals in our state who help keep our cities operating at the top level in this country.

This email to also share a new and exciting promotion for Telematics (GPS) for those that are not working directly with us GPS Mobile Solutions but are interested in moving to the future with the most advanced system in

telematics in the world Geotab. Geotab gives their clients to integrate with in house fleet management solutions, in vehicle cameras, true engine diagnostics and solutions that can predict vehicle failures even before the fault codes are produced, asset tracking, routing solutions, paperless forms, temperature monitoring solutions and so much more under one umbrella, why would you not want this type of coverage and a company like GPS Mobile Solutions that can help you put these solutions in place.

Geotab has now become a part of NJPA and you all can be privilege to the best pricing in the marketplace for equipment and monthly services subscription for the Geotab Application. I know that many of you have already submitted your budgets for the 2018-2019 season but I have noticed that money is available thru grants and other funding to help your organization cut cost in fuel usage and increase productivity in the work force. I look forward to seeing you all Greenville this year but if you would like to call me now to get jump on this for your organization, my number is below, if not, I will see you all in Greenville, NC later this year.

Thanks Again for all you do,

**Melvin G. McNeill**

**GPS Mobile Solutions**

[\(919\) 954-8060 \( office \)](tel:9199548060)

[\(919\) 954-8160 \( fax \)](tel:9199548160)

[melvin.mcneill@gpsmobilesolutions.com](mailto:melvin.mcneill@gpsmobilesolutions.com)

Visit [www.gpsmobilesolutions.com](http://www.gpsmobilesolutions.com) to discover how GPS Mobile Solutions is not only about GPS tracking, but about offering all of the tools needed to manage all aspects of your fleet! And for great daily information to help with managing you fleet, be sure to follow us on social media.

Click on the icons to check out many of our other great solutions!



Vehicle Tracking



Asset Tracking



In-Vehicle Cameras



Paperless Forms



Distracted Driving



## National Joint Powers Alliance Monthly Subscription

NC APWA  
June 2018



## Geotab GO8 Device- Purchase Option

GPS Equipment	Cost per Unit
Geotab GO Device	\$51.02
Geotab Y Replacement Harness	\$25.51
<b>Total</b>	<b>\$76.02</b>

- The first single-mode LTE CAT-1 product
- Only live tracking device in the market
- Easy plug and play OBDII Device with Y-Harness
- G-Force Monitoring
- IOX expandability
- Engine and battery health assessment.
- LTE Connectivity which protects your device from legacy technology sunset by network carriers, which extends its life in the field
- Access to Partners Add-Ons in Geotab Marketplace





# Geotab NJPA Base Subscription

Monthly Subscription	Monthly Cost per Unit
<b>Base Subscription</b>	<b>\$10.20</b>

- The Base Subscription offers most standard data such as location, trip history, speeding, idling and fleet maintenance.
- Web-based software reporting platform capable of supporting unlimited vehicles and users.
- Support of multiple map types.
- Highly flexible Rules and exception engine-customizable and editable.
- Device tampering detection.
- Access to Partners Add-Ons in Geotab Marketplace



## Geotab NJPA Pro Subscription

Monthly Subscription	Monthly Cost per Unit
<b>Pro Subscription</b>	<b>\$16.33</b>

- The Pro Subscription standard data such as location, trip history, speeding, idling and fleet maintenance plus all of the Base Subscriptions features plus more....
- Engine Diagnostic.
- Unsafe Driver Behavior Notifications and Driving Coaching.
- Fuel Management Platform.
- SDK and APIs that are open, free and easy to use.
- Driver ID via NFC.
- Route Optimization.
- Automatic IFTA Mileage Reporting
- Driver Application (Geotab Drive) scalable for future needs
- Accident Reconstruction



# Geotab NJPA Pro Plus Subscription

Monthly Subscription	Monthly Cost per Unit
<b>Pro Plus Subscription</b>	<b>\$19.39</b>

- The Pro Plus Subscription offers all the standard data such as location, trip history, speeding, idling and fleet maintenance plus all of the Base and Pro Subscriptions features and much more....
- Active Tracking.
- Lifetime Warranty.
- HOS/DVIR.
- Roadside Assistance.
- Engine Diagnostic.
- Unsafe Driver Behavior Notifications and Driving Coaching.
- Fuel Management Platform.
- SDK and APIs that are open, free and easy to use.
- Driver ID via NFC.
- Route Optimization.
- Automatic IFTA Mileage Reporting
- Driver Application (Geotab Drive) scalable for future needs

**Date : 10/29/2019 2:24:46 PM**  
**From : "Vierkant, Heidi" Heidi.Vierkant1@T-Mobile.com**  
**To : "Barry Graham" bgraham@huntersville.org**  
**Cc : "Gedney, Bryan" Bryan.Gedney@T-Mobile.com**  
**Subject : Geotab Quote**  
**Attachment : Huntersville PD Geotab Quote.pdf;image003.jpg;**

Hi Barry,

Great to speak with you today. Please see attached quote. I looked at billing of another Geotab customer in NC and did not see any taxes or fees with their account.

Please let me know if you need anything else from me. We are happy to answer any questions the Chief has. Thanks!

Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310



T-Mobile Proposal  
Cost reflects NC State Contract Government Discounts



Heidi Vieraknt  
704-906-2600  
Government Account Manager

Monthly Service	Quantity	Service	Total Monthly
Geotab Pro Plus	70	\$28.70	\$2,009.00
OneTime Costs	Quantity	Cost	Total Onetime
Geotab Go8 Unit	70	\$0.00	\$0.00
<b>Total Monthly</b>			<b>\$2,009.00</b>



**Date : 11/15/2019 12:09:56 PM**  
**From : "Vierkant, Heidi" Heidi.Vierkant1@T-Mobile.com**  
**To : "bhoyle@huntersville.org" bhoyle@huntersville.org**  
**Subject : Geotab Solution**  
**Attachment : image002.jpg;**

Hi Chief Hoyle,

I have been working with Major Graham on a Geotab telematics solution for the police department. As you are probably aware, the department demoed a couple of units for a few weeks and the feedback was very positive. Barry indicated that the department may be interested in 70 units with Active Tracking (real time, second by second updates to the portal). I provided a quote and believe you were going to review and take the project to Anthony.

I want to reach out via email to see if you have any questions about the quote or the solution that I can answer for you. I am happy to assist in any way – please let me know how I can help. A response with an update on the project would be appreciated. Thanks so much!

Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

**Date : 4/29/2020 10:34:52 AM**

**From : "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)**

**To : "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org), "Brian Vaughan" [bvaughan@huntersville.org](mailto:bvaughan@huntersville.org)**

**Subject : Geotab**

The code has been running once every 5 minutes since yesterday afternoon. It appears to be working to remove and add people to "Active Units" group as it detects RPM. The blue triangles indicate when AUX1 is on, but there are some issues there. Satkus has an issue with that unit and Jim is working on it. Last night on a call it worked as it should. When the lights went on during a call it showed blue tracks only when the lights were on. When the lights went off so did the blue tracks. Today Kriss blue lights are showing ON all day has it Lehwes. There seems to be a problem with the way that works through the interface. I will try to figure out a custom what to do it so we don't have to use exceptions rules to show that.

Let me know if you see inactive cars in the Active Units group view. Inactive defined as no engine RPM within the past hour.

Thanks.

Date : 3/26/2020 7:10:02 PM

From : "No Reply" noreply@geotab.com

To : "bgraham@huntersville.org" bgraham@huntersville.org

Subject : MyGeotab - Your Onboarding Plan

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.



**GEOTAB**  
management by measurement

Hello Barry,

Please see below the content we will cover in our meetings during your Onboarding with Geotab:

#### **Overview/Setup**

You will receive meeting invites for each session we schedule, including reminders! If you would like to add any other items to our plan, do not hesitate to contact me.

I look forward to working with you and helping you get the most out of MyGeotab!

Have a great day,  
Paul Naylor  
Customer Implementation Specialist

Date : 9/9/2019 1:18:19 PM  
From : "T-Mobile For Business Demo Program" t-mobileforbusiness@viennachannels.com  
To : "bgraham@huntersville.org" bgraham@huntersville.org  
Cc : "heidi.vierkant1@t-mobile.com" heidi.vierkant1@t-mobile.com  
Subject : Order 869284 Shipment and Tracking Information for Barry Graham at Town of Huntersville



T-Mobile For Business Demo Program  
c/o Vienna Channels  
1905 Industrial Boulevard  
Colleyville, TX 76034

September 9, 2019

Dear Barry:

On behalf of Heidi Vierkant and T-Mobile, we want to thank you for your demo device order. This email includes your order information.

Your FedEx Tracking Number is 789679354859 and we anticipate arrival of your order at your office on or around September 12, 2019. Your Trial Period will expire **September 26, 2019**. All device(s) are due back in our warehouse by that date. Please plan to return the device(s) three days earlier to allow for shipping time.

**For your convenience, we have included a return shipping label (1Z03Y3E68794398846) to use for your device return.**

Your T-Mobile For Business Sales Rep is Heidi Vierkant. You may contact your rep via email at heidi.vierkant1@t-mobile.com, or by phone at 704-906-2600. We hope you and your business benefit from this T-Mobile For Business Demo Program.

Best regards,

T-Mobile For Business Demo Program  
[t-mobileforbusiness@viennachannels.com](mailto:t-mobileforbusiness@viennachannels.com)

**Order Number: 869284**  
**Ship Via:** FedEx  
**Ship To:** Town of Huntersville  
Barry Graham  
9630 Julian Clark Ave  
Huntersville, NC 28078

#### **Shipment Contents**

Product: Geotab Pro Plus ZGEOPRXTE  
SN: 015523000070106  
SIM No.: 8901260902754286584  
Phone No.: 626-866-3391

Product: Geotab Pro Plus ZGEOPRXTE  
SN: 015523000074959  
SIM No.: 8901260902754286568  
Phone No.: 626-866-3390

Date : 10/7/2019 12:43:28 PM

From : "Barry Graham" bgraham@huntersville.org

To : "Jennifer Thompson" jenniferthompson@geotab.com

Subject : Re: Confirming your attendance at Geotab Mobility Connect 2019

I will NOT be attending.

Thanks.

Major B. Graham

Huntersville Police Dept

704-464-5400

704-464-5380

Sent from my iPhone

On Oct 7, 2019, at 12:28 PM, Jennifer Thompson <jenniferthompson@geotab.com> wrote:

Hi Barry,

I hope everything is well! I just wanted to confirm your attendance at Geotab's Mobility Connect 2019 in *Estoril, Portugal* on **November 6th 2019**. We are very excited to have your attendance at this event and wanted to ensure everything was confirmed upon your arrival.

If you could reply to this email as soon as possible to confirm it would be much appreciated.

Have a great day,  
Jennifer Thompson

--

**Jennifer Thompson**

Geotab

Events Specialist Intern | Marketing

Direct

Toll-free +1 (877) 436-8221

Visit [www.geotab.com](http://www.geotab.com)

[Twitter](#) | [Facebook](#) | [YouTube](#) | [LinkedIn](#)

Date : 3/31/2020 4:51:58 PM

From : "Paul Naylor" paulnaylor@geotab.com

To : "bgraham@huntersville.org" bgraham@huntersville.org

Subject : RE: Customer Onboarding -Huntersville Police [ ref:\_00D50735v.\_5002J1Jaleh:ref ]

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Brian,

I'm still working with a couple teams to see if we can streamline hiding off duty officers from the live map. With some tema currently spread out, I'll need another day to hear back. I wanted to give you this update and I'll keep you posted.

Click [here](#) for the appointment calendar.

Let me know if you have any questions

--

**Paul Naylor**

Geotab

Implementation Specialist |

[Direct] +1 (702) 952-1496

[Toll-Free] [+1 \(800\) 397-7102](tel:+18003977102)

[Visit] [www.geotab.com](http://www.geotab.com)

[Twitter](#) | [Facebook](#) | [YouTube](#) | [LinkedIn](#)

**Support Hours**

24/7 Live Chat, Email and Phone Support

[Visit] [www.help.geotab.com](http://www.help.geotab.com)

ref\_00D50735v.\_5002J1Jaleh:ref

**Date : 4/26/2020 11:53:42 AM**

**From : "Bence Hoyle" bhoyle@huntersville.org**

**To : "Brian Vaughan" bvaughan@huntersville.org**

**Subject : RE: Finally**

For Monday. Satkus car is showing a constant on/off of the Aux1 button. Probably not actually turning on and off but the geotab feed is reporting a constant on off on off on off. Just have them check the wiring on it when he is working.



**Date :** 4/29/2020 2:48:35 PM  
**From :** "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org)  
**To :** "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)  
**Subject :** RE: Geotab

Sounds good!!

Major Barry Graham  
Huntersville Police Department  
9630 Julian Clark Ave.  
Huntersville, NC 28078  
704-464-5400 Main  
704-464-5380 Office

---

**From:** Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)>  
**Sent:** Wednesday, April 29, 2020 2:48 PM  
**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Cc:** Brian Vaughan <[bvaughan@huntersville.org](mailto:bvaughan@huntersville.org)>  
**Subject:** RE: Geotab

The blue light indicated worked perfectly for a funeral escort today. I'm going to leave it alone for now and just monitor it for a while. Once all cars get installed we can start grouping by function and that should make the map more clear.

---

**From:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Sent:** Wednesday, April 29, 2020 10:54 AM  
**To:** Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)>  
**Cc:** Brian Vaughan <[bvaughan@huntersville.org](mailto:bvaughan@huntersville.org)>  
**Subject:** Re: Geotab

He turned it off and it cleared. Turned back on and it shows they are back on.

The date is wrong on it though.

Major Barry Graham  
Huntersville Police Dept.  
704-464-5380  
Sent from my iPhone

On Apr 29, 2020, at 10:49 AM, Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)> wrote:

Glow lights?

---

**From:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
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**Subject:** Re: Geotab

Lehew is probably working. I just saw him with his glow lights on.

I'm going to ask him to turn them off and then check him again.

Major Barry Graham  
Huntersville Police Dept.  
704-464-5380  
Sent from my iPhone

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have to use exceptions rules to show that.

Let me know if you see inactive cars in the Active Units group view. Inactive defined as no engine RPM within the past hour.

Thanks.

**Date :** 4/29/2020 2:47:43 PM  
**From :** "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)  
**To :** "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org)  
**Cc :** "Brian Vaughan" [bvaughan@huntersville.org](mailto:bvaughan@huntersville.org)  
**Subject :** RE: Geotab

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Let me know if you see inactive cars in the Active Units group view. Inactive defined as no engine RPM within the past hour.

Thanks.

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**From :** "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)  
**To :** "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org)  
**Cc :** "Brian Vaughan" [bvaughan@huntersville.org](mailto:bvaughan@huntersville.org)  
**Subject :** RE: Geotab

I think the wrong date is no problem. It is just showing the first one it grabbed from the database not the most recent. It assumes it is the same problem (like an engine fault). As long as the triangle goes away when the lights go off that works. We may have to isolate the emergency blues from the cruising blues for it to be accurate.

---

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On Apr 29, 2020, at 10:34 AM, Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)> wrote:

The code has been running once every 5 minutes since yesterday afternoon. It appears to be working to remove and add people to "Active Units" group as it detects RPM. The blue triangles indicate when AUX1 is on, but there are some issues there. Satkus has an issue with that unit and Jim is working on it. Last night on a call it worked as it should. When the lights went on during a call it showed blue tracks only when the lights were on. When the lights went off so did the blue tracks. Today Kriss blue lights are showing ON all day has it Lehews. There seems to be a problem with the way that works through the interface. I will try to figure out a custom what to do it so we don't have to use exceptions rules to show that.

Let me know if you see inactive cars in the Active Units group view. Inactive defined as no engine RPM within the past hour.

Thanks.

**Date :** 4/29/2020 10:54:10 AM  
**From :** "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org)  
**To :** "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)  
**Cc :** "Brian Vaughan" [bvaughan@huntersville.org](mailto:bvaughan@huntersville.org)  
**Subject :** Re: Geotab

He turned it off and it cleared. Turned back on and it shows they are back on.

The date is wrong on it though.

Major Barry Graham  
Huntersville Police Dept.  
704-464-5380  
Sent from my iPhone

On Apr 29, 2020, at 10:49 AM, Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)> wrote:

Glow lights?

---

**From:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Sent:** Wednesday, April 29, 2020 10:49 AM  
**To:** Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)>  
**Cc:** Brian Vaughan <[bvaughan@huntersville.org](mailto:bvaughan@huntersville.org)>  
**Subject:** Re: Geotab

Lehew is probably working. I just saw him with his glow lights on.

I'm going to ask him to turn them off and then check him again.

Major Barry Graham  
Huntersville Police Dept.  
704-464-5380  
Sent from my iPhone

On Apr 29, 2020, at 10:34 AM, Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)> wrote:

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Let me know if you see inactive cars in the Active Units group view. Inactive defined as no engine RPM within the past hour.

Thanks.

Date : 4/29/2020 10:50:52 AM

From : "Barry Graham" bgraham@huntersville.org

To : "Bence Hoyle" bhoyle@huntersville.org

Cc : "Brian Vaughan" bvaughan@huntersville.org

Subject : Re: Geotab

The blue glow lights that they turn on when they are patrolling through a shopping center.

Major Barry Graham  
Huntersville Police Dept.  
704-464-5380  
Sent from my iPhone

On Apr 29, 2020, at 10:49 AM, Bence Hoyle <bhoyle@huntersville.org> wrote:

Glow lights?

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**From:** Barry Graham <bgraham@huntersville.org>  
**Sent:** Wednesday, April 29, 2020 10:49 AM  
**To:** Bence Hoyle <bhoyle@huntersville.org>  
**Cc:** Brian Vaughan <bvaughan@huntersville.org>  
**Subject:** Re: Geotab

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Thanks.

**Date :** 4/29/2020 10:49:57 AM  
**From :** "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)  
**To :** "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org)  
**Cc :** "Brian Vaughan" [bvaughan@huntersville.org](mailto:bvaughan@huntersville.org)  
**Subject :** RE: Geotab

Glow lights?

---

**From:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Sent:** Wednesday, April 29, 2020 10:49 AM  
**To:** Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)>  
**Cc:** Brian Vaughan <[bvaughan@huntersville.org](mailto:bvaughan@huntersville.org)>  
**Subject:** Re: Geotab

Lehew is probably working. I just saw him with his glow lights on.

I'm going to ask him to turn them off and then check him again.

Major Barry Graham  
Huntersville Police Dept.  
704-464-5380  
Sent from my iPhone

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Thanks.

**Date : 4/29/2020 10:49:06 AM**

**From : "Barry Graham" bgraham@huntersville.org**

**To : "Bence Hoyle" bhoyle@huntersville.org**

**Cc : "Brian Vaughan" bvaughan@huntersville.org**

**Subject : Re: Geotab**

Lehew is probably working. I just saw him with his glow lights on.

I'm going to ask him to turn them off and then check him again.

Major Barry Graham  
Huntersville Police Dept.  
704-464-5380  
Sent from my iPhone

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Let me know if you see inactive cars in the Active Units group view. Inactive defined as no engine RPM within the past hour.

Thanks.



**Date :** 4/29/2020 10:39:10 AM  
**From :** "Barry Graham" bgraham@huntersville.org  
**To :** "Bence Hoyle" bhoyle@huntersville.org  
**Cc :** "Brian Vaughan" bvaughan@huntersville.org  
**Subject :** Re: Geotab  
Will do.

Major Barry Graham  
Huntersville Police Dept.  
704-464-5380  
Sent from my iPhone

On Apr 29, 2020, at 10:34 AM, Bence Hoyle <bhoyle@huntersville.org> wrote:

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Let me know if you see inactive cars in the Active Units group view. Inactive defined as no engine RPM within the past hour.

Thanks.

**Date :** 3/19/2020 3:12:17 PM  
**From :** "Vierkant, Heidi" Heidi.Vierkant1@T-Mobile.com  
**To :** "Brian Vaughan" bvaughan@huntersville.org  
**Subject :** RE: GeoTab Assistance  
**Attachment :** image005.png;image006.png;image007.png;image001.jpg;

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi,

Has anyone from Geotab reached out to you regarding setting up a training?

Heidi Vierkant

Public Sector, Carolinas

[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

Dedicated Care Email address: [brandonw@t-mobilesupport.com](mailto:brandonw@t-mobilesupport.com)

---

**From:** Brian Vaughan <bvaughan@huntersville.org>  
**Sent:** Monday, March 16, 2020 10:25 AM  
**To:** Vierkant, Heidi <Heidi.Vierkant1@T-Mobile.com>  
**Subject:** GeoTab Assistance

[External]

Good Morning

We have some issues with GeoTab, specifically the software/mapping system. I would love to know if there is a training session you can provide on the software. Active tracking does not appear to be working either. I know you've been working with Barry Graham, however the install and mapping software has been turned over to me to get up and running. Any assistance would be great. Thanks!

Brian

Lt. Brian Vaughan  
Huntersville Police Department  
Personnel/Training/Fleet Division  
704-464-5382 (office)  
[REDACTED] (cell)



Date : 12/13/2019 5:56:36 PM

From : "Anthony Roberts" aroberts@huntersville.org

To : "Bence Hoyle" bhoyle@huntersville.org, "Jackie Huffman" jhuffman@huntersville.org

Subject : RE: Geotab Quote

Attachment : image001.jpg;

cool

---

From: Bence Hoyle <bhoyle@huntersville.org>

Sent: Friday, December 13, 2019 2:52 PM

To: Anthony Roberts <aroberts@huntersville.org>; Jackie Huffman <jhuffman@huntersville.org>

Subject: FW: Geotab Quote

So they waived the hardware fees for everything except the cable we are going to use to securely mount it in the car (27 x 70). It will be 2009 per month for 70 vehicles. We can monitor 4 external inputs with this. We are going to use 2 for lights and sirens so we can see in real-time when the blue lights come on. That should be helpful.

---

From: Vierkant, Heidi <[Heidi.Vierkant1@T-Mobile.com](mailto:Heidi.Vierkant1@T-Mobile.com)>

Sent: Friday, December 13, 2019 8:15 AM

To: Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>

Cc: Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)>; Gedney, Bryan <[Bryan.Gedney@T-Mobile.com](mailto:Bryan.Gedney@T-Mobile.com)>

Subject: Geotab Quote

Hello,

It was a pleasure speaking with you yesterday. I think you are going to be extremely satisfied with the Geotab solution. I have attached the quote, please take note of below:

- Only 1 AUX cable is needed – it can support up to 4 inputs
- We wanted to make this a very easy decision for you so I got approval to offer the AUX cable at no cost
- We are eliminating startup fees for you – **value of \$7,490**
  - Go 8 unit is \$72 and AUX cable is \$35 per vehicle
  - We do not require any type of service contract, but do reserve the right to charge for the accessory if Huntersville PD does not maintain service for 24 months

Additional Information:

I recommend the T-harness, but it is not required – video on how to install is [here](#). There is a onetime cost of \$27.99 for the harness.

Video on how to install the AUX cable [here](#)

At the end of the call there was a question about security – please find all security information [here](#)

We are looking forward to the opportunity to work with you. If possible, it would be great to get an answer early next week regarding if you want to move forward. Keep in mind, quote is good until the end of the year, hardware costs are subject to change after that. As I mentioned on the call, we can offer a 30 day suspend to give you time to get the units installed, if needed. If there is anything you need from me, please don't hesitate to reach out.

Heidi Vierkant

Government Account Manager

[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



Mobile: 704-906-2600 | Govt. Care: 844-361-1310

**Date :** 11/12/2019 12:50:22 PM  
**From :** "Vierkant, Heidi" Heidi.Vierkant1@T-Mobile.com  
**To :** "Barry Graham" bgraham@huntersville.org  
**Cc :** "Gedney, Bryan" Bryan.Gedney@T-Mobile.com  
**Subject :** RE: Geotab Quote  
**Attachment :** image004.jpg;image008.jpg;image009.jpg;

Hi Barry,

Happy Tuesday! I have not heard from you since I sent the quote over a couple weeks ago and would love some feedback as to what the chief thought of the quote and if he is trying to get approval from Anthony to implement the Geotab solution. Any update you have would be appreciated. As always, let me know what I can do to help. Thanks!

Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

---

**From:** Vierkant, Heidi  
**Sent:** Tuesday, November 5, 2019 12:46 PM  
**To:** Barry Graham <bgraham@huntersville.org>  
**Cc:** Gedney, Bryan <Bryan.Gedney@T-Mobile.com>  
**Subject:** RE: Geotab Quote

Hi Barry,

I left you a voicemail yesterday and want to follow up with an email. Were you able to pass this quote along to the chief? Do you know if he has spoken with Anthony about moving forward with the solution? Please let me know an update as well as if there is anything I can do to help. Thanks!

Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

---

**From:** Vierkant, Heidi  
**Sent:** Tuesday, October 29, 2019 2:25 PM  
**To:** Barry Graham <bgraham@huntersville.org>  
**Cc:** Gedney, Bryan <Bryan.Gedney@T-Mobile.com>  
**Subject:** Geotab Quote

Hi Barry,

Great to speak with you today. Please see attached quote. I looked at billing of another Geotab customer in NC and did not see any taxes or fees with their account.

Please let me know if you need anything else from me. We are happy to answer any questions the Chief has. Thanks!

Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

**Date :** 11/5/2019 12:46:29 PM  
**From :** "Vierkant, Heidi" Heidi.Vierkant1@T-Mobile.com  
**To :** "Barry Graham" bgraham@huntersville.org  
**Cc :** "Gedney, Bryan" Bryan.Gedney@T-Mobile.com  
**Subject :** RE: Geotab Quote  
**Attachment :** image003.jpg;image004.jpg;

Hi Barry,

I left you a voicemail yesterday and want to follow up with an email. Were you able to pass this quote along to the chief? Do you know if he has spoken with Anthony about moving forward with the solution? Please let me know an update as well as if there is anything I can do to help. Thanks!

Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

---

**From:** Vierkant, Heidi  
**Sent:** Tuesday, October 29, 2019 2:25 PM  
**To:** Barry Graham <bgraham@huntersville.org>  
**Cc:** Gedney, Bryan <Bryan.Gedney@T-Mobile.com>  
**Subject:** Geotab Quote

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Please let me know if you need anything else from me. We are happy to answer any questions the Chief has. Thanks!

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Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

**Date :** 10/28/2019 5:06:00 PM  
**From :** "Vierkant, Heidi" Heidi.Vierkant1@T-Mobile.com  
**To :** "Barry Graham" bgraham@huntersville.org  
**Subject :** RE: Geotab Quote  
**Attachment :** image006.jpg;image007.jpg;image008.jpg;image002.jpg;

Lets do tomorrow at 2:00pm. I will send over an invite with call information. Thanks!

Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

---

**From:** Barry Graham <bgraham@huntersville.org>  
**Sent:** Monday, October 28, 2019 8:51 AM  
**To:** Vierkant, Heidi <Heidi.Vierkant1@T-Mobile.com>  
**Subject:** RE: Geotab Quote

[External]

Either of these are fine with me.

The chief seems interested in these, but wants to see a quote for 70 of the top end units.

Thanks  
Major Barry Graham  
Huntersville Police Department  
9630 Julian Clark Ave.  
Huntersville, NC 28078  
704-464-5400 Main  
704-464-5380 Office

---

**From:** Vierkant, Heidi <[Heidi.Vierkant1@T-Mobile.com](mailto:Heidi.Vierkant1@T-Mobile.com)>  
**Sent:** Monday, October 28, 2019 8:49 AM  
**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Cc:** Amelia Burnette <[aburnette@huntersville.org](mailto:aburnette@huntersville.org)>; Larry Davis <[ldavis@huntersville.org](mailto:ldavis@huntersville.org)>; Gedney, Bryan <[Bryan.Gedney@T-Mobile.com](mailto:Bryan.Gedney@T-Mobile.com)>  
**Subject:** RE: Geotab Quote

Hi Barry,

Happy Monday!! I want to see if we can set up a call later this week to better understand where Huntersville is with the Geotab solution. Does Tuesday 10/29 at 2:00 or Wednesday 20/30 at 11:00 work for you?

Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

---

**From:** Vierkant, Heidi  
**Sent:** Monday, October 7, 2019 4:01 PM  
**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Cc:** Amelia Burnette (<[aburnette@huntersville.org](mailto:aburnette@huntersville.org)>) <[aburnette@huntersville.org](mailto:aburnette@huntersville.org)>; Larry Davis <[ldavis@huntersville.org](mailto:ldavis@huntersville.org)>; Gedney, Bryan <[Bryan.Gedney@T-Mobile.com](mailto:Bryan.Gedney@T-Mobile.com)>  
**Subject:** RE: Geotab Quote

Barry,

Can we set a call for a week from today (Monday 10/14) to regroup after you have spoken with the Chief and Town manager? Let me know if 1:00pm will work for you. Thanks!

Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



Mobile: 704-906-2600 | Govt. Care: 844-361-1310

---

**From:** Vierkant, Heidi

**Sent:** Wednesday, October 2, 2019 3:21 PM

**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>

**Cc:** Amelia Burnette ([aburnette@huntersville.org](mailto:aburnette@huntersville.org)) <[aburnette@huntersville.org](mailto:aburnette@huntersville.org)>; Larry Davis <[ldavis@huntersville.org](mailto:ldavis@huntersville.org)>; Gedney, Bryan <[Bryan.Gedney@T-Mobile.com](mailto:Bryan.Gedney@T-Mobile.com)>

**Subject:** Geotab Quote

Hi Barry,

It was great to speak with you on Monday. I know you will be speaking with the Chief and Town Manager this next week and I wanted to be sure you had all the information you need. I have attached 2 quotes, one for base and one for pro.

- No contract
- No cost hardware
- If budget is a concern, you can start with base and upgrade to pro in July (or whenever you want)
- Let me know what you need for is to get this going by end of calendar year

Thanks!

Heidi Vierkant

Government Account Manager

[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



Mobile: 704-906-2600 | Govt. Care: 844-361-1310

**Date :** 10/28/2019 8:50:59 AM  
**From :** "Barry Graham" bgraham@huntersville.org  
**To :** "Vierkant, Heidi" Heidi.Vierkant1@T-Mobile.com  
**Subject :** RE: Geotab Quote  
**Attachment :** image001.jpg;image004.jpg;image005.jpg;

Either of these are fine with me.

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Thanks  
Major Barry Graham  
Huntersville Police Department  
9630 Julian Clark Ave.  
Huntersville, NC 28078  
704-464-5400 Main  
704-464-5380 Office

---

**From:** Vierkant, Heidi <Heidi.Vierkant1@T-Mobile.com>  
**Sent:** Monday, October 28, 2019 8:49 AM  
**To:** Barry Graham <bgraham@huntersville.org>  
**Cc:** Amelia Burnette <aburnette@huntersville.org>; Larry Davis <ldavis@huntersville.org>; Gedney, Bryan <Bryan.Gedney@T-Mobile.com>  
**Subject:** RE: Geotab Quote

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Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

---

**From:** Vierkant, Heidi  
**Sent:** Monday, October 7, 2019 4:01 PM  
**To:** Barry Graham <bgraham@huntersville.org>  
**Cc:** Amelia Burnette ([aburnette@huntersville.org](mailto:aburnette@huntersville.org)) <[aburnette@huntersville.org](mailto:aburnette@huntersville.org)>; Larry Davis <[ldavis@huntersville.org](mailto:ldavis@huntersville.org)>; Gedney, Bryan <[Bryan.Gedney@T-Mobile.com](mailto:Bryan.Gedney@T-Mobile.com)>  
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[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

---

**From:** Vierkant, Heidi  
**Sent:** Wednesday, October 2, 2019 3:21 PM  
**To:** Barry Graham <bgraham@huntersville.org>  
**Cc:** Amelia Burnette ([aburnette@huntersville.org](mailto:aburnette@huntersville.org)) <[aburnette@huntersville.org](mailto:aburnette@huntersville.org)>; Larry Davis <[ldavis@huntersville.org](mailto:ldavis@huntersville.org)>; Gedney, Bryan <[Bryan.Gedney@T-Mobile.com](mailto:Bryan.Gedney@T-Mobile.com)>  
**Subject:** Geotab Quote

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- No cost hardware



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- Let me know what you need for is to get this going by end of calendar year

Thanks!

Heidi Vierkant

Government Account Manager

[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

**Date :** 10/2/2019 4:12:39 PM  
**From :** "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)  
**To :** "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org)  
**Subject :** RE: Geotab Quote

Tell them to send us a quote for pro plus but asked them again if there are price breaks for the volume we will be getting. I will get that question.

---

**From:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Sent:** Wednesday, October 2, 2019 4:11 PM  
**To:** Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)>  
**Subject:** RE: Geotab Quote

That's correct. The pro updates every 15 seconds (?) instead of constantly.

Major Barry Graham  
Huntersville Police Department  
9630 Julian Clark Ave.  
Huntersville, NC 28078  
704-464-5400 Main  
704-464-5380 Office

---

**From:** Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)>  
**Sent:** Wednesday, October 2, 2019 4:08 PM  
**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Subject:** Re: Geotab Quote

The pro is not active tracking though

On Oct 2, 2019, at 16:01, Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)> wrote:

The Pro will be about \$1,665 per month for 70 cars. This would be all of patrol and traffic.

I'll send the comparison sheet behind this email.

Major Barry Graham  
Huntersville Police Department  
9630 Julian Clark Ave.  
Huntersville, NC 28078  
704-464-5400 Main  
704-464-5380 Office

---

**From:** Vierkant, Heidi <[Heidi.Vierkant1@T-Mobile.com](mailto:Heidi.Vierkant1@T-Mobile.com)>  
**Sent:** Wednesday, October 2, 2019 3:21 PM  
**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Cc:** Amelia Burnette <[aburnette@huntersville.org](mailto:aburnette@huntersville.org)>; Larry Davis <[ldavis@huntersville.org](mailto:ldavis@huntersville.org)>; Gedney, Bryan <[Bryan.Gedney@T-Mobile.com](mailto:Bryan.Gedney@T-Mobile.com)>  
**Subject:** Geotab Quote

Hi Barry,

It was great to speak with you on Monday. I know you will be speaking with the Chief and Town Manager this next week and I wanted to be sure you had all the information you need. I have attached 2 quotes, one for base and one for pro.

- No contract
- No cost hardware
- If budget is a concern, you can start with base and upgrade to pro in July (or whenever you want)
- Let me know what you need for is to get this going by end of calendar year

Thanks!

**Heidi Vierkant**

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)  
<image003.jpg>

**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

<Huntersville PD Geotab base.pdf>

<Huntersville PD Geotab Pro.pdf>

**Date :** 10/2/2019 4:10:51 PM  
**From :** "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org)  
**To :** "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)  
**Subject :** RE: Geotab Quote

That's correct. The pro updates every 15 seconds (?) instead of constantly.

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9630 Julian Clark Ave.  
Huntersville, NC 28078  
704-464-5400 Main  
704-464-5380 Office

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**Sent:** Wednesday, October 2, 2019 4:08 PM  
**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Subject:** Re: Geotab Quote

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Huntersville Police Department  
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704-464-5400 Main  
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**Sent:** Wednesday, October 2, 2019 3:21 PM  
**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Cc:** Amelia Burnette <[aburnette@huntersville.org](mailto:aburnette@huntersville.org)>; Larry Davis <[ldavis@huntersville.org](mailto:ldavis@huntersville.org)>; Gedney, Bryan <[Bryan.Gedney@T-Mobile.com](mailto:Bryan.Gedney@T-Mobile.com)>  
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Thanks!

**Heidi Vierkant**  
Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)  
<image003.jpg>  
**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

<Huntersville PD Geotab base.pdf>

<Huntersville PD Geotab Pro.pdf>

**Date :** 10/2/2019 4:08:15 PM  
**From :** "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)  
**To :** "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org)  
**Subject :** Re: Geotab Quote  
**Attachment :** image003.jpg;

The pro is not active tracking though

On Oct 2, 2019, at 16:01, Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)> wrote:

The Pro will be about \$1,665 per month for 70 cars. This would be all of patrol and traffic.

I'll send the comparison sheet behind this email.

Major Barry Graham  
Huntersville Police Department  
9630 Julian Clark Ave.  
Huntersville, NC 28078  
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704-464-5380 Office

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**From:** Vierkant, Heidi <[Heidi.Vierkant1@T-Mobile.com](mailto:Heidi.Vierkant1@T-Mobile.com)>  
**Sent:** Wednesday, October 2, 2019 3:21 PM  
**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Cc:** Amelia Burnette <[aburnette@huntersville.org](mailto:aburnette@huntersville.org)>; Larry Davis <[ldavis@huntersville.org](mailto:ldavis@huntersville.org)>; Gedney, Bryan <[Bryan.Gedney@T-Mobile.com](mailto:Bryan.Gedney@T-Mobile.com)>  
**Subject:** Geotab Quote

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- No cost hardware
- If budget is a concern, you can start with base and upgrade to pro in July (or whenever you want)
- Let me know what you need for is to get this going by end of calendar year

Thanks!

**Heidi Vierkant**  
Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)  
<image003.jpg>  
**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

<Huntersville PD Geotab base.pdf>

<Huntersville PD Geotab Pro.pdf>

**Date :** 11/15/2019 7:58:13 PM  
**From :** "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)  
**To :** "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org)  
**Subject :** Re: Geotab Solution



On Nov 15, 2019, at 19:40, Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)> wrote:

She has emailed me a few times. I told her I would be in contact with her when we have made a decision.

Major B. Graham  
Huntersville Police Dept  
704-464-5400  
704-464-5380  
Sent from my iPhone

On Nov 15, 2019, at 1:04 PM, Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)> wrote:


Begin forwarded message:

**From:** "Vierkant, Heidi" <[Heidi.Vierkant1@T-Mobile.com](mailto:Heidi.Vierkant1@T-Mobile.com)>  
**Date:** November 15, 2019 at 12:09:58 EST  
**To:** Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)>  
**Subject:** Geotab Solution

Hi Chief Hoyle,

I have been working with Major Graham on a Geotab telematics solution for the police department. As you are probably aware, the department demoed a couple of units for a few weeks and the feedback was very positive. Barry indicated that the department may be interested in 70 units with Active Tracking (real time, second by second updates to the portal). I provided a quote and believe you were going to review and take the project to Anthony.

I want to reach out via email to see if you have any questions about the quote or the solution that I can answer for you. I am happy to assist in any way – please let me know how I can help. A response with an update on the project would be appreciated. Thanks so much!

Heidi Vierkant  
Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)  
<002.jpg>

**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

**Date :** 11/15/2019 7:40:31 PM

**From :** "Barry Graham" bgraham@huntersville.org

**To :** "Bence Hoyle" bhoyle@huntersville.org

**Subject :** Re: Geotab Solution

She has emailed me a few times. I told her I would be in contact with her when we have made a decision.

Major B. Graham

Huntersville Police Dept

704-464-5400

704-464-5380

Sent from my iPhone

On Nov 15, 2019, at 1:04 PM, Bence Hoyle <bhoyle@huntersville.org> wrote:

Begin forwarded message:

**From:** "Vierkant, Heidi" <Heidi.Vierkant1@T-Mobile.com>

**Date:** November 15, 2019 at 12:09:58 EST

**To:** Bence Hoyle <bhoyle@huntersville.org>

**Subject:** Geotab Solution

Hi Chief Hoyle,

I have been working with Major Graham on a Geotab telematics solution for the police department. As you are probably aware, the department demoed a couple of units for a few weeks and the feedback was very positive. Barry indicated that the department may be interested in 70 units with Active Tracking (real time, second by second updates to the portal). I provided a quote and believe you were going to review and take the project to Anthony.

I want to reach out via email to see if you have any questions about the quote or the solution that I can answer for you. I am happy to assist in any way – please let me know how I can help. A response with an update on the project would be appreciated. Thanks so much!

Heidi Vierkant

Government Account Manager

[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)

<image002.jpg>

**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

**Date :** 11/19/2019 9:28:54 AM  
**From :** "Vierkant, Heidi" Heidi.Vierkant1@T-Mobile.com  
**To :** "bhoyle@huntersville.org" bhoyle@huntersville.org  
**Subject :** RE: Geotab Solution  
**Attachment :** image002.jpg;image004.jpg;

Hi Chief,

It would be great to have a 5 minute phone conversation with you regarding the Geotab solution. Are you available anytime this week for a very brief 5 minute call? Please let me know what time works for you. Thanks!

Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

---

**From:** Vierkant, Heidi  
**Sent:** Friday, November 15, 2019 12:10 PM  
**To:** bhoyle@huntersville.org  
**Subject:** Geotab Solution

Hi Chief Hoyle,

I have been working with Major Graham on a Geotab telematics solution for the police department. As you are probably aware, the department demoed a couple of units for a few weeks and the feedback was very positive. Barry indicated that the department may be interested in 70 units with Active Tracking (real time, second by second updates to the portal). I provided a quote and believe you were going to review and take the project to Anthony.

I want to reach out via email to see if you have any questions about the quote or the solution that I can answer for you. I am happy to assist in any way – please let me know how I can help. A response with an update on the project would be appreciated. Thanks so much!

Heidi Vierkant

Government Account Manager  
[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



**Mobile:** 704-906-2600 | **Govt. Care:** 844-361-1310

Date : 4/29/2020 2:48:47 PM

From : "Brian Vaughan" <bvaughan@huntersville.org>

To : "Bence Hoyle" <bhoyle@huntersville.org>, "Barry Graham" <bgraham@huntersville.org>

Subject : RE: Geotab

I ate lunch today

---

**From:** Bence Hoyle <bhoyle@huntersville.org>  
**Sent:** Wednesday, April 29, 2020 2:48 PM  
**To:** Barry Graham <bgraham@huntersville.org>  
**Cc:** Brian Vaughan <bvaughan@huntersville.org>  
**Subject:** RE: Geotab

The blue light indicated worked perfectly for a funeral escort today. I'm going to leave it alone for now and just monitor it for a while. Once all cars get installed we can start grouping by function and that should make the map more clear.

---

**From:** Barry Graham <bgraham@huntersville.org>  
**Sent:** Wednesday, April 29, 2020 10:54 AM  
**To:** Bence Hoyle <bhoyle@huntersville.org>  
**Cc:** Brian Vaughan <bvaughan@huntersville.org>  
**Subject:** Re: Geotab

He turned it off and it cleared. Turned back on and it shows they are back on.

The date is wrong on it though.

Major Barry Graham  
Huntersville Police Dept.  
704-464-5380  
Sent from my iPhone

On Apr 29, 2020, at 10:49 AM, Bence Hoyle <bhoyle@huntersville.org> wrote:

Glow lights?

---

**From:** Barry Graham <bgraham@huntersville.org>  
**Sent:** Wednesday, April 29, 2020 10:49 AM  
**To:** Bence Hoyle <bhoyle@huntersville.org>  
**Cc:** Brian Vaughan <bvaughan@huntersville.org>  
**Subject:** Re: Geotab

Lehew is probably working. I just saw him with his glow lights on.

I'm going to ask him to turn them off and then check him again.

Major Barry Graham  
Huntersville Police Dept.  
704-464-5380  
Sent from my iPhone

On Apr 29, 2020, at 10:34 AM, Bence Hoyle <bhoyle@huntersville.org> wrote:

The code has been running once every 5 minutes since yesterday afternoon. It appears to be working to remove and add people to "Active Units" group as it detects RPM. The blue triangles indicate when AUX1 is on, but there are some issues there. Satkus has an issue with that unit and Jim is working on it. Last night on a call it worked as it should. When the lights went on during a call it showed blue tracks only when the lights were on. When the lights went off so did the blue tracks. Today Kriss blue lights are showing ON all day has it Lehews. There seems to be a problem with the way that works through the interface. I will try to figure out a custom what to do it so we don't have to use exceptions rules to show that.

Let me know if you see inactive cars in the Active Units group view. Inactive defined as no engine RPM within the past hour.

Thanks.



Date : 4/22/2020 1:40:40 PM

From : "Bence Hoyle" bhoyle@huntersville.org

To : "Reply to Geotab Community" 54nbn8zncd5jzabq.p5khma8r93w6qrio.6tldvip0qn5ongg2@25knuh4bixy4dd8i.d9en49a913jmm.5-735veaa.na89.chatter.salesforce.com

Subject : RE: LP Papillon answered you: Error Codes on Set

Attachment : image001.jpg;image005.jpg;image006.png;image007.jpg;image008.jpg;

Thank you much, sir.

---

From: Geotab Community <community@geotab.com>

Sent: Wednesday, April 22, 2020 11:31 AM

To: Bence Hoyle <bhoyle@huntersville.org>

Subject: LP Papillon answered you: Error Codes on Set

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

[LP Papillon](#)

I've created an issue in Github for you to make sure there is visibility from developers.

<https://github.com/Geotab/mygeotab-php/issues/1>

[View Answer](#)

or [reply to this email](#)

---

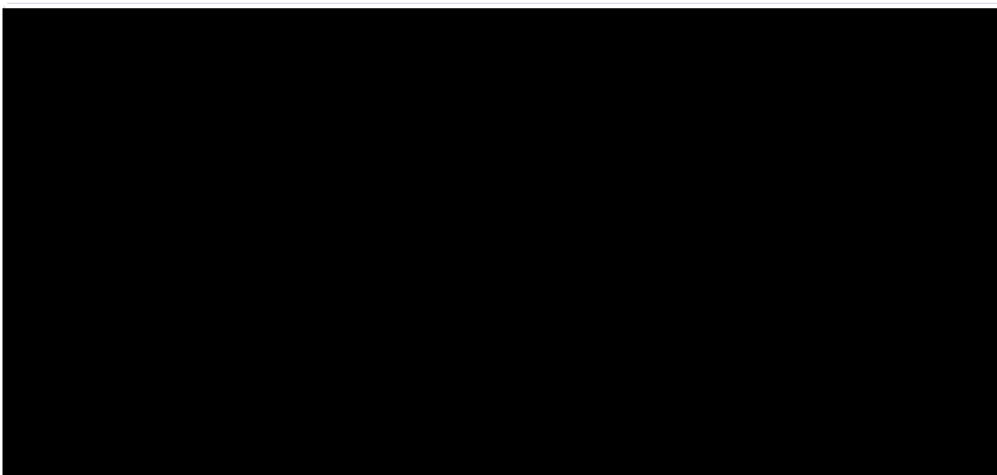
Replying to

**Error Codes on Set**

[BHoyl\\_394](#)

[Tuesday, April 21, 2020 9:42 PM](#)

Thank you very much LP! Very helpful helping me understand the api and what is going on. I'm still getting the error. Just wanted to make sure I was doing what you suggested. I tried two ways with the same error:



Thanks for taking a look at it. I have a workaround by suppressing the error if I have to, but perhaps I didn't pass the parameters correctly. I also tried null declarations (7.1>) like (?Type \$success) and (?Type \$success=NULL). I may just not know what I'm doing!

Much appreciated!

[BHoyl\\_394](#)

Right on the money, LP. I was able to trap the stream results back just before the result was returned and indeed the json 2.0 result is there always. In this case it is just missing either a result key or error key. If there is an error it is

required to have more data, so this is not an error at all but rather a logic problem in the function as you clearly point out. I will open a ticket. I have no formal training in coding and I'm not about to do a pull. Thank you very much.

[Wednesday, April 22, 2020 2:21 PM](#)

[LP Papillon](#)

I've created an issue in Github for you to make sure there is visibility from developers.  
<https://github.com/Geotab/mygeotab-php/issues/1>

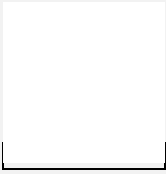
[Wednesday, April 22, 2020 3:31 PM](#)

You're receiving emails when someone "Comments on my posts."

To change or turn off Geotab Community email, [log in](#) as [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org).

Are notifications about this post getting annoying? Reply to this email with the word "mute".

*Geotab Inc., 2440 Winston Park Drive, Oakville, ON, L6H 7V2, Canada*



**Date :** 4/17/2020 12:04:47 PM  
**From :** "Barry Graham" bgraham@huntersville.org  
**To :** "Pattie Ellis" pellis@huntersville.org  
**Cc :** "Deborah James" djames@huntersville.org  
**Subject :** RE: Police narrative FY 2021

The Police Technology is true. We are purchasing new (different brand) of computers and replacing the Livescan. I know we will be trading in our BWC sometime in the near future. We send them our old and they send us the new model and we keep paying the lease.

The vehicle tracking software we started early, but is still in the budget (monthly cost).

T-Mobile GEOTAB?

Major Barry Graham  
Huntersville Police Dept.  
704-464-5400 Main  
704-464-5380 Office

---

**From:** [Pattie Ellis](#)  
**Sent:** Friday, April 17, 2020 11:53 AM  
**To:** [Barry Graham](#)  
**Cc:** [Deborah James](#)  
**Subject:** Police narrative FY 2021

Barry,

Anthony is reviewing the Narratives for the budget and has made a couple of minor changes. He wanted me to double check about the 2 items that I highlighted.

- Is D. Keep pace with new police technologies (Body Cameras, Mobile Computers, LiveScan) still true?
- Is C. Purchase of Police vehicle tracking software happening in FY 20 or FY 21? I don't see it budgeted in FY 2021.

Please let me know.

Thanks,  
Pattie

**Date :** 4/17/2020 1:27:27 PM  
**From :** "Anthony Roberts" aroberts@huntersville.org  
**To :** "Pattie Ellis" pellis@huntersville.org  
**Subject :** Re: Police narrative FY 2021  
Ok

Sent from my iPhone

On Apr 17, 2020, at 1:08 PM, Pattie Ellis <pellis@huntersville.org> wrote:

Anthony,

This is Barry's response about the 2 follow up questions you had. I did confirm that the vehicle tracking is in the FY 2021 budget with a monthly cost of \$2,500 (annual cost of \$30,000).

I think these comments are fine to leave in the narrative. Do you agree?

Thanks,  
Pattie

---

**From:** Barry Graham <bgraham@huntersville.org>  
**Sent:** Friday, April 17, 2020 12:05 PM  
**To:** Pattie Ellis <pellis@huntersville.org>  
**Cc:** Deborah James <djames@huntersville.org>  
**Subject:** RE: Police narrative FY 2021

The Police Technology is true. We are purchasing new (different brand) of computers and replacing the Livescan. I know we will be trading in our BWC sometime in the near future. We send them our old and they send us the new model and we keep paying the lease.

The vehicle tracking software we started early, but is still in the budget (monthly cost).

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Huntersville Police Dept.  
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**Sent:** Friday, April 17, 2020 11:53 AM  
**To:** [Barry Graham](#)  
**Cc:** [Deborah James](#)  
**Subject:** Police narrative FY 2021

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Please let me know.

Thanks,  
Pattie

Date : 4/17/2020 12:16:11 PM

From : "Amelia Burnette" [aburnette@huntersville.org](mailto:aburnette@huntersville.org)

To : "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org), "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)

Subject : RE: schedule

Attachment : image001.png;

Yes. Those are all on-duty units.

Lt. A. R. Burnette, Technical Services Division  
Huntersville Police Department  
9630 Julian Clark Ave  
Huntersville, NC 28078  
Main: 704-464-5400 Direct: 704-309-9080  
[ABurnette@huntersville.org](mailto:ABurnette@huntersville.org)

Pursuant to North Carolina General Statute, Chapter 132, Public Records:

This electronic message, any attachment(s) and any electronic response; may be considered public records and subject to request/review by anyone at anytime.

---

From: Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
Sent: Friday, April 17, 2020 11:36 AM  
To: Amelia Burnette <[aburnette@huntersville.org](mailto:aburnette@huntersville.org)>  
Subject: FW: schedule

Are all these people working today? Chief is working on the GEOTAB software.

Major Barry Graham  
Huntersville Police Dept.  
704-464-5400 Main  
704-464-5380 Office

---

From: [Bence Hoyle](#)  
Sent: Friday, April 17, 2020 10:16 AM  
Subject: schedule

Let me know if this looks right on who is working today. Thanks.

Cavalier (223) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
Allen (214) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
Forney (280) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
Ruperto (244) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
Moorer (212) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
Graham (302) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
Terrell (287) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
Hollenbach (205) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
Gryder (276) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
Ramsey (233) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
McCormack (283) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
Carter (292) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
McCutcheon (270) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>
Johnson (279) was ADDED to [REDACTED]	<a href="#">setActiveUnits.js</a>

Cavalier (223) was ADDED to [REDACTED]

Allen (214) was ADDED to [REDACTED]

Forney (280) was ADDED to [REDACTED]

Ruperto (244) was ADDED to [REDACTED]

Moorer (212) was ADDED to [REDACTED]

Graham (302) was ADDED to [REDACTED]

Terrell (287) was ADDED to [REDACTED]

Hollenbach (205) was ADDED to [REDACTED]

Gryder (276) was ADDED to [REDACTED]

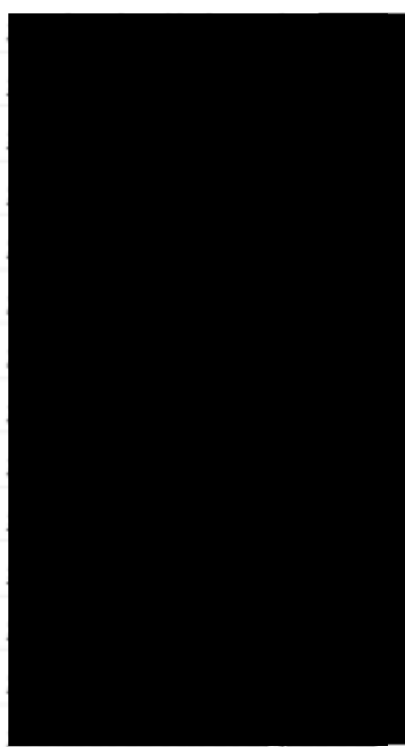
Ramsey (233) was ADDED to [REDACTED]

McCormack (283) was ADDED to [REDACTED]

Carter (292) was ADDED to [REDACTED]

McCutcheon (270) was ADDED to [REDACTED]

Johnson (279) was ADDED to [REDACTED]



**Date :** 4/16/2020 9:45:53 AM  
**From :** "Bence Hoyle" <bhoyle@huntersville.org>  
**To :** "Barry Graham" <bgraham@huntersville.org>  
**Subject :** RE: Telecommuting Summary

Good deal. I told Brian to start installing the rest of the geotab stuff. I have been making some progress. It looks like we may eventually be able to show call assignments and blue light status as well, and play back a response trip with telemetry.

It is not set up for police but it is very flexible.

---

**From:** Barry Graham <bgraham@huntersville.org>  
**Sent:** Thursday, April 16, 2020 8:26 AM  
**To:** Bence Hoyle <bhoyle@huntersville.org>  
**Subject:** Telecommuting Summary

Major Barry Graham  
Huntersville Police Department  
9630 Julian Clark Ave.  
Huntersville, NC 28078  
704-464-5400 Main  
704-464-5380 Office

**Date :** 4/16/2020 9:54:02 AM  
**From :** "Barry Graham" [bgraham@huntersville.org](mailto:bgraham@huntersville.org)  
**To :** "Bence Hoyle" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)  
**Subject :** RE: Telecommuting Summary

That would be a good addition. When we installed the communicator it was wired to show blue lights, so you just need to do your "magic".

Major Barry Graham  
Huntersville Police Department  
9630 Julian Clark Ave.  
Huntersville, NC 28078  
704-464-5400 Main  
704-464-5380 Office

---

**From:** Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)>  
**Sent:** Thursday, April 16, 2020 9:46 AM  
**To:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Subject:** RE: Telecommuting Summary

Good deal. I told Brian to start installing the rest of the geotab stuff. I have been making some progress. It looks like we may eventually be able to show call assignments and blue light status as well, and play back a response trip with telemetry.

It is not set up for police but it is very flexible.

---

**From:** Barry Graham <[bgraham@huntersville.org](mailto:bgraham@huntersville.org)>  
**Sent:** Thursday, April 16, 2020 8:26 AM  
**To:** Bence Hoyle <[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)>  
**Subject:** Telecommuting Summary

Major Barry Graham  
Huntersville Police Department  
9630 Julian Clark Ave.  
Huntersville, NC 28078  
704-464-5400 Main  
704-464-5380 Office



**Date :** 2/18/2019 7:18:45 AM  
**From :** "Max Buchanan" mbuchanan@huntersville.org  
**To :** "Anthony Roberts" aroberts@huntersville.org  
**Subject :** RE: TMO Info  
**Attachment :** image001.png;

I do not believe the size of our fleet is such that this would be of no benefit.

*Max L. Buchanan, PE*  
Director of Engineering & Public Works  
Town of Huntersville, NC  
PO Box 664  
Huntersville, NC 28070  
Office: 704-766-2220  
Fax: 704-992-5528

---

**From:** Anthony Roberts  
**Sent:** Friday, February 15, 2019 1:59 PM  
**To:** Max Buchanan <mbuchanan@huntersville.org>  
**Subject:** FW: TMO Info

Is this stuff worthwhile?

Ant

---

**From:** Vierkant, Heidi <[Heidi.Vierkant1@T-Mobile.com](mailto:Heidi.Vierkant1@T-Mobile.com)>  
**Sent:** Friday, February 15, 2019 11:45 AM  
**To:** Anthony Roberts <[aroberts@huntersville.org](mailto:aroberts@huntersville.org)>  
**Subject:** TMO Info

Hi Anthony,

It was wonderful to meet with you on Wednesday. I want to pass on our state contract pricing (attached) as well as info on our AVL fleet management system, SyncUp Fleet. We have helped many municipalities increase safety and efficiency of their fleets via our SyncUp Fleet solution. This solution is growing like crazy because of the value it provides as such a low price point. Please pass this info on to the PW director. It would be a good idea to set up a Webinar with yourself and the PW director to give a live portal demo and solution overview. Let me know when we can set that up. Thanks!

[Watch this 2-minute video from Cobb County, GA](#)

- \$12.60 per vehicle per month
- Built on the backbone of GeoTab
- No installation fee
- No contract
- Track all your vehicles from a web-based portal
- Numerous different reports including geo fencing, speeding and maintenance reporting

## Heidi Vierkant

Government Community Partner  
704-906-2600 | [heidi.vierkant1@t-mobile.com](mailto:heidi.vierkant1@t-mobile.com)  
Government Care: 1-844-361-1310  
<https://www.t-mobile.com/offers/government-wireless-solutions>



**Date :** 2/15/2019 1:58:15 PM  
**From :** "Anthony Roberts" aroberts@huntersville.org  
**To :** "'Vierkant, Heidi'" Heidi.Vierkant1@T-Mobile.com  
**Subject :** RE: TMO Info  
**Attachment :** image001.png;

Thanks! I'll chat with PW Director to see what his thoughts are.

Anthony Roberts,  
Town Manager

---

**From:** Vierkant, Heidi <Heidi.Vierkant1@T-Mobile.com>  
**Sent:** Friday, February 15, 2019 11:45 AM  
**To:** Anthony Roberts <aroberts@huntersville.org>  
**Subject:** TMO Info

Hi Anthony,

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<https://www.t-mobile.com/offers/government-wireless-solutions>



**Date :** 2/18/2019 8:12:27 AM  
**From :** "Anthony Roberts" [aroberts@huntersville.org](mailto:aroberts@huntersville.org)  
**To :** "Max Buchanan" [mbuchanan@huntersville.org](mailto:mbuchanan@huntersville.org)  
**Subject :** Re: TMO Info  
**Attachment :** image001.png;  
Cool

Anthony Roberts,  
Town Manager

On Feb 18, 2019, at 7:18 AM, Max Buchanan <[mbuchanan@huntersville.org](mailto:mbuchanan@huntersville.org)> wrote:

I do not believe the size of our fleet is such that this would be of no benefit.

*Max L. Buchanan, PE*  
Director of Engineering & Public Works  
Town of Huntersville, NC  
PO Box 664  
Huntersville, NC 28070  
Office: 704-766-2220  
Fax: 704-992-5528

---

**From:** Anthony Roberts  
**Sent:** Friday, February 15, 2019 1:59 PM  
**To:** Max Buchanan <[mbuchanan@huntersville.org](mailto:mbuchanan@huntersville.org)>  
**Subject:** FW: TMO Info

Is this stuff worthwhile?

Ant

---

**From:** Vierkant, Heidi <[Heidi.Vierkant1@T-Mobile.com](mailto:Heidi.Vierkant1@T-Mobile.com)>  
**Sent:** Friday, February 15, 2019 11:45 AM  
**To:** Anthony Roberts <[aroberts@huntersville.org](mailto:aroberts@huntersville.org)>  
**Subject:** TMO Info

Hi Anthony,

It was wonderful to meet with you on Wednesday. I want to pass on our state contract pricing (attached) as well as info on our AVL fleet management system, SyncUp Fleet. We have helped many municipalities increase safety and efficiency of their fleets via our SyncUp Fleet solution. This solution is growing like crazy because of the value it provides as such a low price point. Please pass this info on to the PW director. It would be a good idea to set up a Webinar with yourself and the PW director to give a live portal demo and solution overview. Let me know when we can set that up. Thanks!

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Government Community Partner  
704-906-2600 | [heidi.vierkant1@t-mobile.com](mailto:heidi.vierkant1@t-mobile.com)  
Government Care: 1-844-361-1310  
<https://www.t-mobile.com/offers/government-wireless-solutions>

<image001.png>

Date : 10/14/2019 6:17:37 PM  
From : "T-Mobile For Business Demo Program" t-mobileforbusiness@viennachannels.com  
To : "bgraham@huntersville.org" bgraham@huntersville.org  
Cc : "heidi.vierkant1@t-mobile.com" heidi.vierkant1@t-mobile.com  
Subject : Returned Products Received (Order 869284)



T-Mobile For Business Demo Program  
c/o Vienna Channels  
1905 Industrial Boulevard  
Colleyville, TX 76034

October 14, 2019

Dear Barry,

Thank you for the returning the demo device(s) from order #869284.

We have received the device(s) and will inspect the device(s) to ensure all package contents have been received and the device(s) are in good working condition. Should we find an issue, we will contact you to resolve the matter.

We hope your demo device trial has been beneficial and look forward to supporting your future device opportunities.

Best regards,  
T-Mobile For Business Demo Program  
[t-mobileforbusiness@viennachannels.com](mailto:t-mobileforbusiness@viennachannels.com)

Order #869284 Product(s) Received:  
Product: Geotab Pro Plus w/ Demo SIM  
SN: 015523000074959  
Tracking: 1Z03Y3E68794398846

Product: Geotab Pro Plus w/ Demo SIM  
SN: 015523000070106  
Tracking: 1Z03Y3E68794398846

Date : 9/9/2019 11:36:03 AM  
From : "T-Mobile For Business Demo Program" t-mobileforbusiness@viennachannels.com  
To : "bgraham@huntersville.org" bgraham@huntersville.org  
Subject : Review and accept Demo Device Agreement (Order 869284)



T-Mobile For Business Demo Program  
c/o Vienna Channels  
1905 Industrial Boulevard  
Colleyville, TX 76034

September 9, 2019

Dear Barry:

Your demo device order (details below) was placed for you by your T-Mobile For Business Sales Rep:  
Heidi Vierkant  
email: heidi.vierkant1@t-mobile.com  
phone: 704-906-2600

Before this order can be released and the demo device shipped, you must accept the Demo Device Agreement ("Agreement").

Click on this link, or paste it into your browser, to review the Agreement:

<https://www.viennachannels.com/responses/PK9HHH8U5455/MJYAP360621MSP48LDUF/869284>

After reviewing the terms, click the "I Accept" button at the bottom of the page.

Note: Orders are automatically canceled after 14 days if the Agreement has not been accepted.

Best regards,

T-Mobile For Business Demo Program  
[t-mobileforbusiness@viennachannels.com](mailto:t-mobileforbusiness@viennachannels.com)

**Order Number: 869284**

**Ship Via:** FedEx Ground

**Ship To:** Barry Graham  
Town of Huntersville  
9630 Julian Clark Ave  
Huntersville, NC 28078

**Product:** Geotab Pro Plus ZGEOPRXTE

**Qty:** 2

**Date : 3/30/2020 1:38:50 PM**

**From : "Brian Vaughan" bvaughan@huntersville.org**

**To : "James Abraham" jabraham@huntersville.org**

**Subject : Ruperto's Car**

Please put your hands on Ruperto's car when you have a change and hook the GeoTab back up. It's stuffed above the factory OBD.  
Thanks!

**Date : 2/15/2019 11:44:38 AM**

**From : "Vierkant, Heidi" Heidi.Vierkant1@T-Mobile.com**

**To : "aroberts@huntersville.org" aroberts@huntersville.org**

**Subject : TMO Info**

**Attachment : State of NC Pricing Sheet.pdf;image002.png;**

Hi Anthony,

It was wonderful to meet with you on Wednesday. I want to pass on our state contract pricing (attached) as well as info on our AVL fleet management system, SyncUp Fleet. We have helped many municipalities increase safety and efficiency of their fleets via our SyncUp Fleet solution. This solution is growing like crazy because of the value it provides as such a low price point. Please pass this info on to the PW director. It would be a good idea to set up a Webinar with yourself and the PW director to give a live portal demo and solution overview. Let me know when we can set that up. Thanks!

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Government Community Partner

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State of NC Pricing Sheet	
Voice Plans	Price after Discount
T-Mobile One (Unlimited voice, text and data on a Smartphone)	\$24.36
Simple Choice** (Unlimited voice and text for a flip phone)	\$12.60
Data Plans	
Unlimited Mobile Internet	\$29.40
Unlimited Data on Tablets	\$19.74
Unlimited Data w/ 2GB LTE	\$10.00

\*\*Minimum of 10 lines required



**Date : 10/7/2019 6:21:02 PM**

**From : "Candi Hudson" candidahudson@geotab.com**

**To : "bgraham@huntersville.org" bgraham@huntersville.org**

**Subject : T-MOBILE - Welcome to Geotab Onboarding!**

Hello Barry Graham],

My name is Candi Hudson and I'm with Geotab. I am reaching out to welcome you to Geotab onboarding. I noticed you have registered your database. I just want to make sure you received your welcome email. This email allows you to register for a training session to get your database setup. I also would like to make sure we have the correct account and contact information.

Here are a few things I want to confirm with you:

- Correct contact information - First name and last name
- Email address
- Phone number
- Are there any additional contacts you think need training?
- Industry type
- Fleet size

Thank you for confirming this information. We look forward to seeing you on one of our training sessions.

Have a great day!

--

**Candi Hudson**

**Geotab**

Customer Success Coordinator

Direct : (702) 952-9772

[Visit] [www.geotab.com](http://www.geotab.com)

[Twitter](#) | [Facebook](#) | [YouTube](#) | [LinkedIn](#)

**Support Availability: 24 hours a day, 7 days a week**

**Date :** 2/25/2020 6:12:19 PM  
**From :** "Albert, Robert" Robert.Albert5@T-Mobile.com  
**To :** "Barry Graham" bgraham@huntersville.org  
**Cc :** "Vierkant, Heidi" Heidi.Vierkant1@T-Mobile.com  
**Subject :** T-Mobile Bill Review  
**Attachment :** Huntersville PD Bill Review Feb 2020.xlsx;image002.jpg;

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Evening Barry,

I hope your week is off to a great start!!! Attached is the most recent T-Mobile Bill Review. Here are a few things I would like to point out:

- The Balance on the account is \$1383.76
- There is usage on some of the lines, I'm assuming they have been installed and are working.

Please review and if you have any questions let us know!!!

Thanks,

Robert Albert  
Senior Service Account Manager



4235 South Stream Blvd, Suite 195 | Charlotte, NC 28217  
Mobile 843-442-5146 | [robert.albert5@t-mobile.com](mailto:robert.albert5@t-mobile.com)  
[t-mobile.com](http://t-mobile.com) | Follow us on [Twitter](#), [Facebook](#) and [LinkedIn](#)



968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
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968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
968703531		Active	01/12/20	Gov T-Mo + Geotab ProPlus TE
	<b>Totals</b>			





THIRD-PARTY SERVICES	ADJUSTMENTS	MINUTES USED	DATA VOLUME USED (GB)	TAXES INCLUDING TAX FEES
\$0.00	(\$674.24)	0	0	\$0.00
\$0.00	(\$5.60)	0.01	0.0033	\$0.00
\$0.00	(\$5.60)	0	0.0027	\$0.00
\$0.00	(\$5.60)	0.01	0.006	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0013	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0016	\$0.00
\$0.00	(\$5.60)	0	0.0038	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0025	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.003	\$0.00
\$0.00	(\$5.60)	0	0.0011	\$0.00
\$0.00	(\$5.60)	0	0.0013	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0013	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0032	\$0.00
\$0.00	(\$5.60)	0	0.0025	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0064	\$0.00
\$0.00	(\$5.60)	0.01	0.0059	\$0.00
\$0.00	(\$5.60)	0.01	0.0034	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
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\$0.00	(\$5.60)	0	0	\$0.00
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\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0026	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0032	\$0.00
\$0.00	(\$5.60)	0	0.0027	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0033	\$0.00
\$0.00	(\$5.60)	0	0.0016	\$0.00
\$0.00	(\$5.60)	0.02	0.0078	\$0.00

\$0.00	(\$5.60)	0	0.0089	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0033	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0011	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0065	\$0.00
\$0.00	(\$5.60)	0	0.0032	\$0.00
\$0.00	(\$5.60)	0	0.0031	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0.0016	\$0.00
\$0.00	(\$5.60)	0.03	0.0026	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
\$0.00	(\$5.60)	0	0	\$0.00
<b>\$0.00</b>	<b>(\$1,066.24)</b>	<b>0.09</b>	<b>0.1008</b>	<b>\$0.00</b>







Date : 3/25/2020 3:25:52 PM

From : "Albert, Robert" Robert.Albert5@T-Mobile.com

To : "Barry Graham" bgraham@huntersville.org

Cc : "Vierkant, Heidi" Heidi.Vierkant1@T-Mobile.com

Subject : T-Mobile Bill Review

Attachment : Customer support options-Government.docx;Huntersville PD Bill Review March 2020.xlsx;image003.jpg;

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Barry,

I hope you are doing well!!! Attached is the most recent T-Mobile Bill review. Here are a few things I want to point out:

- The balance on the account is \$3242.26
  - Past Due Balance is \$1146.46
  - Current Charges are \$2487.80
- There is a good amount of usage on the lines that have been deployed.

Overall, the bill looks good. Please review and if you have any questions please let me know!

Also, my time as your service account manager is coming to an end and I will be transitioning off of your account soon. Don't worry Heidi will still be your account rep and I have attached the different ways to contact Government care if you need to reach out to them. Before I do that I want to make sure you don't have any questions or there are any outstanding issues that I may have missed. If there are please don't hesitate to reach out to me and I'll work on getting them resolved as quickly as possible.

Thanks,

Robert Albert  
Senior Service Account Manager



4235 South Stream Blvd, Suite 195 | Charlotte, NC 28217  
Mobile 843-442-5146 | [robert.albert5@t-mobile.com](mailto:robert.albert5@t-mobile.com)  
[t-mobile.com](http://t-mobile.com) | Follow us on [Twitter](#), [Facebook](#) and [LinkedIn](#)

## Customer Service & Support Options

<b>Support Options</b>	<b>Support For</b>	<b>Support Type</b>	<b>Hours</b>	<b>Contact</b>
<b>Business Care</b>	<b>Telecom Managers and Authorized Users</b>	<ul style="list-style-type: none"> <li>• Billing Questions</li> <li>• Rate Plan or Feature Changes</li> <li>• Rate Plan Analysis</li> <li>• Bill Payment Options</li> <li>• Technical Troubleshooting (Not MDM or Go Fleet Related questions)</li> <li>• Handset Troubleshooting</li> <li>• Warranty Replacements</li> <li>• Mobile # Changes</li> <li>• Lost or Stolen Handsets Suspension/Restoral</li> <li>• Port Requests</li> <li>• Change of Responsibility Forms</li> <li>• Handset Upgrades</li> </ul>	24/7, excluding Holidays	611 from any T-Mobile Device or 1-800-375-1126 or email at <a href="mailto:GovernmentAccount@T-MobileSupport.com">GovernmentAccount@T-MobileSupport.com</a> Or Chat at <a href="https://support.t-mobile.com/community/business">https://support.t-mobile.com/community/business</a>
<b>Busines Care</b>	<b>End Users</b>	<ul style="list-style-type: none"> <li>• Handset Troubleshooting</li> <li>• Warranty Questions (advising if a devices is in or out of warranty)</li> </ul>	24/7, excluding Holidays	1-800-375-1126 Or 611 from their T-mobile Device
<b>Feeny Portal</b>	<b>Telecom Managers and Authorized Users</b>	<ul style="list-style-type: none"> <li>• New Activations</li> <li>• Handset Upgrades</li> <li>• Equipment Only Orders</li> <li>• Accessory Orders</li> <li>• Rate Plan Changes</li> <li>• Feature Changes</li> <li>• Line Suspension/Restoral</li> <li>• Port Requests</li> </ul>	24/7	Feeny Portal
<b>Account Executive</b>	<b>Telecom Managers and Authorized Users</b>	<ul style="list-style-type: none"> <li>• New Activations</li> <li>• Upgrades/New Equipment</li> <li>• Consult on new products, promotions and services</li> <li>• Point of Escalation</li> </ul>		Heidi Vierkant – <a href="mailto:HeidiVeirkant@T-Mobile.com">Heidi Veirkant@T-Mobile.com</a> 704-906-2600

Device type reporting obtains last date  
Mobile's domestic network. IMEI and D

- Recent usage is not on T-Mobile's dc
- Network registration with no usage
- IMEI from unknown device (ex. Non-
- The final digit of the IMEI is reprodu

## Disclaimer

of use through network registration. Device Type and IMEI are obtained from the most recent available usage records on T-  
device Type may not be up to date in some scenarios including but not limited to the below:

omestic networks (ex. International roaming)

(ex. Device turned on, but no voice, messaging, or data usage available for IMEI)

-T-Mobile device in use)

ced by the Luhn algorithm and in some rare cases may not match the final digit generated during manufacture









Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
No Device History	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
No Device History	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
No Device History	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
No Device History	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
No Device History	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
No Device History	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
No Device History	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
No Device History	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
No Device History	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Geotab - SyncUP FLEET	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
No Device History	Gov T-Mo + Geotab ProPlus TE	\$35.00	\$0.00	I-Billing
Unknown Device	Enter Data	\$0.00	\$0.00	-





February 2020

All Messages	Total Data	Domestic Data	Roaming Data	T-Mobile Purchases	Third-Party Purchases	Canada And Mexico Count	Canada And Mexico Charges
1	3.41	3.41	-	-	-	-	-
-	2.85	2.85	-	-	-	-	-
1	6.23	6.23	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	1.42	1.42	-	-	-	-	-
-	-	-	-	-	-	-	-
-	1.74	1.74	-	-	-	-	-
-	3.99	3.99	-	-	-	-	-
-	-	-	-	-	-	-	-
-	2.57	2.57	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	3.17	3.17	-	-	-	-	-
-	1.14	1.14	-	-	-	-	-
-	1.35	1.35	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	1.38	1.38	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	3.34	3.34	-	-	-	-	-
-	2.59	2.59	-	-	-	-	-
-	-	-	-	-	-	-	-
-	6.64	6.64	-	-	-	-	-
1	6.05	6.05	-	-	-	-	-
1	3.53	3.53	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	2.74	2.74	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	3.28	3.28	-	-	-	-	-

-	2.77	2.77	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	3.41	3.41	-	-	-	-	-
-	1.69	1.69	-	-	-	-	-
2	8.00	8.00	-	-	-	-	-
-	9.15	9.15	-	-	-	-	-
-	-	-	-	-	-	-	-
-	3.40	3.40	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	1.18	1.18	-	-	-	-	-
-	-	-	-	-	-	-	-
-	6.75	6.75	-	-	-	-	-
-	3.36	3.36	-	-	-	-	-
-	3.26	3.26	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	1.66	1.66	-	-	-	-	-
3	2.70	2.70	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-

March 2020

All Messages	Total Data	Domestic Data	Roaming Data	T-Mobile Purchases	Third-Party Purchases	Canada And Mexico Count	Canada And Mexico Charges
1	3.41	3.41	-	-	-	-	-
-	2.85	2.85	-	-	-	-	-
1	6.23	6.23	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	1.42	1.42	-	-	-	-	-
-	-	-	-	-	-	-	-
-	1.74	1.74	-	-	-	-	-
-	3.99	3.99	-	-	-	-	-
-	-	-	-	-	-	-	-
-	2.57	2.57	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	3.17	3.17	-	-	-	-	-
-	1.14	1.14	-	-	-	-	-
-	1.35	1.35	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	1.38	1.38	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	3.34	3.34	-	-	-	-	-
-	2.59	2.59	-	-	-	-	-
-	-	-	-	-	-	-	-
-	6.64	6.64	-	-	-	-	-
1	6.05	6.05	-	-	-	-	-
1	3.53	3.53	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	2.74	2.74	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	3.28	3.28	-	-	-	-	-





3 Month Average

All Messages	Total Data	Domestic Data	Roaming Data	T-Mobile Purchases	Third-Party Purchases	Canada And Mexico Count	Canada And Mexico Charges
1	3.41	3.41	0.00	\$0.00	\$0.00	0	\$0.00
0	2.85	2.85	0.00	\$0.00	\$0.00	0	\$0.00
1	6.23	6.23	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	1.42	1.42	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	1.74	1.74	0.00	\$0.00	\$0.00	0	\$0.00
0	3.99	3.99	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	2.57	2.57	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	3.17	3.17	0.00	\$0.00	\$0.00	0	\$0.00
0	1.14	1.14	0.00	\$0.00	\$0.00	0	\$0.00
0	1.35	1.35	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	1.38	1.38	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	3.34	3.34	0.00	\$0.00	\$0.00	0	\$0.00
0	2.59	2.59	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	6.64	6.64	0.00	\$0.00	\$0.00	0	\$0.00
1	6.05	6.05	0.00	\$0.00	\$0.00	0	\$0.00
1	3.53	3.53	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	2.74	2.74	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	3.28	3.28	0.00	\$0.00	\$0.00	0	\$0.00

0	2.77	2.77	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	3.41	3.41	0.00	\$0.00	\$0.00	0	\$0.00
0	1.69	1.69	0.00	\$0.00	\$0.00	0	\$0.00
2	8.00	8.00	0.00	\$0.00	\$0.00	0	\$0.00
0	6.45	6.45	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	3.40	3.40	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	1.18	1.18	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	6.75	6.75	0.00	\$0.00	\$0.00	0	\$0.00
0	3.36	3.36	0.00	\$0.00	\$0.00	0	\$0.00
0	3.26	3.26	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	1.66	1.66	0.00	\$0.00	\$0.00	0	\$0.00
3	2.70	2.70	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00
0	0.00	0.00	0.00	\$0.00	\$0.00	0	\$0.00



No  
Yes  
Yes  
No  
No  
No  
No  
Yes  
No  
Yes  
Yes  
Yes  
Yes  
Yes  
No  
Yes  
No  
No  
No  
Yes  
Yes  
No  
No  
Yes  
Yes  
Yes

Date : 8/23/2019 3:51:37 PM

From : "Vierkant, Heidi" Heidi.Vierkant1@T-Mobile.com

To : "'Anthony Roberts'" aroberts@huntersville.org, "Larry Davis" ldavis@cornelius.org

Cc : "Gedney, Bryan" Bryan.Gedney@T-Mobile.com

Subject : T-Mobile Info

Attachment : NC State Contract Pricing.pdf;Geotab by TMO PPT.pptx;image002.jpg;

Hi Larry and Anthony,

It was great to meet on Tuesday! Here is a summary of what we discussed:

- We are on state contract – attached is state contract pricing
- Our main focuses were fleet management and mobile internet (SIM cards for tablets, Sierra modems and hotspots)
  - We discussed how the current iPads will work on the TMO network for about half the cost – SIM swap only
- We agreed that the best next step for the telematics solution was to have a follow up meeting specific to that solution with departments heads that manage fleets

Next Steps:

1. Let me know a time in the coming weeks that will work for both of you as well as public works, PD and other directors with fleets you think should be in the meeting for GeoTab
2. Also, could you let me know how many iPads Huntersville has? It may be easier to just order the SIM cards and have the first month on us rather than go through the demo process.

I am looking forward to working with the Huntersville team and allowing you to experience team magenta! &#128522;

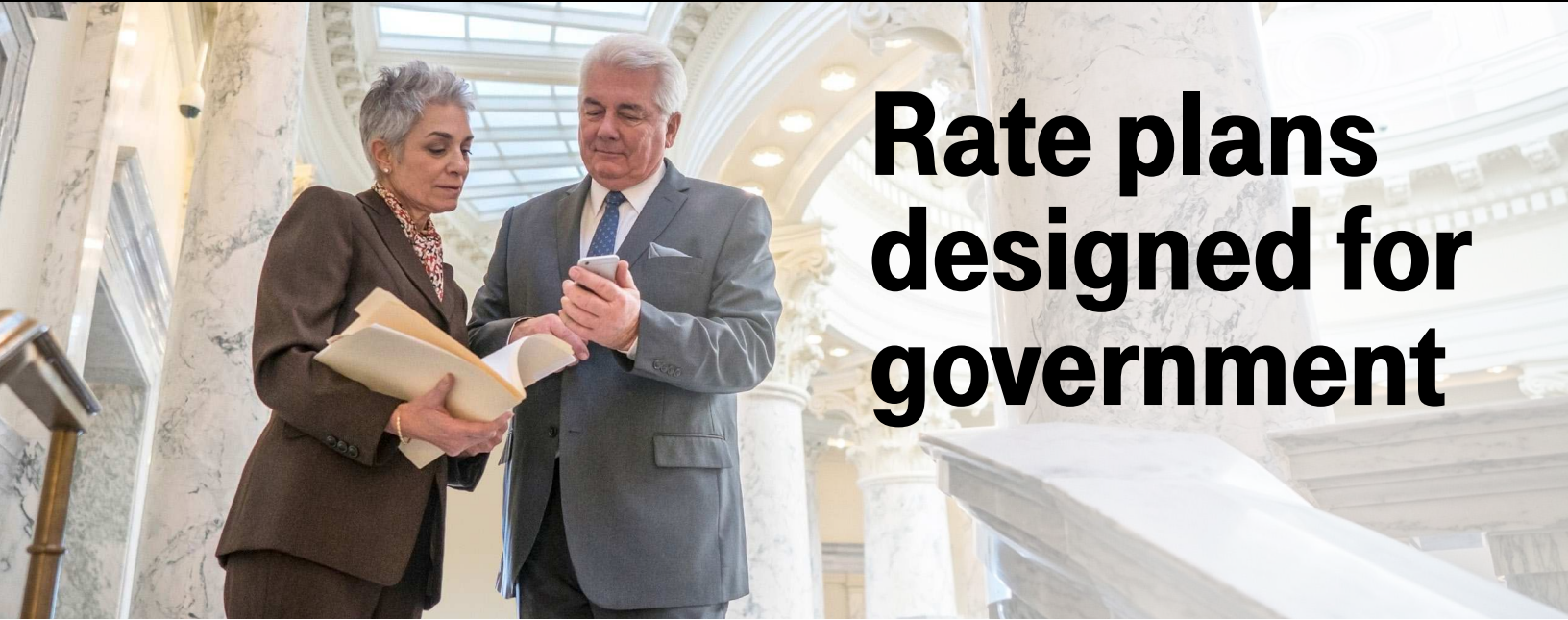
Heidi Vierkant

Government Account Manager

[heidi.vierkant1@T-Mobile.com](mailto:heidi.vierkant1@T-Mobile.com)



Mobile: 704-906-2600 | Govt. Care: 844-361-1310



# Rate plans designed for government

Take advantage of discounted plans for State and Local Government, Non-Profits, and Education

PLANS AND FEATURES	TALK & TEXT	TABLET	SMARTPHONE	HOTSPOT
Aggregate Volume Discount Price at 18%	<b>\$12.30</b>	<b>\$19.27</b>	<b>\$23.78</b>	<b>\$28.70</b>
Unlimited talk	✓		✓	
Unlimited text	✓	✓	✓	
Unlimited 4G LTE data	<b>Up to 2GB of 4G LTE</b>	✓	✓	✓
Text and 2G data in 210+ countries and destinations at no extra cost	✓	✓	✓	✓
Talk, text, and up to 5GB of 4G LTE data in Mexico and Canada	<b>Up to 2GB of 4G LTE</b>	<b>Text &amp; data only</b>	✓	<b>Data only</b>
Smartphone Mobile Hotspot	<b>2GB (then 3G speeds)</b>	<b>1GB (then 3G speeds)</b>	<b>1GB (then 3G speeds)</b>	<b>Unlimited</b>

During congestion, the small fraction of customers using >50GB/mo. may notice reduced speeds until next bill cycle due to data prioritization. Plus applicable taxes & fees.

## NC State Contract Pricing

Contact me today to take advantage of these special government rate plans.

**Heidi Vierkant**  
**Government Account Manager**  
**704-906-2600**  
**heidi.vierkant1@t-mobile.com**

# T-Mobile for Business Fleet Management Solutions

## Overview

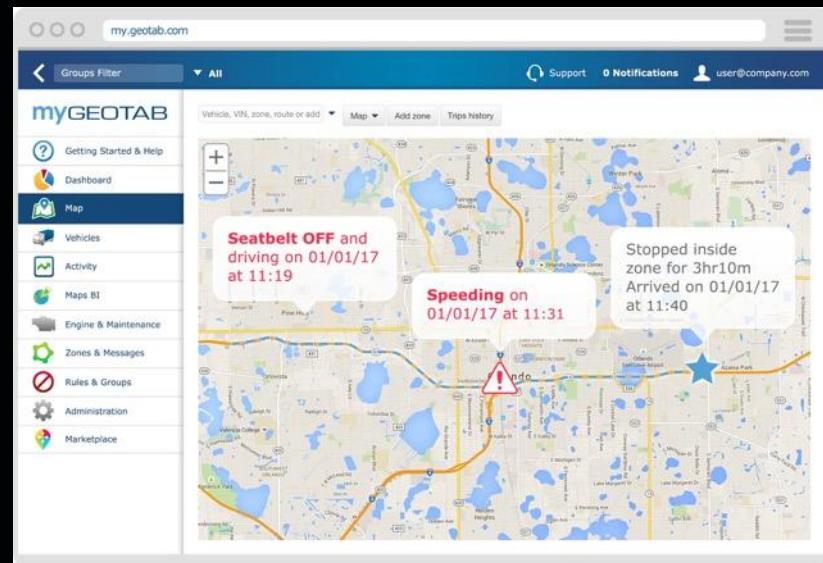
- Easy-to-use, advanced dashboards
- Customizable reporting on routes, fuel usage, and more
- Alerts on unsafe driving behaviors
- Hours of service (HOS) recording
- Open platform for easy data integration
- IOX Expanders for greater functionality



# T-Mobile for Business Fleet Management Solutions

## Boost fleet and driver productivity

- Get detailed, accurate trip recording
- Manage your trips anytime
- Use active tracking for vehicle location and safety
- Create custom rules
- Send routes and view driver status





# T-Mobile for Business Fleet Management Solutions

## Improve driver safety

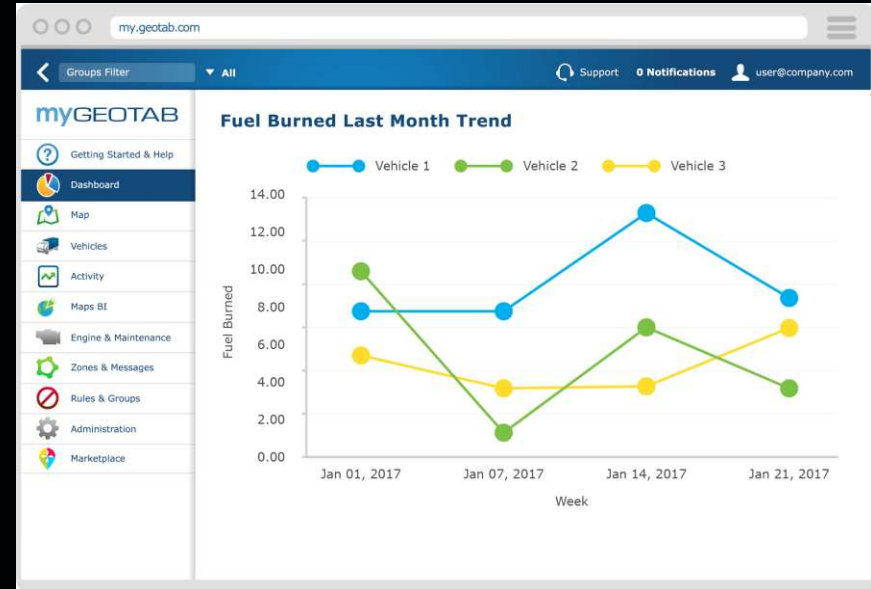
- Risk and safety reporting
- Real-time, in-vehicle coaching
- Driver habit monitoring
- Instant accident notifications



# T-Mobile for Business Fleet Management Solutions

## Optimize fleet & fuel efficiency

- Reduce unproductive miles
- Optimize routes for better operational efficiency
- Detect engine issues in advance
- Track fuel consumption to target improvement areas
- Reduce fuel costs with reporting and metrics



# T-Mobile for Business Fleet Management Solutions

## Compliance management

- Cut down on paper and reduce administration costs
- Seamlessly integrate compliance tools such as Driver Vehicle Inspection Reporting (DVIR) and Hours of Service (HOS)
- Strengthen ELD compliance with alerts



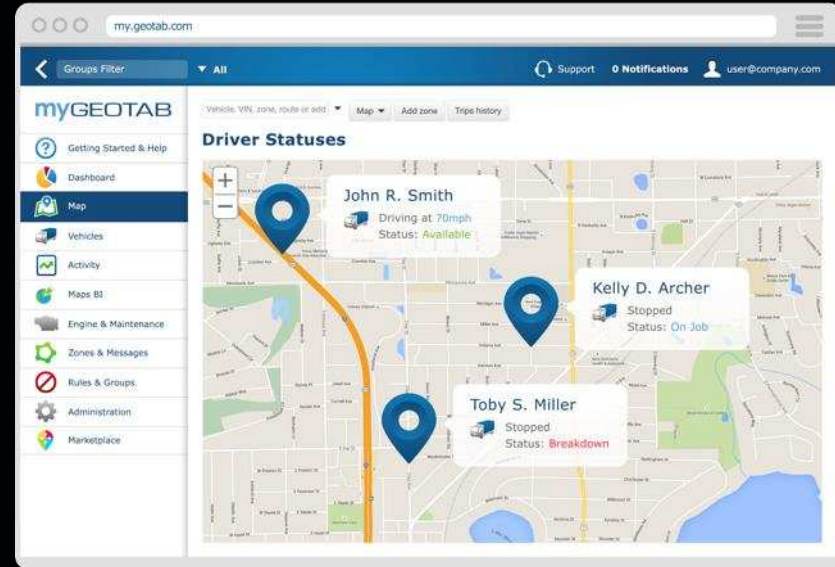
[www.t-mobile.com/business/solutions/fleet](https://www.t-mobile.com/business/solutions/fleet)

# T-Mobile for Business Fleet Management Solutions

## Active tracking

- Optional Pro Plus feature
- Real-time, animated map of vehicle movement
- Accurate view of vehicle location at any given time
- Real-time notification and alerts

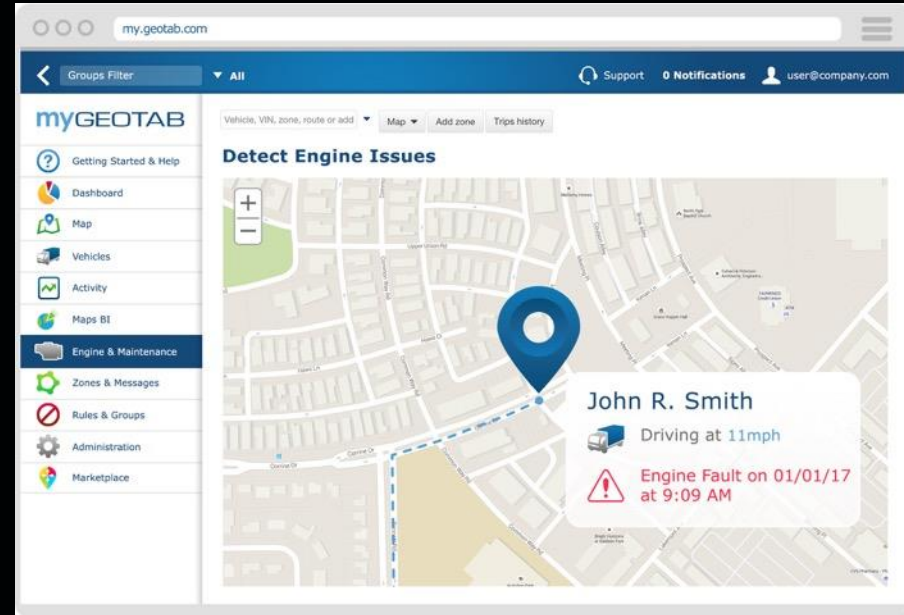
Visit (placeholder) today to learn more



# T-Mobile for Business Fleet Management Solutions

## Additional engine data

- Proactively attend to engine issues early:
  - Engine odometer, hours, road speed
  - Coolant temperature
  - Total fuel uses
  - Fuel level input
  - Engine faults
  - RPMs



# T-Mobile for Business Fleet Management Solutions

## Input-output expanders

- Adds greater functionality to GO device:
  - AUX Monitor - IOX-AUXM: monitor vehicle signals in real-time
  - Text-to-speech - IOX-GOTALK: real-time spoken alerts
  - NFC Reader - IOX-NFC-READER: identification of vehicle drivers
  - External buzzer – IOX-BUZZ: amplify in-vehicle feedback
  - USB Adapter - IOX-USB: charge and power USB devices
  - Garmin Integration – IOX GARMINNT: enhanced dispatcher communication



Aux Monitor -  
IOX-AUXM



Text to Speech –  
IOX-GOTALK



NFC Reader – IOX-  
NFC READER



External Buzzer – IOX-  
BUZZ



USB Adapter – IOX-  
USB



Garmin Integration  
– IOX GARMINNT

Date : 4/14/2020 10:31:48 AM

From : "Geotab Community" [community@geotab.com](mailto:community@geotab.com)

To : "[bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)" [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org)

Subject : Wajih answered you: Status Data

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.



Wajih (Geotab Inc.)

Hello,

Unfortunately there isn't a way to directly determine when a device would have last communicated via the API. A potential solution you could use would be to utilize the last trip's start time as a start date for your Status Data search to find the last known RPM.

Regards,

[View/Answer](#)

or [reply to this email](#)

---

#### Replying to

#### Status Data



BHoyl\_394

Monday, April 13, 2020 6:58 PM

Yes sir. Thank you.

First we do not use duty status at this. Officers are assigned a car but do not log on or off the device. They may be implemented in the future.

Second, the report I was getting the date for Engine Speed was "Engine and Devices" > Measurements and "Engine Type" in the search diagnostics box.

A quick update, I'm not getting the right date because I'm not searching far enough back. It gives me today's date if it does not find a record in my time frame. Since the time frame varies, I'm trying now to get the most recent status data entry.

Thanks.



Wajih (Geotab Inc.)

Hello,

Unfortunately there isn't a way to directly determine when a device would have last communicated via the API. A potential solution you could use would be to utilize the last trip's start time as a start date for your Status Data search to find the last known RPM.

Regards,

Tuesday, April 14, 2020 2:31 PM

You're receiving emails when someone "Comments on my posts."

To change or turn off Geotab Community email, [log in](#) as [bhoyle@huntersville.org](mailto:bhoyle@huntersville.org).

Are notifications about this post getting annoying? Reply to this email with the word "mute".

Geotab Inc., 2440 Winston Park Drive, Oakville, ON, L6H 7V2, Canada

**GEOTAB**

Date : 4/13/2020 2:28:08 PM

From : "Geotab Community" community@geotab.com

To : "bhoyle@huntersville.org" bhoyle@huntersville.org

Subject : Wajih answered you: Status Data

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.



Wajih (Geotab Inc.)

Hello,

The code as it is looks correct but the method of determining start and end dates should be revised. It would be more accurate to check the time at which the OFF duty log started and use that time as your end date in your API call.

Could you also clarify what diagnostic report you are using in the UI?

Regards,

[View/Answer](#)

or [reply to this email](#)

#### Replying to



BHoyl\_394 asked a question.

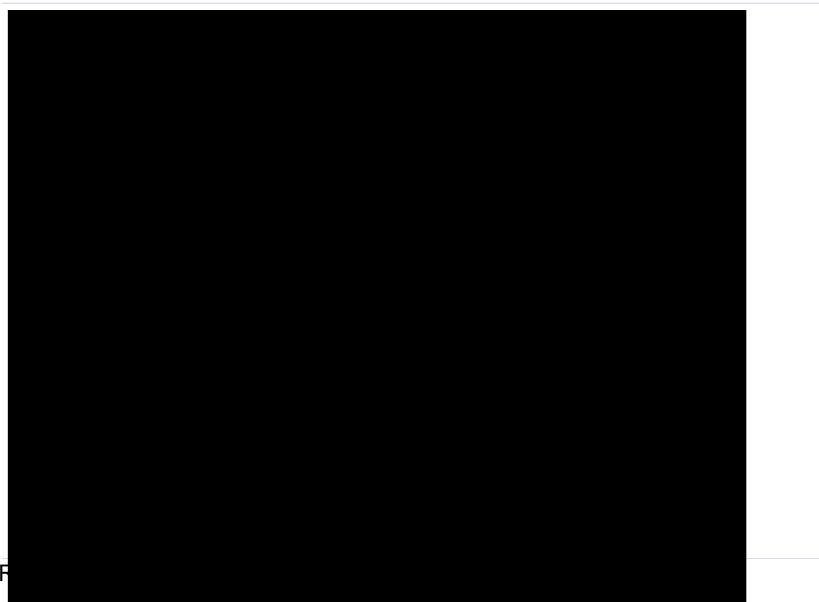
Monday, April 13, 2020 1:25 PM

#### Status Data

Greetings. I am working with a fleet of public safety vehicles where I need to show only the vehicle that are active (on shift) instead of all vehicles. I have successfully pulled data from the last trip event (stopped or start) and if it is more than an hour they are removed from the 'Active Units' group, otherwise they are placed in that group. There are some issues with this over time.

Now I'm trying to pull the ignition status or the RPM status. In the GUI I find a device that is off-duty and look at his diagnostic report and find his last known RPM value and the datetime stamp. In the SDK I can get the RPM value but the date is off. It is showing the current datetime not the datetime of the last RPM log.

Please evaluate the code below or if there is a better way to hide vehicles that are inactive without having to change manually change groups or hide devices I'm open to finding a better way of doing it.





04/12/20 06:47:02 pm 718 RPM

Thanks in advance



Wajih (Geotab Inc.)

Hello,

The code as it is looks correct but the method of determining start and end dates should be revised. It would be more accurate to check the time at which the OFF duty log started and use that time as your end date in your API call.

Could you also clarify what diagnostic report you are using in the UI?

Regards,

Monday, April 13, 2020 6:27 PM

You're receiving emails when someone "Comments on my posts."

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Are notifications about this post getting annoying? Reply to this email with the word "mute".

*Geotab Inc., 2440 Winston Park Drive, Oakville, ON, L6H 7V2, Canada*

**GEOTAB**

Date : 9/20/2019 10:40:19 PM

From : "T-Mobile For Business Demo Program" t-mobileforbusiness@viennachannels.com

To : "bgraham@huntersville.org" bgraham@huntersville.org

Subject : Your voice matters to us - so please speak up! T-Mobile Survey - Demo Order No.869284



T-Mobile For Business Demo Program  
c/o Vienna Channels  
1905 Industrial Boulevard  
Colleyville, TX 76034

September 20, 2019

Dear Barry:

Millions have switched to the Un-carrier. And we hope you will be joining us too!

A big part of the reason we're the fastest growing wireless company in America is that everything we do puts our customers first. We listen to them, address their pain points, and then challenge the rest of the industry to follow suit.

To effect change, we need honest feedback from others. We would greatly appreciate your input regarding how we did during this trial under order #869284.

The brief survey at the link below will only take a couple minutes to complete, so please take the time to share your thoughts with us.

<https://www.viennachannels.com/responses/WKZ15CTPZRCL/P5DRM10931P9DJQVKTOF/869284>

Thank you in advance for your feedback.

Best regards,  
T-Mobile For Business Demo Program  
[t-mobileforbusiness@viennachannels.com](mailto:t-mobileforbusiness@viennachannels.com)

Product: Geotab Pro Plus w/ Demo SIM  
SN: 015523000070106

Product: Geotab Pro Plus w/ Demo SIM  
SN: 015523000074959

Date : 9/16/2019 10:40:11 PM

From : "T-Mobile For Business Demo Program" t-mobileforbusiness@viennachannels.com

To : "bgraham@huntersville.org" bgraham@huntersville.org

Subject : Your voice matters to us - so please speak up! T-Mobile Survey - Demo Order No.869284



T-Mobile For Business Demo Program  
c/o Vienna Channels  
1905 Industrial Boulevard  
Colleyville, TX 76034

September 16, 2019

Dear Barry:

Millions have switched to the Un-carrier. And we hope you will be joining us too!

A big part of the reason we're the fastest growing wireless company in America is that everything we do puts our customers first. We listen to them, address their pain points, and then challenge the rest of the industry to follow suit.

To effect change, we need honest feedback from others. We would greatly appreciate your input regarding how we did during this trial under order #869284.

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<https://www.viennachannels.com/responses/WKZ15CTPZRCL/P5DRM10931P9DJQVKTOF/869284>

Thank you in advance for your feedback.

Best regards,  
T-Mobile For Business Demo Program  
[t-mobileforbusiness@viennachannels.com](mailto:t-mobileforbusiness@viennachannels.com)

Product: Geotab Pro Plus w/ Demo SIM  
SN: 015523000070106

Product: Geotab Pro Plus w/ Demo SIM  
SN: 015523000074959

Date : 9/23/2019 10:40:27 PM

From : "T-Mobile For Business Demo Program" t-mobileforbusiness@viennachannels.com

To : "bgraham@huntersville.org" bgraham@huntersville.org

Subject : Your voice matters to us - so please speak up! T-Mobile Survey - Demo Order No.869284



T-Mobile For Business Demo Program  
c/o Vienna Channels  
1905 Industrial Boulevard  
Colleyville, TX 76034

September 23, 2019

Dear Barry:

Millions have switched to the Un-carrier. And we hope you will be joining us too!

A big part of the reason we're the fastest growing wireless company in America is that everything we do puts our customers first. We listen to them, address their pain points, and then challenge the rest of the industry to follow suit.

To effect change, we need honest feedback from others. We would greatly appreciate your input regarding how we did during this trial under order #869284.

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Thank you in advance for your feedback.

Best regards,  
T-Mobile For Business Demo Program  
[t-mobileforbusiness@viennachannels.com](mailto:t-mobileforbusiness@viennachannels.com)

Product: Geotab Pro Plus w/ Demo SIM  
SN: 015523000070106

Product: Geotab Pro Plus w/ Demo SIM  
SN: 015523000074959

# Redaction Log

<b>Reason</b>	<b>Page (# of occurrences)</b>	<b>Description</b>
132-1.7(b1)(1)	<b>56</b> (1) <b>90</b> (1)	Officer Cell Not Public
	<b>23</b> (15) <b>24</b> (16) <b>43</b> (3) <b>44</b> (2) <b>48</b> (3) <b>49</b> (1) <b>105</b> (1)	
no reason	<b>109</b> (15) <b>110</b> (16) <b>123</b> (2) <b>124</b> (1) <b>135</b> (3) <b>136</b> (3) <b>160</b> (1) <b>161</b> (1)	---