



# 2025 Software and SaaS Services

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## **Section 2 – Pricing**



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*Pricing may be submitted separately in an alternate format (e.g. xlsx, xls, csv).*

### **A. Availability of Products and Pricing (40 points)**

**1. Provide pricing for products, services, warranties, etc. supplier proposes to offer. Price lists provided will be used to establish both the extent of a supplier's product lines, services, warranties, etc. available from the supplier and the pricing per item. Pricing should be based on a discount from a manufacturer's price list or catalog, or fixed price, or combination of both. Multiple percentage discounts are acceptable if, where different discounts apply, the different percentages are specified. Electronic Catalog and/or price lists should accompany the proposal. Additional pricing and/or discounts may be included. Suppliers may elect to limit their proposals to any category or categories.**

**a. Any discounts proposed shall remain the same throughout the term of the contract and at all renewal options. At a minimum, the Contractor must hold the proposed price list firm for the first 12 months after the contract award.**

**b. Pricing is not to exceed. Unlike fixed pricing, the supplier can adjust submitted pricing lower if needed but cannot exceed the approved pricing. The contract must allow for lower pricing to be available for similar product and service purchases. Cost plus pricing as a primary pricing structure is not acceptable.**

**c. Due to products and services potentially being used in response to an emergency or disaster recovery situation in which federal funding may be used, if suppliers are proposing cost plus a percentage of cost, suppliers should provide alternative pricing that does not include either cost plus a percentage of cost. If pricing is based on time and materials, a ceiling price that the supplier exceeds at its own risk will be needed as determined and set by the Participating Public Agency. If products and services are provided in a situation where an agency is eligible for federal funding, supplier is subject to and must comply with all federal requirements applicable to the funding including, but not limited to the FEMA and Additional Federal Funding Special Conditions section located in the Federal Funds Certifications Exhibit.**

**2. Propose the frequency of updates to the supplier's pricing structure. Describe any proposed indices to guide price adjustments. If offering a catalog contract with discounts by category, while changes in individual pricing may change, the category discounts should not change over the term of the contract.**

**3. Describe any shipping charges. All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing.**

**4. Describe any delivery or installation services provided by Offeror and how these services are priced. Include any fees such as setup/cleaning, design/layout, special orders, etc. Supplier may enter into additional negotiations with a purchasing agency for additional delivery or installation charges based on onerous conditions. Additional delivery and/or installation charges may only be charged if mutually agreed upon by the purchasing agency and Supplier.**

**5. Describe any return and restocking fees.**

**6. Describe if distributors/dealers/resellers/subsidiaries/partners ("affiliates") will be used to fulfill the contract. Submit a list of those affiliates authorized to sell under the proposed contract. Where and how does Offeror propose to maintain an authorized affiliate list so it may be accessed by Participating Agencies? How often does the supplier propose to**

**update the affiliate list? Confirm the Offeror reviews the financial health, debarment status**



**and overall general capacity of authorized affiliates. Purchase orders and payment can only be made to the awarded supplier or an approved affiliate and pricing must be less than or equal to the pricing stated herein. Offerors who use authorized affiliates are responsible for ensuring authorized affiliates are performing in accordance with the contract.**

**7. Describe any special offers, promotions, additional discounts or rebates offered. Additional discount or rebates may be offered for large quantity purchases, single ship to location programs, growth, annual spend, guaranteed quantity, etc.**

**8. Describe any Leasing/Financing programs.**

**9. Describe how customers verify they are receiving the correct contract pricing.**

**10. Describe supplier’s invoicing process. Include payment terms and acceptable methods of payments. Suppliers shall describe any associated fees pertaining to credit cards/p-cards.**

**11. Describe how future product introductions will be priced and align with contracting pricing proposed.**

**12. Provide any additional information relevant to this section.**

Item	Price
<b>One-Time Set-Up Fees</b>	
Signage – first round of signage production at service launch (installation not included)	Included
Training, consulting, marketing, and customer support as described in the Agreement	Included
Mobile payment services setup fee for all Initial Parking Locations	<del>\$1,500</del> \$500
Initial integration with one (1) enforcement solution software  *One complimentary integration. Subsequent integration fees depend on the nature of the integration request.	Included Subsequent \$500 - \$2,000
Standard PayByPhone dynamic label	Included
<b>Transaction Fees</b>	
Client pays PayByPhone per Transaction (Client may charge driver a non-embedded, on top of the price of the parking convenience fee of \$0.35)  *The fee listed here is the net revenue to PBP. The net revenue to PBP may not exceed this listed fee; however, in situations where a revenue share is in place, the total fee to the parker may exceed this price, with the net revenue share capped at this listed price.	\$0.35
<b>Optional Fees</b>	
Custom dynamic label	<del>\$1,000</del> \$500.00
PayByPhone is the Merchant of Record (MOR): Payment Processing Fee (price per Transaction, including interchange, acquiring fees, and gateway fees)	\$0.25 + 2.95% of transaction volume



<p>*PayByPhone retains the ability to increase or decrease the fixed and/or variable fee based on the client’s specific user environment. The fee listed here is our list price, but a variation may occur where a flat fixed, flat variable, or variation of this fee is used based on the client’s specific requirements or requests.</p>	
<p>SMS User Opt-In Fees</p> <p>*The fee listed here is the net revenue to PBP. The net revenue to PBP may not exceed this listed fee; however, in situations where a revenue share is in place, the total fee to the parker may exceed this price, with the net revenue share capped at this listed price.</p>	<p>\$0.20 per SMS</p>
<p>IVR setup fee</p>	<p><del>\$1,500</del> \$500</p>
<p>IVR additional per-transaction fee</p>	<p><del>\$0.05</del> \$0.03</p>
<p>Rights &amp; Rates setup fee</p>	<p><del>\$2,500</del> \$1,500</p>
<p>Rights &amp; Rates monthly subscription fee for one (1) Right</p>	<p><del>\$1,499</del> \$299 per month</p>
<p>Validation Portal setup &amp; monthly subscription fee for unlimited Parking Locations</p>	<p>\$1,500 Setup (one time) \$2,000 per month</p>
<p>Text To Pay Carries a setup fee, an additional monthly fee, plus an additional per-transaction amount.</p>	<p><b>SHORT CODE</b> Short Code Setup Fee <del>\$6,000</del> \$3,000 Per Transaction Fee: Additional <del>\$0.05</del> \$0.04 The client chooses one option from the monthly fees below: Short Code Ongoing Fee: Random Code. <del>\$2,000</del> \$1,000 per month Short Code Ongoing Fee: Vanity Code. Includes fraud protection support. <del>\$3,000</del> \$2,000 per month</p>
<p>Merchant Coupons</p>	<p><del>\$299.00</del> \$249.00 per month</p>
<p>Gated Off-street set-up fee</p>	<p><del>\$2,500</del> \$1,500</p>
<p>Gated off-street – per transaction</p>	<p><del>\$.65</del> \$.55</p>