



This document is used to answer some common questions on how BusPatrol works, how sellers get compensated, and how to leverage and engage BusPatrol with [GPSLockbox](#) and the AT&T Firstnet sales teams.

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### **What is [BusPatrol](#)?**

- When a school bus is stopped and its lights and stop-arm are activated, BusPatrol cameras capture incidents involving vehicles illegally passing the bus. This will generate a citation and fine for car illegally passing. The revenue from the citation is then shared, in most cases, with BusPatrol, the school system, and the local community/law enforcement.

### **What states can BusPatrol operate in?**

- Legislation for citations on stop arm cameras are currently supported in these states: AL, CT, GA, IL, MD, MI, NY, NC, PA, VA, DC, WA

### ***I heard that BusPatrol will pay for all AT&T and FirstNet services. Is that accurate?***

- In some cases, yes! Based on the revenue model that BusPatrol employs with its issuance of citations, this allows some of the citation revenue to be used for a “Bus Technology Fund” depending on how the state’s legislature has defined the laws in place. This is determined with the customer and BusPatrol. This allows a client to deploy numerous technologies inside of the school buses in their district.
- BusPatrol has determined a select group of technologies that it would pay for. Those are: [Firstnet](#) EPTT hardware and services, [GPSLockbox](#) mounts, [Transfinder](#) and [BusPlanner](#) routing systems, and [Zonar](#) fleet and telematics solutions.
- If the customer would like to pay for other technologies outside of the above partners BusPatrol has partnered with, depending on the funding is allocated off of the stop arm violations, the customer could use revenues generated from the program to fund other initiatives.

### ***Does BusPatrol pay for all FirstNet activations and services for the entire district?***

- BusPatrol is solely focused on the bus, so the technology fund and funding are used for the school buses only. If there are other departments within the district that want to leverage FirstNet, those costs would need to be covered by the client. BusPatrol does offer a sliding scale amount of additional devices, based on the total amount of outfitted buses, to have FirstNet devices deployed to a few dispatchers and administrators that would be covered in the technology fund.

### ***What if my customer is already using FirstNet in their school buses?***

- If the customer chooses to deploy BusPatrol, then the technology fund can be used, moving forward, to pay for existing FirstNet services. So, the customer can transition to a fully paid for

FirstNet solution in their buses! This also applies to any of the above solutions if the customer is already using them in the buses.

***If BusPatrol does pay for FirstNet services, will those still flow to my FirstNet gross add numbers?***

- Yes! All new EPTT/Handset/Smart Phone/Tablet FirstNet activations are still created exactly as they normally would be. The FirstNet team would still work on eligibility, getting a FAN created, and activating services.
- GPSLockbox, as a Mobility SP and Firstnet Dealer, will process all orders in OPUS for handsets, mounts, and any professional services, if needed.
- The only change for these devices that are different than normal is that the “Bill To” for the buses BAN will be sent directly to BusPatrol to remit payment.

<b>Compensation Table</b>	
<b><i>Solution Component</i></b>	<b><i>Do AT&amp;T Sellers Get comped?</i></b>
BusPatrol IOT connected Cameras and Stop Arm Camera	Yes, if you have EOP (end of period) in your comp abstract
Firstnet Feature phone, Smartphone, or Tablet	Yes, counts as Gross Add (GA)
EPTT Feature/SOC	Yes, if you have MAP in your comp abstract
GPSLockbox mounting hardware and PTT kits	Yes, if you have NSR in your comp abstract and use the SKUs in OPUS
BusPatrol telematics partner (Zonar)	No, this is under activated with AT&T control center, but not it is not Firstnet certified
AT&T telematic provider (Geotab, Fleet Complete)	Yes, but this would not be covered under the “technology package” but the district could use revenues from BusPatrol system to pay for it
BusPatrol routing partners (Transfinder, BusPlanner)	No, there is no billed AT&T school bus routing solution

***If BusPatrol is involved, who owns the client relationship?***

- Each partner owns the relationship with the client. AT&T and Firstnet are welcome and encouraged to speak and work directly with all clients that may or may not be using BusPatrol yet. All parties work together as value adds.

***If I have a customer that is interested in learning more about the solution or to ask questions, who should I reach out to?***

- To leverage presales support, Matt Anderson ([matt.anderson@buspatrol.com](mailto:matt.anderson@buspatrol.com)) and Andrew Velker ([avelker@gpslockbox.com](mailto:avelker@gpslockbox.com))