



Tessa Rowland <trowland@burnetcountytexas.org>

Burnet County - pumps and readers

Alice Hafkey <ahafkey@corpay.com>

Wed, Aug 20, 2025 at 8:05 PM

To: "jteague@burnetcountytexas.org" <jteague@burnetcountytexas.org>, "trowland@burnetcountytexas.org"

<trowland@burnetcountytexas.org>, "jluther@burnetcountytexas.org" <jluther@burnetcountytexas.org>

Cc: Mark Roberts <MarkRoberts@corpay.com>, Alex Ortiz <alex.ortiz@corpay.com>

Yes we are good with the contract which they signed in April 2022.

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From: Alice Hafkey <ahafkey@corpay.com>**Sent:** Wednesday, August 20, 2025 5:41:11 PM**To:** jteague@burnetcountytexas.org <jteague@burnetcountytexas.org>; trowland@burnetcountytexas.org <trowland@burnetcountytexas.org>; jluther@burnetcountytexas.org <jluther@burnetcountytexas.org>**Cc:** Mark Roberts <MarkRoberts@corpay.com>; Alex Ortiz <alex.ortiz@corpay.com>**Subject:** RE: [EXTERNAL] Fwd: Burnet County - pumps and readers

We understand that with the problems with the analog phone line connected to the Fuelmaster card reader, you are interested in getting more information to move your connectivity to another option. Analog phone lines are antiquated, are prone to go down frequently and are being phased out. They are being replaced by other options.

We have been notified by NBS (our card processor that allows usage of the Fuelman proprietary card) that they will no longer support direct dial/analog connectivity in the near future. They are eliminating the 800 number(s) that the card reader uses to authorize and transmit your on-site fuel transactions. We have been given a preliminary date of October. This means you will need to move to either cellular or network connectivity at your earliest convenience.

For ease of installation, we recommend cellular connectivity. We have a 3rd party provider, PDI, that offers a complete package. We could arrange for the service on your behalf with PDI. We would bill the fees on your Fuelman account. Any fees incurred on your behalf would be marked up 20%, plus shipping.

Our proposed solution is a cellular package for each card reader that is an all-inclusive program with the equipment and cellular connectivity. This only affects our connectivity to the card reader. No other services will change (our reporting/records to you, how you handle fueling at your on-site locations, etc.).

The upfront one-time costs would be an antenna booster, which is approximately \$40/card reader. Your monthly re-occurring fees would be \$94.50/card reader; which would replace your analog phone line costs. With this upgrade, Corpay would need to invest money to upgrade the card reader, which is approximately \$3,700/card reader.

Description	Customer Estimated Cost
Firewall as a Service Branch e300 Cradlepoint (Equip. cost included in mo. fee, 3 yr.)	\$94.50
Static IP for remote diagnostics	N/A
SPG-7522 Converter Box (Equip. cost included in mo. fee, 3 yr.)	N/A
Booster Antenna – estimated	\$34.02
Shipping – estimated	\$120.00

For Corpay to handle the service, we will need an addendum signed that explains our services. I have attached the draft addendum for the County.

It has also been brought to our attention that the Centeron ATG on your tanks needs to be upgraded. Alex has contacted Excell for a quote for the replacement ATG's and installation. They have given us a quote for 3 tanks at an estimate of \$2,524 plus tax. The County would work directly with Excell for the replacement parts and installation. Alex or I can coordinate with Excell on your behalf.

We are available for a meeting if you would like to discuss your options or have questions. Please let us know how you wish to proceed.

Thank you.

Alice Hafkey

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Vehicle Payments

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