



**MASTER AGREEMENT #030425**  
**CATEGORY: Public Safety Software**  
**SUPPLIER: Saltus Technologies, LLC**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Saltus Technologies, LLC, 907 South Detroit Avenue, Suite 820, Tulsa, OK 74120 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:**  
**General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on July 17, 2029, unless it is cancelled or extended as defined in this Agreement.
  - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
  - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in Solicitation #030425, Category 2. Public Safety Response – Agency Operations, to Participating Entities. In-scope solutions include:
  - a) Category 2. Public Safety Response – Agency Operations, including but not limited to:
    - i) Pre-incident planning software, such as:
      - (1) Fire prevention related inspections and enforcement;
      - (2) Operational management (scheduling, training, compliance, etc.); and
      - (3) Data analytics to inform staffing, deployment, station location, budget, and other management decisions.
    - ii) Incident/post-incident software, such as:
      - (1) CAD, RMS for law enforcement, fire, and EMS;
      - (2) Electronic Patient Care Reporting (ePCR) and data transfer to hospitals;
      - (3) Digital and physical evidence management;
      - (4) E-citation systems; and
      - (5) Law enforcement case management

Complimentary equipment, accessories, and services must be directly related to the offering of systems or solutions described in section 7)a) above. Software platforms or solutions should be able to integrate with a broad range of other software and hardware solutions to improve and/or expand agency capabilities. Sourcewell IS NOT looking for artificial intelligence (AI) customization, but public safety software with existing AI capabilities is eligible.

- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcwell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) Supplier Representations:**
- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
  - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
  - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcwell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R. § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

- ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.
- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related



to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

## **Article 2: Sourcewell and Supplier Obligations**

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
  - Identify the applicable Sourcewell Agreement number;
  - Clearly specify the requested change;
  - Provide sufficient detail to justify the requested change;
  - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
  - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
  - Maintenance and management of this Agreement;
  - Timely response to all Sourcewell and Participating Entity inquiries; and
  - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.



- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

a) **During the term of this Agreement:**

i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
  - \$1,500,000 each occurrence Bodily Injury and Property Damage
  - \$1,500,000 Personal and Advertising Injury
  - \$2,000,000 aggregate for products liability-completed operations
  - \$2,000,000 general aggregate
- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve

the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

### **Article 3: Supplier Obligations to Participating Entities**

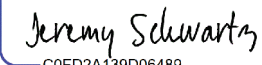
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

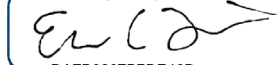
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Saltus Technologies, LLC

Signed by:  
  
 C0FD2A139D06489...  
 By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 7/16/2025 | 8:23 AM CDT  
 Date: \_\_\_\_\_

DocuSigned by:  
  
 DAFB6267B7DE46D...  
 By: \_\_\_\_\_  
 Eric Fultz  
 Title: President/CEO  
 7/15/2025 | 1:24 PM PDT  
 Date: \_\_\_\_\_



# RFP 030425 - Public Safety Software

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## Vendor Details

Company Name: Saltus Technologies, LLC  
Address: 907 South Detroit Avenue  
Suite 820  
Tulsa, OK 74120  
Contact: Eric Fultz  
Email: ericf@saltustech.com  
Phone: 918-392-3902  
HST#: 271775370

## Submission Details

Created On: Friday February 21, 2025 11:45:29  
Submitted On: Monday March 03, 2025 13:26:31  
Submitted By: Eric Fultz  
Email: ericf@saltustech.com  
Transaction #: 737e208b-dd19-4928-af06-52dc37524e3b  
Submitter's IP Address: 147.243.17.180

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## Specifications

**Table 1: Proposer Identity & Authorized Representatives (Not Scored)**

**General Instructions** (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond “N/A” if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer’s corporate organization affiliation.

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Saltus Technologies, LLC	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	NA. We have no subsidiaries and do not use contractors to perform work. Employees from Saltus will provide all services and will support the product.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	5VU46	*
5	Provide your NAICS code applicable to Solutions proposed.	511210	
6	Proposer Physical Address:	907 S. Detroit Ave, Suite 820 Tulsa, OK 74120	*
7	Proposer website address (or addresses):	www.saltustechnologies.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Eric Fultz, President/CEO 907 S Detroit Ave, Suite 820 Tulsa, OK 74120 ericf@saltustech.com 918-392-3902	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Eric Fultz, President/CEO 907 S Detroit Ave, Suite 820 Tulsa, OK 74120 ericf@saltustech.com 918-392-3902	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Shawn Sicking, VP of Sales and Marketing 907 S Detroit Ave, Suite 820 Tulsa, OK 74120 shawns@saltustech.com 918-392-3904	*

**Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)**

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p><b>Saltus Technologies</b></p> <p>Saltus Technologies, LLC, (Saltus) founded in 2010 in Tulsa, Oklahoma, is a software development company focused exclusively on developing and marketing digiTICKET®, an advanced electronic ticketing solution for public safety agencies across the United States. Initially, the technology behind digiTICKET was conceived while the current Saltus executive team worked at a software development company, MacroSolve. After refining the concept with local law enforcement, Saltus was established as an independent entity when its leadership team acquired digiTICKET with investment support from Mimosa Tree Capital Partners.</p> <p>Over the years, Saltus has expanded its customer base to over 475 agencies across 23 states, ranging from major metropolitan police departments like New Orleans to small, rural agencies. Saltus has issued over 10 million citations since inception and currently processes over 100,000 citations per month.</p> <p><b>Core Values and Business Philosophy</b></p> <p>Saltus Technologies is committed to customer satisfaction, reliability, and ease of use. These principles drive the development and deployment of digiTICKET, ensuring that it remains a highly configurable yet standardized solution that meets the needs of law enforcement agencies without requiring custom code.</p> <p>Key values include:</p> <ul style="list-style-type: none"> <li>• Customer-Centric Focus – Saltus emphasizes 24/7/365 customer support and rapid response times to issues.</li> <li>• Reliability and Ease of Use – digiTICKET is device-agnostic, meaning it runs on Windows, Android, and iOS, ensuring a user-friendly and flexible deployment experience.</li> <li>• Scalability and Interoperability – The system integrates with over 75 Records Management and Court Case Management Systems, enabling seamless data flow.</li> <li>• Innovative Technology – Saltus has continually invested in its technology, transitioning to a next-generation platform (digiTICKET 2.0), built using Flutter, which allows cross-platform compatibility.</li> </ul> <p><b>Industry Longevity and Solution Offerings</b></p> <p>Saltus has been a trusted partner in public safety for over 15 years, providing tailored digital citation solutions that reduce administrative burdens and improve efficiency for law enforcement agencies.</p> <p>With a deep commitment to customer success, industry-leading support, and innovative, scalable technology, Saltus Technologies has positioned itself as a leader in electronic citation solutions, ensuring that law enforcement agencies can rely on an efficient, modern, and robust system.</p>
12	What are your company's expectations in the event of an award?	<p>If awarded a Sourcwell agreement, Saltus Technologies anticipates leveraging the contract to enhance its market reach, streamline the sales cycle, and expand its presence across the 50,000+ Participating Entities that Sourcwell serves across the United States and Canada.</p> <p><b>Key Expectations:</b></p> <ol style="list-style-type: none"> <li>1. Increased Marketing Reach: <ul style="list-style-type: none"> <li>o Utilize the Sourcwell contract as a powerful sales tool, promoting it in all marketing and sales communications with prospects and existing clients.</li> <li>o Strengthen brand positioning by emphasizing our pre-approved vendor status, which will simplify procurement processes for agencies.</li> <li>o Engage in targeted digital and traditional marketing campaigns, including email outreach, social media promotions, website updates, and conference sponsorships, to highlight the benefits of Sourcwell purchasing.</li> </ul> </li> <li>2. Streamlined and Shortened Sales Cycle: <ul style="list-style-type: none"> <li>o With Sourcwell's cooperative purchasing model, Saltus expects reduced procurement barriers, allowing government agencies to adopt our digiTICKET solution without lengthy RFP processes.</li> <li>o Shorter sales cycles will lead to increased adoption rates and a higher volume of deployments.</li> </ul> </li> <li>3. Expanding Partnerships and Client Base: <ul style="list-style-type: none"> <li>o The Sourcwell contract will provide access to state, local, tribal, and educational agencies that may have otherwise been difficult to reach.</li> <li>o Offer a seamless procurement experience, further improving customer satisfaction and retention.</li> </ul> </li> </ol> <p>By aligning with Sourcwell's cooperative purchasing model, Saltus anticipates growth in customer acquisition rates and a more efficient sales cycle.</p>

13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>Saltus Technologies is a privately held company and, as a matter of policy, does not publicly disclose financial statements, or other proprietary financial data. However, Saltus maintains a strong financial position, supported by consistent revenue growth, high customer retention rates, and a history of operational stability since its founding in 2010.</p> <p>To further demonstrate financial strength:</p> <ul style="list-style-type: none"> <li>• DUNS Number: 05-478-0983</li> <li>• Saltus has a proven track record of successfully deploying and supporting digiTICKET across 475+ agencies in 23 states, processing over 10 million citations to date.</li> <li>• Saltus has maintained over 100% of its annual recurring contract revenue year-over-year over the past 5 years, ensuring financial sustainability and long-term growth.</li> <li>• Saltus has never defaulted on any financial obligation and maintains zero outstanding legal claims or financial liabilities that would impact its ability to fulfill contractual obligations.</li> </ul> <p>Additionally, a reference letter from our commercial banking partner, Bank7, has been uploaded to provide further validation of Saltus Technologies' financial stability, creditworthiness, and long-term business sustainability.</p>	*
14	What is your US market share for the Solutions that you are proposing?	<p>There is no known market data that provides a definitive measurement of Saltus Technologies' U.S. market share for electronic citation solutions. However, digiTICKET has been successfully deployed in over 475 agencies across 23 states, making it one of the most widely adopted eCitation solutions among state, county, and municipal law enforcement agencies.</p> <p>Market Adaptability and Integration Capabilities:</p> <ul style="list-style-type: none"> <li>• digiTICKET is a stand-alone, turnkey solution that can be interfaced with any existing Records Management, Court Case Management, or state system, ensuring seamless integration into an agency's existing workflow.</li> <li>• To date, Saltus has successfully interfaced digiTICKET with over 80 different records and court management systems, demonstrating its flexibility, scalability, and interoperability across multiple jurisdictions.</li> <li>• digiTICKET can be configured to meet the specific legal and operational requirements of any U.S. state that does not already have a state-mandated electronic citation system.</li> <li>• The platform has been deployed in agencies of all sizes, from small municipal police departments to large state law enforcement organizations like the Kansas Highway Patrol and the New Orleans Police Department.</li> </ul> <p>While exact market share is not quantifiable, Saltus Technologies' long-standing industry presence, continued expansion, and high customer retention rate reflect a strong and growing position in the public safety software sector.</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	Saltus does not currently have any customers in Canada.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Not applicable. Saltus, not any Responsible Party have ever been involved with Bankruptcy proceedings.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	<p>Saltus Technologies is best described as a software developer and service provider, solely focused on developing, selling, and supporting the digiTICKET electronic citation solution.</p> <p>Business Model and Service Delivery</p> <ul style="list-style-type: none"> <li>• Software Development: Saltus develops digiTICKET in-house and provides a turnkey solution that includes software configuration, implementation, and support.</li> <li>• Hardware Resale: While Saltus does not manufacture hardware, it resells mobile computers, thermal printers, and related accessories required for deployment. These devices can also be agency-provided if they meet system requirements.</li> <li>• Integration Capabilities: digiTICKET includes interfaces with third-party Records Management, Court Case Management, and state systems, ensuring seamless data exchange. To date, Saltus has successfully integrated with over 80 such systems.</li> </ul> <p>Sales and Service Force</p> <ul style="list-style-type: none"> <li>• Saltus does not use third-party contractors. All sales, configuration, deployment, and customer support services are provided exclusively by full-time, salaried Saltus employees.</li> <li>• The company manages all aspects of implementation and ongoing support directly, ensuring consistency, reliability, and accountability in every customer engagement.</li> <li>• Saltus maintains a dedicated customer care team that provides 24/7/365 support for both software and hardware.</li> </ul> <p>By maintaining full control over software development, hardware resale, and service delivery, Saltus ensures a high level of quality, security, and responsiveness in meeting the needs of law enforcement agencies nationwide.</p>	*

18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>No specific licenses or certifications are required to sell and deploy digiTICKET. However, Saltus strictly adheres to industry-standard security policies to ensure compliance with law enforcement and government agency requirements.</p> <p>Security and Compliance Measures:</p> <ul style="list-style-type: none"><li>• CJIS Compliance: While no formal certification is required, Saltus follows the Criminal Justice Information Services (CJIS) Security Policy, ensuring that all data handling, storage, and transmission meet strict security guidelines.</li><li>• CJIS Training: All Saltus employees with access to production data are required to complete CJIS training, reinforcing security best practices and compliance with law enforcement data protection policies.</li><li>• Background Checks: All Saltus employees undergo CJIS-compliant background checks before being granted access to production data or law enforcement systems.</li><li>• Security Policies and Protocols:<ul style="list-style-type: none"><li>o CJIS Security Policy – Ensures robust access controls and data security.</li><li>o Incident Response Plan – Defines processes for identifying, responding to, and mitigating security incidents.</li><li>o Disaster Recovery Plan – Provides a structured approach to ensure business continuity and rapid system recovery.</li></ul></li></ul> <p>Hosting and Data Management:</p> <ul style="list-style-type: none"><li>• Azure GovCloud: digiTICKET is hosted in Microsoft Azure GovCloud, a high-security cloud environment designed for government agencies, ensuring compliance with federal and law enforcement security standards.</li><li>• Data Storage: digiTICKET only stores "Unadjudicated Citation Data" and does not access or store Criminal History Data/Systems, ensuring compliance with legal and regulatory data requirements.</li></ul> <p>By implementing these stringent security measures, Saltus ensures that digiTICKET meets or exceeds the security expectations of law enforcement agencies, providing a secure, reliable, and compliant eCitation solution.</p>	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Not applicable. There are no current or prior debarments of suspensions for Saltus or any Responsible Party.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Not applicable.	*
21	What percentage of your sales are to the governmental sector in the past three years?	99.5% of Saltus sales are to the government sector.	*
22	What percentage of your sales are to the education sector in the past three years?	0.5% of Saltus sales are to the education sector; University Police Departments.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>digiTICKET is currently on the Texas DIR and Virginia Sheriff's Association cooperative purchasing contracts.</p> <ul style="list-style-type: none"><li>- TX DIR: The agreement went into affect in December 2023. To date, Saltus has sold to two Texas agencies with revenues totaling \$95,000.</li><li>- VA Sheriff's Association: The agreement went into affect in Q2 2024. To date, Saltus has not sold to any agencies off of this agreement.</li></ul>	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Not applicable.	*

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcwell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Madison County Circuit Clerk's Office - manages over 20 LEAs in Madison County that use digiTICKET	Brian Davis	618-296-5514	*
Gretna LA Police Department	Sergeant Robert Faizon	504-363-1869	*
Merriam KS Police Department	Chief Darren McLaughlin	913-322-5587	*

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company’s capability to meet the needs of Sourcwell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of

workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
26	Sales force.	<p>Saltus Technologies Sales Team Overview</p> <p>Saltus has a dedicated sales team based in Tulsa, OK, focused on expanding the adoption of digiTICKET across law enforcement agencies while leveraging strategic partnerships in the GovTech space. The Saltus Sales Team actively covers the United States and over 20 hardware and software partners.</p> <p>Direct Sales Team:</p> <ul style="list-style-type: none"> <li>• Direct Sales Representatives – Saltus has two full time professionals that specialize in selling digiTICKET directly to law enforcement agencies across the United States. These representatives engage with police departments, sheriff's offices, and other public safety agencies, providing product demonstrations, customized solutions, and guidance throughout the procurement process.</li> </ul> <p>Channel Sales Representative:</p> <ul style="list-style-type: none"> <li>• Channel Sales Representative – Saltus has one professional responsible for managing relationships with business partners in the GovTech industry who help market and sell digiTICKET to their customers.</li> <li>• Partner engagement models include: <ul style="list-style-type: none"> <li>o Resellers – Partners who directly resell digiTICKET as part of their product portfolio.</li> <li>o Referral Partners – Partners who introduce Saltus to potential customers and receive a referral commission.</li> <li>o Strategic Collaborators – Partners who help promote digiTICKET but do not receive direct compensation.</li> </ul> </li> </ul> <p>Customer Success and Support:</p> <ul style="list-style-type: none"> <li>• Customer Success Manager – Works alongside the Customer Care Team to ensure the ongoing satisfaction and retention of existing customers. This role focuses on: <ul style="list-style-type: none"> <li>o Proactive account management and relationship building.</li> <li>o Identifying opportunities for product enhancements or additional solutions.</li> <li>o Ensuring agencies maximize the value of digiTICKET through training, support, and ongoing engagement.</li> </ul> </li> </ul> <p>With the sales and customer success team, Saltus maintains a strong, customer-focused approach to growing the adoption of digiTICKET, ensuring personalized service, long-term satisfaction, and direct support for law enforcement agencies nationwide. Saltus Sales Team members attend over 20 conferences on an annual basis which include regional and national exhibits, lunch sponsorships, and other promotional activities.</p>



27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Saltus Technologies Sales Team Overview</p> <p>Saltus has a dedicated sales team based in Tulsa, OK, focused on expanding the adoption of digiTICKET across law enforcement agencies while leveraging strategic partnerships in the GovTech space. The Saltus Sales Team actively covers the United States and over 20 hardware and software partners.</p> <p>Direct Sales Team:</p> <ul style="list-style-type: none"> <li>• Direct Sales Representatives – Saltus has two full time professionals that specialize in selling digiTICKET directly to law enforcement agencies across the United States. These representatives engage with police departments, sheriff's offices, and other public safety agencies, providing product demonstrations, customized solutions, and guidance throughout the procurement process.</li> </ul> <p>Channel Sales Representative:</p> <ul style="list-style-type: none"> <li>• Channel Sales Representative – Saltus has one professional responsible for managing relationships with business partners in the GovTech industry who help market and sell digiTICKET to their customers.</li> <li>• Partner engagement models include: <ul style="list-style-type: none"> <li>o Resellers – Partners who directly resell digiTICKET as part of their product portfolio.</li> <li>o Referral Partners – Partners who introduce Saltus to potential customers and receive a referral commission.</li> <li>o Strategic Collaborators – Partners who help promote digiTICKET but do not receive direct compensation.</li> </ul> </li> </ul> <p>Customer Success and Support:</p> <ul style="list-style-type: none"> <li>• Customer Success Manager – Works alongside the Customer Care Team to ensure the ongoing satisfaction and retention of existing customers. This role focuses on: <ul style="list-style-type: none"> <li>o Proactive account management and relationship building.</li> <li>o Identifying opportunities for product enhancements or additional solutions.</li> <li>o Ensuring agencies maximize the value of digiTICKET through training, support, and ongoing engagement.</li> </ul> </li> </ul> <p>With the sales and customer success team, Saltus maintains a strong, customer-focused approach to growing the adoption of digiTICKET, ensuring personalized service, long-term satisfaction, and direct support for law enforcement agencies nationwide. Saltus Sales Team members attend over 20 conferences on an annual basis which include regional and national exhibits, lunch sponsorships, and other promotional activities.</p>
28	Service force.	<p>The Saltus Solution Services Team is dedicated to ensuring a seamless, efficient, and custom configured deployment of digiTICKET for law enforcement agencies. With a structured Solution Delivery Methodology used and refined over 500 deployments over the past 15 years, the team works closely with customers to configure, test, and implement digiTICKET according to their unique operational needs.</p> <p>Dedicated, In-House Deployment Team</p> <p>All professional services provided by Saltus are performed exclusively by full-time, salaried employees. Saltus does not use third-party contractors or outsourced services, ensuring that every customer receives consistent, high-quality service from experienced professionals.</p> <ul style="list-style-type: none"> <li>• 4 Project Managers – With over 30 years of combined experience successfully deploying digiTICKET, these professionals oversee the entire implementation process, ensuring that every project meets customer requirements and timelines.</li> <li>• 5 Configuration Developers – Responsible for configuring digiTICKET to the specific needs of each agency, ensuring seamless integration with Records Management, Court Case Management, and state systems.</li> <li>• 2 Quality Assurance Testers – Dedicated to rigorous testing and validation, ensuring that each deployment is fully functional, error-free, and meets all agency requirements.</li> </ul> <p>Commitment to Success</p> <p>With a fully Tulsa-based team, Saltus provides direct, hands-on implementation to ensure that every law enforcement agency receives a fully optimized, reliable, and easy-to-use eCitation solution. Because Saltus does not use third-party contractors, agencies receive a consistent, high-quality deployment experience led by experienced, full-time Saltus employees. The Solution Services Team's expertise, structured approach, and customer-first focus have made digiTICKET one of the most successful eCitation platforms in the industry.</p>

29	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>The ordering process for digiTICKET is managed through a consultative sales approach, ensuring that each agency receives a customized solution tailored to its operational needs.</p> <p>Proposal &amp; Sales Process</p> <ul style="list-style-type: none"><li>• Every prospect must receive a detailed proposal that is configured by a Saltus sales representative, whether they come from direct sales efforts or are referred by channel sales partners.</li><li>• Pricing is not one-size-fits-all—it is determined based on:<ul style="list-style-type: none"><li>o Quantities of licenses and hardware required.</li><li>o Types of licenses (e.g., server, client, mobile return sharing and export interfaces).</li><li>o Integration needs with existing Records Management, Court Case Management, and state systems.</li><li>o Functional requirements that may require specific configurations or workflows.</li></ul></li></ul> <p>Order Fulfillment</p> <ul style="list-style-type: none"><li>• Once a Proposal is approved, Saltus generates a formal sales agreement for execution.</li><li>• Upon contract execution, the Saltus Solution Services Team begins the implementation process, ensuring a seamless deployment.</li><li>• Hardware orders (e.g., thermal printers, mobile computers) are processed either through Saltus directly or fulfilled via hardware partners, depending on the customer's preferences.</li></ul> <p>Customer-Centric Approach</p> <p>Saltus ensures that every agency receives a solution tailored to its needs by maintaining direct involvement in the quoting, sales, and implementation process. By keeping order management in-house, Saltus maintains pricing integrity, implementation consistency, and superior customer service.</p>
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30	Describe your product implementation strategy. If utilizing installation partners, describe and define their role in the strategy.	<p>Saltus follows a proven and structured implementation strategy, known as the Solution Delivery Methodology, to ensure a seamless, efficient, and fully optimized deployment of digiTICKET. This methodology has been successfully used and refined in over 500 deployments across the past 15 years, making it one of the most reliable and effective eCitation implementation processes in the industry.</p> <p><b>In-House Implementation – No Third-Party Contractors</b> All implementation services are performed exclusively by Saltus full-time, salaried employees—not third-party contractors or external installation partners. This ensures consistency, accountability, and a high level of expertise throughout the entire deployment process.</p> <p><b>Solution Delivery Methodology</b> Saltus' six-phase approach ensures that each customer receives a customized solution tailored to their operational needs:</p> <ol style="list-style-type: none"> <li>1. Kickoff &amp; Requirements Gathering <ul style="list-style-type: none"> <li>o A Saltus Project Manager leads an onsite or virtual kickoff meeting with agency stakeholders.</li> <li>o A thorough needs assessment is conducted, covering ticket layouts, court workflows, violation lists, and required system integrations.</li> <li>o Data gathering tasks are assigned, with Saltus guiding the agency through the process.</li> </ul> </li> <li>2. Requirements Definition &amp; Solution Design <ul style="list-style-type: none"> <li>o Saltus facilitates a configuration workshop to finalize system settings, permissions, and ticketing rules.</li> <li>o Integration needs with Records Management, Court Case Management, and state systems are outlined.</li> </ul> </li> <li>3. System Configuration &amp; Customization <ul style="list-style-type: none"> <li>o Configuration Developers tailor digiTICKET based on the approved system design.</li> <li>o System settings, user permissions, violation lists, and court integrations are configured without requiring custom code, ensuring scalability and easy maintenance.</li> </ul> </li> <li>4. Internal &amp; User Acceptance Testing (UAT) <ul style="list-style-type: none"> <li>o The Quality Assurance Team conducts internal testing to ensure proper system functionality.</li> <li>o A User Acceptance Testing (UAT) session is held with agency personnel to verify configurations and identify any necessary adjustments.</li> </ul> </li> <li>5. Training &amp; Go-Live Preparation <ul style="list-style-type: none"> <li>o Onsite or remote training is provided to officers, administrators, and court personnel, ensuring users are confident in digiTICKET's functionality and workflows.</li> <li>o Final system refinements are made based on training feedback.</li> </ul> </li> <li>6. Go-Live &amp; Post-Deployment Support <ul style="list-style-type: none"> <li>o digiTICKET goes live, with Saltus personnel providing hands-on assistance during the initial rollout.</li> <li>o 24/7/365 Customer Support ensures agencies receive ongoing assistance as needed.</li> </ul> </li> </ol> <p><b>Commitment to Success</b> With a fully Tulsa-based team, Saltus Technologies provides direct, hands-on implementation to ensure that every law enforcement agency receives a fully optimized, reliable, and easy-to-use eCitation solution. Because Saltus does not use third-party contractors, agencies receive a consistent, high-quality deployment experience led by experienced, full-time Saltus employees.</p> <p>Over the past 15 years and 500+ deployments, this methodology has been continuously refined to maximize efficiency, user adoption, and overall success, ensuring that digiTICKET integrates seamlessly into law enforcement workflows from day one.</p>
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31	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Saltus is committed to delivering industry-leading customer support for the digiTICKET solution, ensuring that agencies receive timely assistance, software updates, and a high level of service availability.</p> <p><b>Support Team &amp; Availability</b></p> <ul style="list-style-type: none"> <li>• All customer support issues are provided by full-time, salaried Saltus employees based in Tulsa, OK—Saltus does not use third-party contractors for customer service or technical support.</li> <li>• Saltus provides 24/7/365 customer support to ensure agencies receive assistance when needed.</li> <li>• Customers can reach support via phone, or email with a dedicated team managing all inquiries.</li> </ul> <p><b>Service Level Response Times</b></p> <p>Saltus classifies reported issues into four severity levels, ensuring appropriate prioritization and timely resolution:</p> <p><b>Severity 1: Critical Business Impact</b></p> <ul style="list-style-type: none"> <li>• Definition: The customer is unable to use the software or continue operations.</li> <li>• Response Time: A qualified support staff member will respond via phone within 1 hour.</li> <li>• Resolution Goal: Best efforts to resolve within 48 hours, with staff engaged until an acceptable resolution is achieved.</li> </ul> <p><b>Severity 2: Significant Business Impact</b></p> <ul style="list-style-type: none"> <li>• Definition: Important software features are not working properly, significantly impacting productivity or service levels.</li> <li>• Response Time: A qualified support staff member will respond via phone within 4 hours.</li> <li>• Resolution Goal: Best efforts to resolve within 5 days, with continuous staff engagement until resolution.</li> </ul> <p><b>Severity 3: Some Business Impact</b></p> <ul style="list-style-type: none"> <li>• Definition: Important features are not working, but an alternative solution exists, or non-essential features are affected.</li> <li>• Response Time: A qualified support staff member will respond within 1 business day.</li> <li>• Resolution Goal: Best efforts to resolve within 1 week, with active engagement during business hours.</li> </ul> <p><b>Severity 4: Minimal Business Impact</b></p> <ul style="list-style-type: none"> <li>• Definition: The software is affected in a minor way that can be corrected through a future update or documentation change.</li> <li>• Response Time: Resolution will be included in an upcoming scheduled maintenance release as agreed upon with the customer.</li> </ul> <p><b>Software Maintenance &amp; Updates</b></p> <ul style="list-style-type: none"> <li>• Saltus provides regular software updates and enhancements at no additional cost as part of the maintenance and support agreement.</li> <li>• Updates are delivered electronically to ensure minimal disruption to agency operations.</li> <li>• Saltus offers remote or onsite assistance for software updates as needed.</li> </ul> <p><b>Customer Success &amp; Ongoing Support</b></p> <ul style="list-style-type: none"> <li>• Saltus assigns a Customer Success Manager to each agency to ensure ongoing satisfaction, provide additional training, and offer proactive support.</li> <li>• Agencies receive unlimited access to training resources, best practice documentation, and new feature overviews to maximize their use of digiTICKET.</li> </ul> <p><b>Commitment to Service Excellence</b></p> <p>Saltus' customer-first approach, combined with a structured response framework and dedicated support team, ensures agencies receive reliable, high-quality service for their electronic citation solution.</p>
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32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	<p>Saltus Technologies is fully capable and committed to providing the digiTICKET solution and related services to all Sourcewell participating entities across the United States. With a proven track record of over 500 deployments in 23 states, Saltus has the infrastructure, expertise, and capacity to scale its services to meet the needs of law enforcement agencies nationwide.</p> <p>Ability to Support Sourcewell Participating Entities</p> <ul style="list-style-type: none"> <li>• <b>Nationwide Coverage:</b> Saltus has successfully deployed digiTICKET in a wide range of agencies, from small municipal police departments to large state law enforcement organizations, demonstrating its ability to adapt to diverse requirements.</li> <li>• <b>Scalability:</b> The digiTICKET solution is designed to be highly configurable, allowing it to be implemented in any state that does not already have a mandated electronic citation system.</li> <li>• <b>Seamless Integration:</b> Saltus has successfully interfaced digiTICKET with over 80 different Records Management Systems (RMS), Court Case Management Systems, and state systems, ensuring compliance and operational efficiency for agencies in different jurisdictions.</li> <li>• <b>Cloud-Based &amp; On-Premise Options:</b> With Microsoft Azure Government Cloud hosting, digiTICKET can be deployed securely without the need for extensive IT infrastructure, while agencies that prefer on-premise installations also have that option.</li> </ul> <p>Willingness to Partner with Sourcewell</p> <p>Saltus is fully aligned with Sourcewell's cooperative purchasing model and is committed to making digiTICKET available to all participating entities quickly, efficiently, and with minimal administrative burden. With a customer-first approach, nationwide implementation experience, and scalable solution, Saltus is well-positioned to serve Sourcewell agencies effectively and reliably.</p>
33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>While Saltus' current customer base is entirely U.S.-based, there are no technological, operational, or logistical limitations that prevent us from providing the digiTICKET solution and related services to Sourcewell participating entities in Canada. Saltus is fully willing and capable of expanding its services to Canadian law enforcement agencies and other eligible entities.</p> <p>Ability to Support Canadian Agencies</p> <ul style="list-style-type: none"> <li>• <b>Flexible, Scalable Technology:</b> The digiTICKET solution is designed to be highly configurable, allowing it to adapt to the legal, operational, and reporting requirements of Canadian agencies.</li> <li>• <b>Seamless System Integrations:</b> digiTICKET has been successfully interfaced with over 80 Records Management Systems (RMS), Court Case Management Systems, and other third-party platforms. This adaptability ensures smooth integration with existing Canadian law enforcement and municipal systems.</li> <li>• <b>Cloud &amp; On-Premise Deployment Options:</b> digiTICKET is hosted in Microsoft Azure Government Cloud, providing a secure, CJIS-compliant cloud environment that can be adapted to meet Canadian data security and privacy requirements. For agencies requiring on-premise hosting, Saltus can deploy digiTICKET within local or regional data centers.</li> <li>• <b>Bilingual &amp; Customizable Interface:</b> Although not implemented to date, digiTICKET's user interface, citation formats, and backend processes can be customized to meet language requirements, including French and English support for bilingual provinces.</li> </ul> <p>Willingness to Expand into the Canadian Market</p> <ul style="list-style-type: none"> <li>• <b>Commitment to Sourcewell's Cooperative Purchasing Model:</b> Saltus is prepared to provide Sourcewell pricing and procurement benefits to Canadian agencies, ensuring a streamlined purchasing experience.</li> <li>• <b>Adaptability to Canadian Law Enforcement Needs:</b> Saltus is open to collaborating with Canadian agencies to tailor digiTICKET to regional legal frameworks, compliance requirements, and court systems.</li> <li>• <b>Support &amp; Training Capabilities:</b> Saltus offers 24/7/365 customer support, and while the current support team is based in Tulsa, OK, remote support, training, and onboarding services can be provided to Canadian customers. Local Canadian support options may be explored based on demand.</li> <li>• <b>Regulatory Compliance &amp; Market Entry Considerations:</b> Saltus is ready to explore any necessary compliance certifications or operational adjustments required to meet Canadian government and law enforcement standards.</li> </ul> <p>Saltus is fully willing and capable of providing digiTICKET to Sourcewell participating entities in Canada. While all current customers are U.S.-based, digiTICKET's technology, deployment process, and support model are inherently scalable for international markets, making it well-suited for expansion into Canada.</p>

34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Saltus is fully capable and willing to provide the digiTICKET solution to Sourcewell participating entities across the United States and Canada, with one known exception:</p> <ul style="list-style-type: none"> <li>State of New Jersey: New Jersey's eCitation requirements do not allow for a fully off-the-shelf solution and instead mandate a custom-built system that aligns with the state's specifications. Because Saltus only provides a configurable, off-the-shelf solution without custom code, digiTICKET does not meet the state's specific procurement and integration requirements. As a result, Saltus cannot sell digiTICKET in New Jersey.</li> </ul> <p>All Other U.S. States &amp; Canada</p> <ul style="list-style-type: none"> <li>While some U.S. states provide state-sponsored eCitation solutions, most do not require local agencies to use them exclusively. In these states, Saltus can and does sell digiTICKET as an alternative eCitation solution.</li> <li>In Canada, Saltus has no known technical or regulatory restrictions that would prevent offering digiTICKET to Sourcewell participating agencies. Saltus is willing to explore any necessary compliance steps to ensure seamless entry into the Canadian market.</li> </ul> <p>With the exception of New Jersey, Saltus is fully prepared to serve law enforcement agencies and Sourcewell participants across the United States and Canada.</p>	*
35	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	<p>To our knowledge, there are no account types within Sourcewell's participating entities that Saltus would not serve under the proposed agreement.</p> <p>Saltus is fully committed to providing digiTICKET to all eligible Sourcewell participants, including law enforcement agencies, municipal governments, state and provincial agencies, tribal law enforcement, higher education institutions, and other public safety entities.</p> <p>If there are unique regulatory or technical requirements that arise for a specific agency or jurisdiction, Saltus is willing to evaluate and determine whether adjustments can be made to ensure compliance with their needs. However, at this time, we do not anticipate any restrictions on providing our solution to any entity type.</p>	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Based on a review of the Sourcewell RFP documents, there are no specific restrictions or requirements mentioned that would prevent Saltus from offering digiTICKET to participating entities in Hawaii, Alaska, or U.S. territories.</p> <p>Saltus' Capability to Serve These Regions</p> <ul style="list-style-type: none"> <li>No Technical Limitations: digiTICKET is a cloud-hosted solution using Microsoft Azure Government Cloud, which allows it to be deployed in any U.S. state or territory with internet access.</li> <li>No Geographic Restrictions: Saltus has no internal restrictions preventing sales, implementation, or support for agencies in these regions.</li> <li>Flexible Deployment Options: If an agency in Hawaii, Alaska, or a U.S. territory requires an on-premise installation, Saltus is willing to explore localized hosting options to meet any unique data residency or regulatory needs.</li> </ul> <p>Considerations for These Regions</p> <p>While there are no formal restrictions, Saltus acknowledges that agencies in Hawaii, Alaska, and U.S. territories may require additional logistical planning for:</p> <ul style="list-style-type: none"> <li>Onsite training or installation services (potentially requiring extended scheduling or remote alternatives).</li> <li>Hardware procurement and shipping costs, which may vary based on local availability.</li> <li>Compliance with any regional data security or storage requirements if applicable.</li> </ul> <p>Saltus is fully prepared and willing to provide digiTICKET to all Sourcewell participating entities in Hawaii, Alaska, and U.S. territories, with no known restrictions affecting availability or support. If any specific regional requirements arise, Saltus is committed to addressing them on a case-by-case basis.</p>	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Saltus has no issues providing digiTICKET and related services to nonprofit entities under the terms of any awarded Sourcewell Master Agreement.</p> <p>Saltus is fully willing and able to extend the same pricing, service levels, and support to nonprofit organizations that qualify as Sourcewell participating entities. Our flexible licensing model and scalable deployment options ensure that nonprofit organizations can implement digiTICKET without additional barriers or restrictions.</p>	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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38	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>As part of an overall marketing strategy for a Sourcewell agreement, Saltus would start with the following steps:</p> <p>Set out a clear communication plan using the following outlets and tactics</p> <ul style="list-style-type: none"> <li>• Website: Saltus would like to include a web page dedicated to Sourcewell procurement and process (as approved by Sourcewell)</li> <li>• Press Release: Saltus utilizes press releases to communicate information about new partnerships. A partnership with Sourcewell would be communicated via a press release noted on the digiTICKET website and distributed by Saltus Sales people.</li> <li>• SEO: Saltus is continuously making updates to content, keywords, and metadata to ensure compliance with search engines and strong rankings. A relationship with Sourcewell would be expressed in our SEO programs to ensure prospects that are searching for purchasing options and digiTICKET are served with relevant information from the Saltus website.</li> <li>• Social Media: Including LinkedIn and Facebook posts referencing our work with Sourcewell and showcasing successful collaborations and thought leadership for public safety agencies.</li> <li>• Google Adwords Advertising: Saltus uses Google Search Ads to target key decision-makers in law enforcement, government agencies, and tech companies looking for digital policing solutions. Through our use of Google Adwords, Saltus can bid on new keywords in our campaigns to promote a relationship with Sourcewell such as; "public safety procurement agreements" and "simplified procurement options".</li> <li>• Brochures: Saltus utilizes partner brochures in emails, brochure packets, and presentations. If a Sourcewell brochure is available, Saltus will include the brochure in communications with prospects.</li> <li>• On-site Sales engagement with slide decks: Saltus sales people are in the field and using web-meetings to visit agencies on a weekly basis. These teams will reference the Sourcewell contract with each demo and presentation decks provided by our team.</li> <li>• Conference exhibiting and sponsorships: Saltus attends over 20 conferences a year. To help promote the agreement, Saltus would advertise the Sourcewell relationship with tabletop banner or other signage.</li> </ul> <p>Please see the attached Marketing Plan document for examples of some of the above tactics.</p>
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39	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Saltus employs a comprehensive digital marketing strategy to promote digiTICKET to city, state, and federal agencies. By integrating advanced technologies and data-driven approaches, the company effectively reaches its target audience and addresses the specific needs of public safety agencies. Saltus utilizes the following five digital marketing tactics.</p> <p><b>SEO Programs and Metadata Tagging</b> To enhance online visibility, Saltus implements robust Search Engine Optimization (SEO) strategies. This involves conducting thorough keyword research to identify terms frequently used by their target audience, such as "eCitation solutions," "electronic ticketing software," "thermal printers," "handheld computers," and "scanners." By incorporating these keywords into website content, meta descriptions, and tags, the company improves its search engine rankings, making it easier for potential clients to discover their offerings. Additionally, metadata tagging provides search engines with detailed information about website content, further boosting visibility and ensuring alignment with user search intent.</p> <p><b>Google AdWords Campaigns</b> Saltus leverages Google AdWords to reach a broader audience through targeted advertising. By creating ads that appear in search results for relevant queries, the company attracts potential clients actively seeking eCitation solutions and related hardware. These campaigns are meticulously designed to align with the interests and needs of public safety agencies, ensuring that the ads resonate with the intended audience and drive qualified traffic to their website.</p> <p><b>Content Marketing Focused on eCitation and Associated Hardware</b> Recognizing the importance of informative and engaging content, Saltus invests in content marketing centered around eCitation topics and the hardware that supports these solutions. This includes publishing blog posts, whitepapers, and case studies that delve into the benefits and implementation of electronic ticketing systems, as well as the advantages of using thermal printers, handheld computers, and scanners in public safety applications. By sharing success stories and practical insights, the company positions itself as a thought leader in the industry, providing valuable resources that educate potential clients and demonstrate the efficacy of their solutions.</p> <p><b>Web-Based Demonstrations and Videos</b> To offer prospective clients a tangible understanding of our products' capabilities, Saltus provides web-based demonstrations and informative videos. These virtual demos allow agencies to experience the software's features and hardware integration in real-time, facilitating informed decision-making. Accompanying video content, such as tutorials and client testimonials, serves to visually communicate the system's benefits and ease of use, thereby enhancing engagement and building trust with potential users. By integrating these technological and digital marketing strategies, Saltus Technologies effectively amplifies its outreach, educates its target audience, and fosters meaningful connections with public safety agencies seeking innovative eCitation solutions and associated hardware.</p> <p><b>Social Media</b> Saltus strategically leverages social media platforms like Facebook and LinkedIn to enhance the marketing of its eCitation solutions by engaging directly with law enforcement agencies, government entities, and industry professionals. On LinkedIn, the company shares thought leadership content, including case studies, and industry insights, to establish credibility and connect with decision-makers in public safety and municipal procurement. Meanwhile, on Facebook, Saltus engages a broader audience by posting relevant updates to city, state, and federal law enforcement agencies who can benefit from streamlined electronic ticketing solutions. By fostering discussions, responding to inquiries, and sharing compelling content, Saltus Technologies strengthens brand awareness and drives interest in its innovative eCitation technology.</p>
40	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Sourcewell's role in promoting agreements would include:</p> <ul style="list-style-type: none"> <li>• Increasing market visibility through the Sourcewell website and perhaps searches by agencies who are looking for similar solutions</li> <li>• Provide examples for other potential customers of procurement simplification, contract legitimacy, and pre-negotiated pricing,</li> </ul> <p>Saltus' role in integrating a Sourcewell Awarded agreement into our sales process:</p> <ul style="list-style-type: none"> <li>• Sales presentations. Sharing procurement success stories during demonstrations by adding a slide in the sales deck dedicated to recommended procurement options and including Sourcewell as a key option.</li> <li>• Train sales representatives on how the Sourcewell contract works, its benefits to agencies, and how to position it as a procurement advantage.</li> <li>• Develop internal sales guides and FAQs so reps can confidently discuss Sourcewell's pre-negotiated pricing and streamlined purchasing benefits with prospects.</li> <li>• Saltus will include Sourcewell's contract details in our negotiations</li> <li>• Posting success stories on Saltus' Sourcewell webpage</li> <li>• Provide a case story for our first customer noting the considerations and process for the agency.</li> </ul>

41	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	NA	*
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**Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)**

Line Item	Question	Response *	
42	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Saltus provides comprehensive training programs as part of the Solution Delivery Methodology, ensuring that each agency receives personalized, effective training tailored to its specific workflows and operational needs.</p> <p>Training Program Details</p> <ul style="list-style-type: none"> <li>Fully Customized Training Materials: All training materials are custom-developed based on each agency's specific configuration, including citation workflows, system configurations, and integration needs.</li> <li>Train-the-Trainer Model (Standard Offering): <ul style="list-style-type: none"> <li>Saltus' standard training program follows a Train-the-Trainer approach, where key agency personnel receive in-depth instruction and then train other users within their organization.</li> <li>This method ensures long-term knowledge retention and cost efficiency while allowing agencies to maintain internal expertise.</li> </ul> </li> <li>Custom Training Programs (Optional Enhancements): Agencies that require alternative training approaches (e.g., direct end-user training or multiple training sessions) can request a customized training plan to meet their needs.</li> </ul> <p>Who Provides Training?</p> <ul style="list-style-type: none"> <li>All training is conducted by Saltus' full-time, Tulsa-based employees.</li> <li>Training sessions are delivered by Project Managers, ensuring that trainers have deep technical knowledge of each agency's unique configuration.</li> </ul> <p>Training Costs &amp; Inclusions</p> <ul style="list-style-type: none"> <li>Standard training is included in the standard implementation fees—there are no additional costs for the standard Train-the-Trainer program.</li> <li>If an agency requests customized training programs, additional costs may apply depending on the scope, location, and number of sessions required.</li> <li>Onsite training travel and living expenses are pre-approved and charged as actual costs, ensuring full transparency.</li> </ul> <p>Training Delivery Options</p> <ul style="list-style-type: none"> <li>Training can be provided onsite at the agency's location or via online web meetings, depending on agency preferences and logistical considerations.</li> <li>Online training materials, user guides, and recorded webinars may also be provided for ongoing reference and refresher training.</li> </ul> <p>Saltus ensures that every Sourcewell participating entity receives high-quality, agency-specific training, empowering law enforcement personnel to use digiTICKET efficiently from day one.</p>	*

43	Describe any technological advances that your proposed solutions offer.	<p>Saltus' digiTICKET solution incorporates advanced technological capabilities that provide law enforcement agencies with a highly configurable, device-agnostic, and future-proof eCitation system.</p> <ol style="list-style-type: none"> <li>1. Fully Configurable System – No Custom Code Required <ul style="list-style-type: none"> <li>• Tailored to Agency Needs: digiTICKET is highly configurable to meet the unique requirements of each agency without the need for custom development.</li> <li>• Custom Citation Layouts &amp; Workflows: Agencies can define ticket formats, violation codes, and court workflows to match their specific legal and operational standards.</li> <li>• Integration Flexibility: digiTICKET seamlessly integrates with over 80 Records Management Systems (RMS), Court Case Management Systems, and state databases using standard data exchange methods.</li> </ul> </li> <li>2. Device and Operating System Agnostic <ul style="list-style-type: none"> <li>• Runs on Any Device: Unlike traditional eCitation solutions that require proprietary hardware, digiTICKET is designed to work on any modern device, including: <ul style="list-style-type: none"> <li>o Windows-based mobile computers and laptops</li> <li>o Android and iOS smartphones and tablets</li> <li>o Rugged handheld devices and barcode scanners</li> </ul> </li> <li>• Cross-Platform Compatibility: Built with modern web and mobile technologies, digiTICKET can be deployed on multiple operating systems without requiring software modifications.</li> </ul> </li> <li>3. Cloud-Enabled with Secure Hosting <ul style="list-style-type: none"> <li>• Microsoft Azure Government Cloud Hosting: Ensures scalability, security, and high availability, meeting CJIS-compliant security standards for law enforcement.</li> <li>• Real-Time Synchronization: Officers can issue citations in the field with or without network connectivity, with data syncing once an internet connection is available.</li> </ul> </li> <li>4. Future-Proof Technology for Long-Term Use <ul style="list-style-type: none"> <li>• Regular Software Updates &amp; Enhancements: Saltus continually updates digiTICKET to incorporate the latest law enforcement technology trends.</li> <li>• No Vendor Lock-In: Agencies can transition to new hardware without losing access to digiTICKET, ensuring long-term usability without costly migrations.</li> </ul> </li> </ol> <p>digiTICKET's device-agnostic design, cloud-based architecture, and fully configurable system provide agencies with a flexible, scalable, and future-ready eCitation solution that adapts to evolving public safety needs.</p>
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44	<p>Demonstrate your solution's capabilities in data privacy, integrity, storage and protection standards, and the adherence of your products and services to applicable cybersecurity and industry standards, such as but not limited to the requirements of the Criminal Justice Information Services (CJIS), the Health Insurance Portability and Accountability Act (HIPAA), etc.</p>	<p>Saltus is dedicated to maintaining the highest standards of data privacy, integrity, storage, and protection for its digiTICKET solution. Our practices are designed to comply with applicable cybersecurity and industry standards, including the Criminal Justice Information Services (CJIS) Security Policy.</p> <ol style="list-style-type: none"> <li>1. Adherence to CJIS Security Policy <ul style="list-style-type: none"> <li>• Compliance Measures: Although digiTICKET only contains Unadjudicated Citation Data, Saltus strictly adheres to the CJIS Security Policy, ensuring that all data handling, storage, and transmission meet or exceed federal law enforcement security standards.</li> <li>• Employee Training and Background Checks: All Saltus employees with access to production data undergo CJIS-compliant background checks and complete CJIS training before being granted system access.</li> <li>• Encryption Standards: digiTICKET employs CJIS-compliant encryption protocols for data at rest and in transit, safeguarding sensitive information during communication between field devices, cloud storage, and backend systems.</li> </ul> </li> <li>2. Secure Data Storage and Protection <ul style="list-style-type: none"> <li>• Cloud Hosting: digiTICKET is hosted on the Microsoft Azure Government Cloud, providing a secure, scalable, and CJIS-compliant environment tailored for government agencies.</li> <li>• Data Integrity and Backup: We implement redundant storage solutions, regular data backups, and comprehensive disaster recovery plans to ensure data integrity and availability.</li> <li>• Access Controls and Monitoring: Strict access controls are in place, with all data access logged and monitored to comply with agency security policies and facilitate auditing processes.</li> </ul> </li> <li>3. Data Protection and Cybersecurity Practices <ul style="list-style-type: none"> <li>• End-to-End Encryption: All communications between field devices and the digiTICKET server are secured using AES-256-bit encryption, preventing unauthorized data access.</li> <li>• Role-Based Access Control (RBAC): User permissions are managed meticulously, ensuring that only authorized personnel can access specific data.</li> </ul> </li> <li>4. Compliance with Industry Standards <ul style="list-style-type: none"> <li>• CJIS Compliance: Our solutions that interact with CJIS systems are fully aligned with CJIS requirements, ensuring the protection of criminal justice information.</li> <li>• State and Local Regulations: Saltus collaborates with agencies to meet specific local IT security requirements, including state-mandated encryption, access control policies, and audit logging.</li> </ul> </li> <li>6. Commitment to Privacy <p>Saltus is dedicated to protecting user privacy across all interactions with our systems. Our Privacy Statement found on our corporate website (<a href="http://www.saltustech.com">www.saltustech.com</a>) outlines our practices regarding the collection and use of personal information, ensuring transparency and adherence to privacy rights. We regularly update our policies to reflect evolving privacy standards and practices.</p> <p>Conclusion</p> <p>By integrating robust data protection measures, strict adherence to CJIS Security Policy, and a steadfast commitment to user privacy, Saltus ensures that the digiTICKET solution meets the highest standards of data privacy, integrity, storage, and protection. Our proactive approach to cybersecurity and compliance provides law enforcement agencies with a reliable and secure eCitation solution.</p> </li> </ol>
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45	Describe your data backup and recovery solutions.	<p>Saltus ensures reliable, secure, and efficient data backup and recovery through its partnership with Microsoft Azure Government Cloud to protect important law enforcement data. This system keeps data safe, accessible, and compliant with security standards like CJIS.</p> <p>1. Reliable Data Backup System</p> <p>Saltus uses daily automated backups to protect agency data, ensuring that information is always recoverable in case of an issue. Key features include:</p> <ul style="list-style-type: none"> <li>• Daily Backups with 30-Day Storage <ul style="list-style-type: none"> <li>o Every system is backed up once per day and stored for 30 days.</li> <li>o Data is automatically copied to multiple locations to prevent loss.</li> </ul> </li> <li>• Constant Monitoring to Ensure Backups Work <ul style="list-style-type: none"> <li>o Saltus monitors all backups to make sure they run correctly every day.</li> <li>o If a backup fails, alerts are sent, and issues are fixed quickly.</li> </ul> </li> </ul> <p>2. Fast and Secure Disaster Recovery</p> <ul style="list-style-type: none"> <li>• Quick System Recovery After an Outage <ul style="list-style-type: none"> <li>o Saltus has a disaster recovery plan that allows agencies to quickly restore data if a system failure occurs.</li> <li>o Data can be transferred to backup systems to keep agencies running smoothly.</li> </ul> </li> <li>• Step-by-Step Recovery Plan <ul style="list-style-type: none"> <li>o A disaster recovery guide outlines the exact steps to restore data in case of an emergency.</li> <li>o The system is tested annually to make sure it works when needed.</li> </ul> </li> <li>• Minimal Downtime in Emergencies <ul style="list-style-type: none"> <li>o Critical systems can be restored quickly, reducing disruption to law enforcement operations.</li> <li>o All recovery processes follow strict security guidelines to keep data safe.</li> </ul> </li> </ul> <p>3. Quick Response and Support</p> <ul style="list-style-type: none"> <li>• Priority-Based Assistance <ul style="list-style-type: none"> <li>o Urgent recovery issues are handled immediately to minimize downtime.</li> <li>o Routine backup recovery requests are processed efficiently based on agency needs.</li> </ul> </li> <li>• Incident Review and Prevention <ul style="list-style-type: none"> <li>o If a backup issue occurs, Saltus investigates the cause and provides a report on how it was fixed.</li> </ul> </li> </ul> <p>Saltus provides a dependable, secure, and law enforcement-ready backup and recovery solution. With daily backups, fast recovery plans, and strong security protections, agencies can trust that their data is safe, accessible, and compliant at all times.</p>
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46	Demonstrate your connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems.	<p>Saltus' digiTICKET solution is built for seamless connectivity with a wide range of third-party Records Management Systems (RMS), Court Case Management Systems (CCMS), and state-level systems. With over 80 successful integrations, Saltus has demonstrated its ability to flexibly adapt to each agency's unique requirements without imposing its own technical standards.</p> <p>1. Two Types of Integration Interfaces</p> <p>a) Data Export Interface (Standard One-Way Integration)</p> <ul style="list-style-type: none"> <li>• How It Works: digiTICKET exports citation data and transmits it to RMS, CCMS, or state systems using the agency's preferred format and method.</li> <li>• Common Transfer Methods: <ul style="list-style-type: none"> <li>o Secure file transfers (CSV, XML, JSON, and other formats)</li> <li>o Automated web service calls (REST, SOAP APIs)</li> <li>o Direct database updates (if permitted)</li> </ul> </li> <li>• Use Case: Once a citation is issued, the data is automatically sent to court systems, records management systems, or state-level databases for further processing, eliminating manual data entry.</li> </ul> <p>b) "Return Sharing" Interface</p> <ul style="list-style-type: none"> <li>• How It Works: digiTICKET can receive and process data from external law enforcement systems to automatically populate citation fields, reducing officer workload and ensuring accuracy.</li> <li>• Key Use Cases: <ul style="list-style-type: none"> <li>o License Plate and Driver's License Queries: Officers use in-vehicle mobile computers to run license plate and driver's license checks against state or NCIC databases.</li> <li>o Automatic Data Population: digiTICKET accesses responses from an RMS or state system, automatically fills in fields such as vehicle make/model, registered owner details, and driver's license information.</li> <li>o Efficiency and Accuracy: Reduces manual data entry errors and allows officers to issue citations more quickly and accurately.</li> </ul> </li> </ul> <p>2. Proven Interoperability with Diverse Systems</p> <ul style="list-style-type: none"> <li>• Saltus has successfully built interfaces using multiple technologies to ensure smooth data exchange with various software providers.</li> <li>• digiTICKET is already integrated with state databases, municipal courts, county law enforcement RMSs, and third-party software vendors.</li> <li>• Saltus works directly with third-party providers to tailor integrations without requiring them to conform to Saltus' standards.</li> </ul> <p>3. Flexible, Agency-Driven Integration Approach</p> <ul style="list-style-type: none"> <li>• Saltus does not impose rigid technical requirements—instead, we adapt our integration approach to meet the needs of the agency and its third-party vendors.</li> <li>• Integration can be real-time or batch processing, depending on agency workflows.</li> <li>• Every integration project is a collaborative effort, ensuring minimal effort for the agency and seamless implementation.</li> </ul> <p>Saltus' digiTICKET provides robust, flexible, and field-proven integration capabilities, ensuring seamless data sharing between law enforcement agencies, courts, and state databases. With a customized, non-restrictive approach, Saltus enables effortless interoperability, reducing manual data entry and improving overall operational efficiency.</p>
47	Describe any "green" initiatives that relate to your company or to your solutions, and include a list of the certifying agency for each.	<p>While Saltus does not have specific "green" initiatives, the digiTICKET solution itself contributes to environmental sustainability by reducing paper usage and minimizing manual processes. By automating traditional paper-based citation systems, digiTICKET:</p> <ul style="list-style-type: none"> <li>• Eliminates paper waste by replacing handwritten tickets with electronic citations.</li> <li>• Reduces repetitive data entry, decreasing administrative workload and improving efficiency.</li> <li>• Minimizes errors and rework, reducing the need for additional resources.</li> </ul> <p>Though not formally certified under any environmental programs, digiTICKET supports broader sustainability efforts by helping law enforcement agencies transition to digital, paperless operations.</p>
48	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Not applicable.

49	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>Saltus offers digiTICKET, a proven, flexible, and scalable eCitation solution that provides unmatched configurability, seamless integration, and dedicated customer support. What makes Saltus unique in the industry, particularly for Sourcewell participating entities, includes:</p> <ol style="list-style-type: none"> <li>1. Highly Configurable, Off-the-Shelf Solution with No Custom Code Required <ul style="list-style-type: none"> <li>• Unlike many competitors, digiTICKET is not a one-size-fits-all solution, but rather a fully configurable platform that adapts to agency-specific needs without requiring custom code development.</li> <li>• This ensures faster deployments, lower costs, and easier long-term maintenance.</li> </ul> </li> <li>2. Seamless Integration with Existing Systems <ul style="list-style-type: none"> <li>• Saltus has successfully integrated digiTICKET with over 80 different third-party systems.</li> <li>• Unlike other vendors, Saltus does not impose strict integration requirements on third-party systems—we adapt to the agency's existing technology.</li> </ul> </li> <li>3. Device &amp; Platform Agnostic <ul style="list-style-type: none"> <li>• digiTICKET runs on any modern device, including Windows, Android, and iOS-based mobile devices, laptops, and rugged handhelds.</li> <li>• Agencies are not locked into a single hardware vendor, allowing them to use existing or preferred devices to reduce costs.</li> </ul> </li> <li>4. Proven Track Record with 500+ Deployments to Agencies Across 23 States <ul style="list-style-type: none"> <li>• Saltus has successfully deployed digiTICKET in over 500 agencies, ranging from small municipalities to large state agencies.</li> <li>• Over 10 million citations have been issued through digiTICKET, demonstrating reliability, scalability, and ease of use.</li> </ul> </li> <li>5. Dedicated Customer Support – No Third-Party Contractors <ul style="list-style-type: none"> <li>• Saltus does not outsource support—all sales, implementation, and customer service are handled by full-time, Tulsa-based employees.</li> <li>• Agencies receive 24/7/365 support with direct access to trained experts who understand their specific implementation.</li> </ul> </li> <li>6. Competitive Pricing and Faster Procurement Through Sourcewell <ul style="list-style-type: none"> <li>• Saltus streamlines the purchasing process for Sourcewell participating entities by offering pre-negotiated pricing, eliminating the need for lengthy RFPs.</li> <li>• digiTICKET's lower total cost of ownership ensures that agencies get the best value without sacrificing features or support.</li> </ul> </li> </ol> <p>Saltus provides a unique combination of flexibility, integration, and agency-focused support, making digiTICKET the ideal eCitation solution for Sourcewell participating entities. Our commitment to configurability, interoperability, and customer success sets us apart as the most adaptable and reliable eCitation provider in the industry.</p>
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**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment	
50	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input checked="" type="radio"/> Yes <input type="radio"/> No	Small Business Enterprise	*
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
52		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
56		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	30 employees.	*
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*

**Table 6A: Pricing (400 Points, applies to Table 6A and 6B)**

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
59	Describe your payment terms and accepted payment methods.	<p>Although negotiable on a case by case basis, Saltus' standard payment terms are as follows:</p> <ul style="list-style-type: none"> <li>- 50% of total Software License and Professional Services fees are payable as a down payment upon execution of a purchase agreement.</li> <li>- Balance due of all Software License and Professional Services fees and hosting are due upon completion of end user training. Standard payment terms are Net 15.</li> </ul> <p>Saltus accepts checks, credit cards (with an additional 3% transaction fee) and Paypal.</p>	*

60	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Saltus offers the entire digiTICKET solution as a Service. This includes all software licenses, professional services, hosting, annual maintenance and support, as well as hardware if agencies choose to purchase hardware from Saltus.</p> <p>Although not a true financing option, it does provide a way for agencies to pay a low monthly fee for the entire solution. Additionally, if hardware were procured through Saltus, it can be included in the monthly fee. This procurement option allows agencies to replace old equipment with no additional costs - replacements and repairs are included in the monthly fee. Additionally, thermal paper can be included in this fee.</p> <p>This procurement option is called the "digiTICKET Solution as a Service" (dSaaS) option. Monthly pricing is based off of the equivalent purchase price. For the purposes of this Sourcwell Agreement, the dSaaS price would be calculated based off of the discounted Sourcwell customer price. Meaning that the dSaaS price would reflect the discounts associated with a standard purchase as outlined in the digiTICKET Product Catalog.</p>	*
61	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>After initial discussions with a prospect, a Saltus Sales Representative develops and provides a detailed proposal for review by the agency. This Proposal details all aspects of the proposed solution and provides a budgetary cost estimate.</p> <p>Based on feedback, the proposal is revised until acceptable to the agency.</p> <p>Once the proposal is approved by the agency, Saltus provides a Purchase or dSaaS agreement (see description above).</p> <p>Each of these agreements includes a Scope document, line item Software License, Professional Services and Hardware (if applicable) pricing. The documents also include the digiTICKET Maintenance and Support agreement as well as payment terms.</p> <p>Please see attached Proposal, Purchase and dSaaS Agreement Templates.</p>	*
62	Explain your licensing process and the service agreements required of end users.	<p>digiTICKET software licensing includes the following:</p> <ul style="list-style-type: none"> <li>digiTICKET Server Software – 1 license is required regardless of the number of client licenses <ul style="list-style-type: none"> <li>This license includes one RMS or Court System Export license</li> </ul> </li> <li>digiTICKET Mobile Client Software – 1 license is required for each mobile computing device running digiTICKET in the field</li> <li>digiTICKET Return Sharing Software (M2M) – 1 license is required for each device using the return sharing interface</li> <li>Additional Exports – 1 export license is required for each additional data export (per instance of the 3rd party software)</li> </ul> <p>As indicated in the Product Catalog, license fees are tiered, based on the total number of client licenses.</p> <p>As described in the Product Catalog, annual maintenance and support services are included in the initial up-front software license fees. Beginning 12 months after end user training, annual recurring fees for maintenance and support and hosting kick in. The maintenance and support fees are a percentage of the total initial software license fees.</p>	*
63	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	P-card payments are accepted, but come with a 3% surcharge.	*
64	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Saltus is offering a flat discount off of MSRP for each pricing category: Software License Fees, Professional Services, and Hosting. digiTICKET MSRP pricing is described in detail in the attached Product Catalog.	*
65	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>Saltus is offering Sourcwell agencies a flat 15% discount off of all MSRP Software License fees (see Product Catalog for line item pricing).</p> <p>Saltus is offering Sourcwell agencies a flat 10% discount off of all MSRP Professional Services fees (see Product Catalog for line item pricing).</p> <p>Saltus is offering Sourcwell agencies a flat 15% discount off of MSRP Hosting fees (see Product Catalog for line items pricing).</p>	*
66	Describe any quantity or volume discounts or rebate programs that you offer.	NA.	*

67	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Non-contracted items related to a turn-key digiTICKET deployment would include hardware items such as mobile computers, thermal printers, barcode scanners, or thermal paper. Saltus is a certified reseller for several manufacturers and can provide cost-plus pricing for agencies, as requested. However, agencies are not required to procure hardware through Saltus. If the customer does procure through Saltus, we service and support the hardware as well as the software.	*
68	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Costs not included in the submitted pricing may include: - Hardware such as mobile computers, thermal printers, barcode scanners and thermal paper. - Installation of hardware, as required. - Software license or professional services fees from 3rd parties such as Records Management or CAD system providers that may be required to implement an interface (import data from digiTICKET) or mobile return sharing.	*
69	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	NA.	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	NA	*
71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	NA	*
72	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	Saltus is committed to maintaining full compliance with the Sourcewell Master Agreement and ensuring that all Sourcewell participating entities receive the correct pricing and contract benefits. To achieve this, Saltus will implement a structured self-audit process that includes the following key components: 1. Contract Pricing Verification • Internal Price Checks – All Sourcewell-related quotes and invoices will be reviewed by the CEO to confirm that participating entities are receiving the agreed-upon contract pricing. • Automated Pricing Controls – Our internal pricing configurator will be configured to apply Sourcewell contract pricing automatically, reducing the risk of errors. 2. Order & Agreement Compliance Review • Periodic Internal Audits – The Saltus CEO will conduct self-audits to review Sourcewell-related sales and contract fulfillment. • Customer Confirmation Process – Participating entities may receive periodic customer satisfaction check-ins to confirm they are receiving accurate pricing and contract terms. 3. Corrective Action & Reporting • Immediate Correction of Errors – If any discrepancies in pricing or compliance are identified, they will be immediately corrected and reported to Sourcewell if necessary. • Open Communication with Sourcewell – Any compliance concerns or clarifications will be addressed directly with Sourcewell to ensure continued adherence to the agreement. Saltus' self-audit process ensures that Sourcewell participating entities always receive the correct pricing and contract benefits. By implementing regular internal reviews, training, and compliance oversight, Saltus remains committed to transparent and accurate contract fulfillment.	*

73	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>If awarded a Sourcewell Master Agreement, Saltus intends to implement management reports tracking key performance metrics to evaluate the effectiveness and impact of the contract. These metrics will ensure that Sourcewell participating entities receive high-quality service, competitive pricing, and streamlined implementation of digiTICKET.</p> <p>1. Sales &amp; Adoption Metrics</p> <ul style="list-style-type: none"> <li>Number of Sourcewell Participating Entities Engaged – Tracks the total number of agencies that have inquired about, received quotes for, or implemented digiTICKET through the Sourcewell contract.</li> <li>Revenue &amp; Growth from Sourcewell Sales – Tracks the financial impact of the Sourcewell agreement, including year-over-year growth in Sourcewell-related sales.</li> </ul> <p>2. Customer Satisfaction &amp; Retention Metrics</p> <ul style="list-style-type: none"> <li>Customer Satisfaction Score (CSAT) – Conduct surveys with Sourcewell agencies to gauge satisfaction with digiTICKET implementation, functionality, and support.</li> <li>Renewal &amp; Retention Rate – Tracks how many agencies continue to use digiTICKET after their initial contract term, indicating long-term value.</li> </ul> <p>3. Marketing &amp; Outreach Metrics</p> <ul style="list-style-type: none"> <li>Sourcewell Contract Awareness Efforts – Tracks how many marketing campaigns, conferences, webinars, and outreach initiatives promote the Sourcewell agreement.</li> <li>Lead Conversion Rate – Measures the percentage of Sourcewell inquiries that convert into active customers, ensuring the effectiveness of sales efforts.</li> </ul> <p>By tracking these key performance indicators, Saltus will measure the success of the Sourcewell agreement, ensuring that participating entities receive exceptional service, streamlined procurement, and a high-value eCitation solution.</p>	*
74	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	<p>Saltus proposes an Administration fee payable to Sourcewell as a percentage of the total contract value:</p> <ul style="list-style-type: none"> <li>- Total actual annual revenue from \$1 - \$500,000: 2%</li> <li>- Total actual annual revenue from \$500,000 - \$1,000,000: 3%</li> <li>- Total actual revenue over \$1,000,000: 4%</li> </ul>	*

**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments	
75	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	NA	*

**Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A through 7D)**

Line Item	Question	Response *
76	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Saltus is offering our digiTICKET electronic ticketing solution; a comprehensive solution designed to improve efficiency, accuracy, and compliance for law enforcement agencies. It streamlines the citation process by eliminating paper tickets, reducing errors, and integrating seamlessly with Records Management Systems (RMS), Court Case Management Systems (CCMS), and state databases.</p> <p>Key features include:</p> <ul style="list-style-type: none"> <li>• Device-Agnostic Compatibility – Works on Windows, Android, and iOS devices.</li> <li>• Seamless System Integrations – Interfaces with over 80 third-party systems.</li> <li>• Automated Data Entry – Reduces manual input by pulling data from state and NCIC systems.</li> <li>• Configurable to Agency Needs – No custom coding required for deployment.</li> </ul> <p>For a detailed description of digiTICKET's capabilities, features, and technical specifications, please refer to the uploaded digiTICKET Product Catalog.</p>
77	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Within this RFP category, the following subcategories best describe Saltus Technologies' digiTICKET solution and related services:</p> <ol style="list-style-type: none"> <li>1. Electronic Citation (eCitation) Systems – Digital ticketing solutions for law enforcement agencies.</li> <li>2. Mobile Law Enforcement Software – Software designed for use on in-vehicle laptops, handheld devices, and tablets.</li> <li>3. Records Management System (RMS) Integration – Solutions that interface with RMS and court case management systems.</li> <li>4. Public Safety Data Management &amp; Reporting – Tools for citation tracking, reporting, and analytics.</li> <li>5. Cloud-Based Law Enforcement Solutions – Secure Microsoft Azure GovCloud-hosted citation management.</li> <li>6. Automated Traffic &amp; Code Enforcement Solutions – Systems that support traffic, parking, and ordinance violations.</li> <li>7. Professional Implementation &amp; Support Services – Configuration, deployment, training, and 24/7 support for agencies.</li> </ol> <p>These subcategories fully align with the capabilities of digiTICKET, ensuring that Sourcewell participating entities can find the right solutions for law enforcement citation and public safety needs.</p>



**Table 7B: Category 1. Public Safety Response - Agency Situational Awareness. Proposers selecting Category 1 are ONLY able to provide one (1) or a combination of solutions below (Line 78 - 83). \*See the Appendix in the RFP for further information.**

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

☒ We will not be submitting for Table 7B: Category 1. Public Safety Response - Agency Situational Awareness. Proposers selecting Category 1 are ONLY able to provide one (1) or a combination of solutions below (Line 78 - 83). \*See the Appendix in the RFP for further information.

Line Item	Category or Type	Subcategory	Offered *	Comments	
78	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
79	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input type="radio"/> No		*
80	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
81	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
82	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
83	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input type="radio"/> Yes <input type="radio"/> No		*

**Table 7C: Category 2. Public Safety Response - Agency Operations. Proposers selecting Category 2 are ONLY able to provide one (1) or a combination of solutions below (Lines 84 - 92). \*See the Appendix in the RFP for further information.**

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

☐ We will not be submitting for Table 7C: Category 2. Public Safety Response - Agency Operations. Proposers selecting Category 2 are ONLY able to provide one (1) or a combination of solutions below (Lines 84 - 92). \*See the Appendix in the RFP for further information.

Line Item	Category or Type	Subcategory	Offered *	Comments	
84	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
85		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
86		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
87	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
88		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
89		Digital and physical evidence management	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
90		E-citation systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	Saltus Technologies, LLC, founded in 2010 in Tulsa, Oklahoma, is a software development company focused exclusively on developing and marketing digiTICKET®, an advanced electronic ticketing solution for public safety agencies.	*
91		Law enforcement case management	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*

**Table 7D: Category 3. Comprehensive Solutions. Proposers selecting Category 3 can provide one (1) or a combination of solutions in BOTH Category 1 and Category 2 (Lines 93 - 109). \*See the Appendix in the RFP for further guidance.**

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

☒ We will not be submitting for Table 7D: Category 3. Comprehensive Solutions. Proposers selecting Category 3 can provide one (1) or a combination of solutions in BOTH Category 1 and Category 2 (Lines 93 - 109). \*See the Appendix in the RFP for further guidance.

Line Item	Category or Type	Subcategory	Offered *	Comments	
92	Category 1 - Public Safety Response Agency Situational Awareness		<input type="radio"/> Yes <input type="radio"/> No		*
93	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
94	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input type="radio"/> No		*
95	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
96	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
97	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
98	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input type="radio"/> Yes <input type="radio"/> No		*
99	Category 2 - Public Safety Response Agency Operations		<input type="radio"/> Yes <input type="radio"/> No		*
100	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input type="radio"/> No		*
101		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input type="radio"/> No		*
102		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input type="radio"/> Yes <input type="radio"/> No		*
103	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input type="radio"/> No		*
104		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input type="radio"/> No		*
105		Digital and physical evidence management	<input type="radio"/> Yes <input type="radio"/> No		*
106		E-citation systems	<input type="radio"/> Yes <input type="radio"/> No		*
107		Law enforcement case management	<input type="radio"/> Yes <input type="radio"/> No		*

Table 8: Exceptions to Terms, Conditions, or Specifications Form

**Line Item 108. NOTICE:** To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *	
	<input type="radio"/> Yes <input checked="" type="radio"/> No	*

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
  - [Pricing](#) - Sourcewell - Saltus digiTICKET Product Catalog 2025 v1.pdf - Friday February 28, 2025 15:13:55
  - [Financial Strength and Stability](#) - Table 2A - Saltus Bank Reference.pdf - Thursday February 27, 2025 15:30:38
  - [Marketing Plan/Samples](#) - Sourcewell - Saltus Marketing Plan Tactics Examples v2.pdf - Monday March 03, 2025 13:12:54
  - WMBE/MBE/SBE or Related Certificates (optional)
  - [Standard Transaction Document Samples](#) - digiTICKET Purchase & SaaS Agreement Templates.pdf - Friday February 28, 2025 15:21:01
  - Requested Exceptions (optional)
  - Upload Additional Document (optional)

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.

3. The Proposer certifies that:

(1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-

(i) Those prices;

(ii) The intention to submit an offer; or

(iii) The methods or factors used to calculate the prices offered.

(2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and

(3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.

5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.

6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.

7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

8. Proposer its employees, agents, and subcontractors are not:

1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Eric Fultz, President / CEO, Saltus Technologies, LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

☒ Yes    ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_12_Public_Safety_Software_RFP030425 Mon February 24 2025 04:31 PM	<input checked="" type="checkbox"/>	4
Addendum_11_Public_Safety_Software_RFP030425 Fri February 21 2025 08:25 AM	<input checked="" type="checkbox"/>	2
Addendum_10_Public_Safety_Software_RFP030425 Wed February 19 2025 02:57 PM	<input checked="" type="checkbox"/>	2
Addendum_9_Public_Safety_Software_RFP030425 Wed February 12 2025 04:18 PM	<input checked="" type="checkbox"/>	2
Addendum_8_Public_Safety_Software_RFP030425 Mon February 10 2025 10:04 AM	<input checked="" type="checkbox"/>	2
Addendum_7_Public_Safety_Software_RFP030425 Mon February 3 2025 04:39 PM	<input checked="" type="checkbox"/>	4
Addendum_6_Public_Safety_Software_RFP030425 Fri January 31 2025 10:29 AM	<input checked="" type="checkbox"/>	2
Addendum_5_Public_Safety_Software_RFP030425 Wed January 29 2025 03:58 PM	<input checked="" type="checkbox"/>	2
Addendum_4_Public_Safety_Software_RFP030425 Fri January 24 2025 11:47 AM	<input checked="" type="checkbox"/>	2
Addendum_3_Public_Safety_Software_RFP030425 Tue January 21 2025 02:21 PM	<input checked="" type="checkbox"/>	3
Addendum_2_Public_Safety_Software_030425 Fri January 17 2025 03:35 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Public_Safety_Software_030425 Fri January 17 2025 10:38 AM	<input checked="" type="checkbox"/>	1