



## **Solicitation Number: RFP #120423**

### **CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Umojo, Inc., 1 E. Superior St., Suite 402, Chicago, IL 60611 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Curb Management Technologies with Related Services from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

#### **1. TERM OF CONTRACT**

A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.

**EXPIRATION DATE AND EXTENSION.** This Contract expires January 15, 2028, unless it is cancelled sooner pursuant to Article 22. This Contract allows up to three additional one-year extensions upon the request of Sourcewell and written agreement by Supplier. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

B. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

#### **2. EQUIPMENT, PRODUCTS, OR SERVICES**

A. EQUIPMENT, PRODUCTS, OR SERVICES. Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. WARRANTY. Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

### 3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. **SALES TAX.** Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. **HOT LIST PRICING.** At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;

- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services 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 Contract and will be incorporated by reference.

## **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized

subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

**B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum, the terms of which will be negotiated directly between the Participating Entity and the Supplier or its authorized dealers, distributors, or resellers, as applicable. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

**C. SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

**D. TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

**E. GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

## **7. CUSTOMER SERVICE**

A. PRIMARY ACCOUNT REPRESENTATIVE. Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, performance issues, supply issues, customer issues, and any other necessary information.

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcewell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales 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;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Supplier will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not

added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

## **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

## **10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE**

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Contract are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract 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. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

## **11. INDEMNITY AND HOLD HARMLESS**

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract 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 the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

## **12. GOVERNMENT DATA PRACTICES**

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, maintained, or disseminated by the Supplier under this Contract.

## **13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT**

### **A. INTELLECTUAL PROPERTY**

1. *Grant of License.* During the term of this Contract:
  - a. 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 and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.



b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.

2. *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, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. *Use; Quality Control.*

a. 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.

b. 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. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. *Termination.* Upon the termination of this Contract 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.

B. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. **MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. **ENDORSEMENT.** The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

#### **14. GOVERNING LAW, JURISDICTION, AND VENUE**

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

#### **15. FORCE MAJEURE**

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

#### **16. SEVERABILITY**

If any provision of this Contract 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 Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

#### **17. PERFORMANCE, DEFAULT, AND REMEDIES**

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## 18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract 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:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *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 Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for products liability-completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms

no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. 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 sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their 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 Contract 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 Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

## **19. COMPLIANCE**

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

## **20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

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 the Canadian government, as applicable; 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 Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

## **21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract 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 Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts 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.

B. **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 be in compliance with all applicable Davis-Bacon Act provisions.

C. 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 or 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 Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. 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 contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. 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 Contract will comply with applicable requirements as referenced above.

F. 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.

G. 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).

H. 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.

I. 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.

J. 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.

K. 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 Contract 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.

L. 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.

M. 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.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract 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 Contract or any purchase by an authorized user.

O. 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 Contract or any purchase by a Participating Entity.

P. 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.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract 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.

R. 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.

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

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

**22. CANCELLATION**

Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell

Umojo, Inc.

DocuSigned by:  
*Jeremy Schwartz*  
C0FD2A139D06489...  
By: \_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 1/9/2024 | 5:33 PM CST

DocuSigned by:  
*Rick Neubauer*  
5BB38F06420D469...  
By: \_\_\_\_\_  
Rick Neubauer  
Title: CEO  
Date: 1/9/2024 | 3:11 PM PST

# RFP 120423 - Curb Management Technologies with Related Services

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## Vendor Details

Company Name: Umojo

Does your company conduct business under any other name? If yes, please state: IL

Address: 1 E. Superior St.  
Suite 402  
Chicago, IL 60611

Contact: Rick Neubauer

Email: meubauer@umojo.com

Phone: 630-815-5300

Fax: 630-815-5300

HST#: 45-2646200

## Submission Details

Created On: Thursday November 09, 2023 10:12:51

Submitted On: Monday December 04, 2023 14:35:07

Submitted By: Christopher Perry

Email: cperry@umojo.com

Transaction #: 6d7ccaee-80d2-41e7-9bb0-77e88d491583

Submitter's IP Address: 173.61.104.166

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## Specifications

**Table 1: Proposer Identity & Authorized Representatives**

**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).

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	Umojo, Inc
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	None
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	None
4	Provide your CAGE code or Unique Entity Identifier (SAM):	N/A
5	Proposer Physical Address:	1 E Superior St Suite 402 Chicago, IL 60611
6	Proposer website address (or addresses):	www.umojo.com
7	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 and, in the event of award, will be expected to execute the resulting contract):	Rick Neubauer, CEO 1 E Superior St Suite 402 Chicago, IL 60611
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Rick Neubauer, CEO 1 E Superior St Suite 402 Chicago, IL 60611
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Christopher Perry Rick Neubauer, CEO 1 E Superior St Suite 402 Chicago, IL 60611

**Table 2: Company Information and Financial Strength**

Line Item	Question	Response *
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10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	<p>Umojo is a mobility, communications and data analytics company headquartered in Chicago, IL. For over 15 years Umojo has developed management tools to help parking operators in North America improve revenue and reduce costs through system integration and data analysis. The company has specialized in parking asset management by integrating existing tools, parking vendors, and data onto a single platform that allows for better decision making (see Umojo Corp Brochure 2023 - Additional Document folder).</p> <p>Innovation lives at the core of Umojo. We have taken a customer-first approach to bring 21st century technology to both private and municipal parking management via remote asset management. The company has set the standard in parking for application programming interface (API) integrations, working closely with the Alliance for Parking Data Standards and private parking consultants across North America. Umojo's mission is to deliver complete solutions, starting at the core of the problem and ending at a comprehensive solution that is easy to use, scalable and provides the desired results.</p> <p>In 2020, Umojo started the development of its NexCity platform (see NexCity Brochure 2023 - Additional Document folder). The initial framework was focused on data integrations and digitizing the parking system. The goals of "Version 1.0" were to organize the disparate datasets into a format that allowed for better reporting and analytics, but also to provide insight into the behavior patterns at the curb. At the same time, Umojo continued development of its first product line, NexPark. NexPark was, and still is, the market leader in customer service for the parking industry and had just introduced license plate reading (LPR) and camera-based analytics to its platform. It wasn't long before we merged our technologies to complete the NexCity offering into what it is today. A modular, yet A to Z, Curb Management platform. We completed our first field trial in Q2 of 2021 in Bellevue, WA. Since then, we have continued developing the platform and expanding our market presence.</p>	*
11	What are your company's expectations in the event of an award?	Curb Management is still a relatively new topic and municipalities, and technology providers are constantly iterating on the best way to tackle these issues. If awarded this contract, Umojo expects this process to continue and is prepared to assess the current needs of a municipality and adapt and tailor the technology to provide a solution. Umojo's NexCity platform is modular and flexible, designed to meet the changing operational needs of our clients in a financially efficient manner (see NexCity Client Project Comparison - Additional Document folder).	*
12	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.	Please see attached documents related to Umojo's financial statements.	*
13	What is your US market share for the solutions that you are proposing?	Calculating market share for a newer market is a difficult calculation as the calculation can be done using either the number of municipalities actively working on Curb Management solutions or the number of municipalities that are at the beginning of this journey. Outside of the math, Umojo is proud to state that we are working on multiple material projects that range in scope from data analytics, camera-based occupancy, loading zone analysis, and parking redistribution analysis (see Umojo Active Client Location Density Map North America - Additional Document folder). In addition, Umojo was selected as the lead partner on a municipalities SMART Grant application seeking to use data, camera-based information, dynamic signage, and pricing strategies to create a system that better matches parking supply with demand (see Umojo Client Case Study Arlington VA., Umojo Client Case Study Louisville KY - Marketing folder).	*
14	What is your Canadian market share for the solutions that you are proposing?	0%	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No	*

16	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. 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?	As a manufacturer of curb management solutions, we maintain a high degree control over the GTM model. Umojo utilizes a hybrid model to sell and service our solutions, relying on a symbiotic relationship with our internal sales and service teams and external dealers and service providers. Our default GTM model is to lead sales and service engagements using our internal teams. However, where resources and/or relationships dictate or geographic deployments require, Umojo relies on 3rd party partners to lead sales engagements with close collaboration from the Umojo teams. Umojo strives for consistency with partners representing the Umojo portfolio and brand through extensive enablement training and documentation to ensure all interactions are of a unified voice and deliver the level of service and customer value expected from Umojo.	*
17	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.	Umojo is based in Chicago, IL, and possesses all applicable licenses needed for our business operations. Any additional licenses required by Sourcewell partner municipalities will be obtained by Umojo at no additional cost to the municipality.	*
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	N/A	*

**Table 3: Industry Recognition & Marketplace Success**

Line Item	Question	Response *	
19	Describe any relevant industry awards or recognition that your company has received in the past five years	In 2022, Umojo was selected by Comcast as an urban infrastructure solution and integrated AI-technology partner for their Smart Solutions Ecosystem (see Comcast Smart Solutions Partner Press Release - Marketing folder). Also in 2022, NVIDIA selected Umojo as a Solutions Integration and Inception Partner. Umojo has a long history with Microsoft and has been a Gold Partner since 2019	*
20	What percentage of your sales are to the governmental sector in the past three years	15%	*
21	What percentage of your sales are to the education sector in the past three years	5%	*
22	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	Umojo is not currently engaged in any cooperative contracts.	*
23	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?	Umojo is not currently engaged in any GSA contracts.	*

**Table 4: References/Testimonials**

**Line Item 24.** Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
City of Louisville, KY - Parking Authority of River City	Mike Tudor-Executive Director	502-574-3817	*
Kimley Horn	Nick Mazzenga- P.E. Associate	703-346-0676	*
City of Bellevue, WA	Daniel Lai-Smart Mobility Manager	425-452-6800	*
Arlington County, VA	Melissa McMahan-Parking and Curbspace Manager	703-228-0651	

**Table 5: Top Five Government or Education Customers**

**Line Item 25.** Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *
T2 Systems	Education	Indiana - IN	T2 utilizes the Umojo Command Center solution within its University parking platform. The Universities serviced include: University of Alberta, Virginia Tech, College of Charleston, George Mason University, Syracuse University, University of Alabama, University of Oklahoma, and Mississippi State	\$10,000.00	\$350,000.00
Kimley Horn	Government	Virginia - VA	<p>Through its Innovation and Technology Transport Fund (ITTF), VDOT is piloting a system in Arlington County that will allow parking rates to be modified based on supply and demand. The system includes technology to detect parking space occupancy, integrate with the existing payment methods, and apply dynamic pricing for 4,563 metered on-street spaces and three off-street paid-parking facilities in the two major Metrorail corridors in Arlington. The project's purpose is to improve the user experience with metered parking spaces in two key commercial and multifamily residential corridors by:</p> <ul style="list-style-type: none"> <li>• Making metered parking spaces more available, more often</li> <li>• Sharing useful information about parking options in real time</li> <li>• the negative impacts associated with the search for metered parking (cruising, double parking, going somewhere else to do business, etc.)</li> </ul> <p>This project launched in 2023, so the (3) year revenues are a forecast.</p>	\$15,000.00	\$400,000.00

City of Louisville, KY - Parking Authority of River City	Government	Kentucky - KY	The Parking Authority of River City (PARC) engaged Umojo to provide a multi-stage project related to curb management. The initial phase began in Q1 of 2022 and required Umojo to create a data warehouse and data analytics platform for the PARC system. The project included (11) separate data integrations that included mobile payment providers, parking meters, enforcement software, off-street systems, and customer service systems. Upon completion of the initial phase, PARC will use the data to identify potential areas for deployment of cameras to manage specific loading zones.  In addition to the above, Louisville also utilizes Umojo's Command Center solution to service all of their parking facilities.	\$8,000.00	\$288,000.00	*
LAZ Parking	Government	Connecticut - CT	LAZ Parking utilizes the Umojo Command Center solution within its Municipal parking platform. The governmental customers include: New York City Housing Authority, Chicago, IL Parking Meters, Berkley, CA Parking Enforcement, City of Newport Beach, CA, City of New Rochelle, NY	\$30,000	\$360,000	*
ABM Parking	Government	Illinois - IL	ABM Parking utilizes the Umojo Command Center solution within its Municipal parking platform. The governmental customers include: University Health San Antonio, TX, City of Scranton, PA, City of Kalamazoo, MI, City of Racine, WI	\$13,000	\$175,000	*

**Table 6: Ability to Sell and Deliver Service**

Describe your company's capability to meet the needs of Sourcewell 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.	The Umojo commercial team is comprised of a direct and indirect GTM model. Our direct sales team is the core of our sales approach and includes (3) outside sales professionals covering Umojo market scope, (1) client success manager ensuring, extensive training, customer adoption and ongoing value, and (3) customer support experts, providing multi-channel technical and service support 24/7/365. In addition to these roles, Umojo also has (4) dedicated engineers that focus on the Curb Management and NexCity solution. Umojo's indirect GTM strategy involves an extensive ecosystem of partners and third-party channels to reach customers, provide in-market installation services, and on-going support where customers require. The commercial team is also supported by a team of developers to respond to the technological needs of our customers.



27	Dealer network or other distribution methods.	Umajo has a dealer network that includes a large percentage of Parking Access and Revenue Control System (PARCS) representatives and Value-Added Resellers (VARs). These partners have direct access with Umajo to purchase Umajo hardware and software to sell into their customer network. They are also part of Umajo's network of available installation and support teams across North America. Umajo has over the last 14 years built an installation network that supports over 2,500 client locations across North America.	*
28	Service force.	Umajo has a dealer network that includes a large percentage of Parking Access and Revenue Control System (PARCS) representatives and Value-Added Resellers (VARs). These partners have direct access with Umajo to purchase Umajo hardware and software to sell into their customer network (see Umajo Partner Ecosystem - Additional Document folder). They are also part of Umajo's network of available installation teams across North America. Umajo has over the last 14 years built an installation network that support over 2,500 client locations across North America.  In addition to the above, Umajo operates in internal Customer Support Center that manages our North American install base. The Customer Support Team consists of (3) Level 1, (2) Level 2, and (1) Level 3 team members. This staff is further supported by our software engineering team of 14 Developers.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Umajo will handle all Sourcewell projects directly with all ordering, invoicing, contracting, and other administrative tasks managed directly by Umajo staff. This approach will allow Umajo to fully understand the needs of the municipal client and assign resources accordingly. All Umajo 3rd party installers, service providers, or other, will be assigned by Umajo based on the requirements of the project.	*
30	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.	Umajo has several ways to get customer support.  We have our call center support team that can be reached at 312-257-2500 for direct contact with a live agent from 8 am –5 pm CST Monday –Friday. Afterhours support is available 5 pm –8 am M-F and all weekends for emergencies or with additional fees.  Email support can get into Umajo automated Ticketing at support@umajo.com. This email will get you an automated response with an assigned Ticket and the ability to follow all email responses within the ticket. Customers may also submit tickets through our support portal on our website at www.umajo.com.  Umajo's current service metrics include Service Ticket Answer Time for phone calls is 26 seconds, and 12 minutes for emails.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Umajo is poised to provide the needed hardware, software, installation services, and support to Sourcewell clients throughout United States. Our direct team, coupled with our installation and parking service operations partners have proven experience selling, deploying, and supporting municipal parking markets across North America. Umajo has been deploying both on-street and off-street parking and mobility solutions throughout North America for 15+ years, in over 300 cities. Over that time, we have perfected our ability to efficiently deploy products and solutions, utilizing a vast network of in-market resources and customer-centric solution expertise.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Umajo is poised to provide the needed hardware, software, installation services, and support to Sourcewell clients throughout Canada. Our direct team, coupled with our installation and parking service operations partners have proven experience selling, deploying, and supporting municipal parking markets across North America. Umajo has been deploying both on-street and off-street parking and mobility solutions throughout North America for 15+ years, in over 300 cities. Over that time, we have perfected our ability to efficiently deploy products and solutions, utilizing a vast network of in-market resources and customer-centric solution expertise (see Umajo Client Testimonial Video ACE Parking - Marketing folder).	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	Not applicable. Umajo is ready to support all of North America	*
34	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	Not applicable. Umajo is ready to support all of North America	*
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Not applicable. Umajo is ready to support all of North America	*

Table 7: Marketing Plan

Line Item	Question	Response *
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>In collaboration with Partner organizations and Smart Grant Participating cities, upon award of the Sourcewell Curb Management Technologies and Related Services, Umojo marketing strategy will synchronize direct and indirect Go-to-Market (GTM) Channels efforts to create a consistent, cohesive customer experience and effectively promote and deploy this cutting-edge solution to Participating Entities. This marketing plan outlines the strategy and tactics primarily targeting City Administrators, transportation agencies, public works departments, and in doing so the Umojo plan will focus on five key areas to maximize market reach, partner enablement and customer experience:</p> <p>1. Market and Account Analysis</p> <p>Umojo Smart City experts have extensive knowledge of the of Smart City market landscape (see Umojo Thought Leadership Article Smart City April 2023 - Marketing folder). As leaders in the parking and mobility space for 15 years, we have been at the forefront of the evolution of mobility technology, and have helped municipalities and their constituents, both residential and commercial capitalize on innovation to drive more efficient operations and address the mobility challenges they face. The primary audiences we have reached include:</p> <ul style="list-style-type: none"> <li>· Transportation Agencies: Responsible for managing and improving transportation infrastructure.</li> <li>· Public Works Departments: Involved in urban planning, maintenance, and infrastructure development.</li> <li>· Commercial Real Estate Developers: Seeking to optimize curb space for their properties.</li> <li>· Airports and Port Authorities: Focused on enhancing passenger and cargo handling efficiency.</li> <li>· Parking Operators and Mobility Management Organizations: Hired to oversee day-to-day operations of off-street parking facilities.</li> </ul> <p>In collaboration with these entities and key audiences, Umojo has gained unique understanding of the Market Trends affect the Cities as they strive to better serve constituents. Key recurring themes we address through our GTM strategy include:</p> <ul style="list-style-type: none"> <li>· Curb space is quickly becoming the most sought-after real estate in an urban core, with multiple entities battling for curb space. Retail and business Parking, ride shares, buss and mass transit use, delivery vehicles, loading zones, restaurant seating, last-mile mobility use all vie for the space, require oversight and management by municipal leaders.</li> <li>· The Need to minimize parking congestion and increase parking capacity to continue to promote the urban core as a destination for business and tourism.</li> <li>· Create a safer, greener urban environment for citizens. By decreasing chaotic traffic flows and minimizing the vehicles driving looking for parking or delivery vehicles blocking traffic lanes, creates a safer space for all and helps lower environmental impact as more efficient traffic patterns emerge.</li> </ul> <p>2. Product and Partner Enablement</p> <p>Our Direct sales team is the core our revenue engine. Our team drives opportunity and growth directly in market across the parking and mobility industry. This approach was how the company was founded and provides businesses with the greatest control over the sales process and customer relationships.</p> <p>Umojo's Indirect channel involves an extensive ecosystem of partners and third-party vendors to service and expand the capabilities to our customers (see Umojo Partner Ecosystem - Additional Document folder). This approach extends our deployment and support efforts beyond our direct team, to ensure quick and effective implementations and first-rate, ongoing service needs. By combining the strengths of direct engagement and the extended reach of indirect service partnerships, Umojo has created an agile GTM approach that maximizes market penetration and fosters long-term customer relationships.</p> <ul style="list-style-type: none"> <li>· Training and Empowerment – Umojo provides comprehensive training and support to channel partners and customers to ensure they have the knowledge and resources to effectively represent pour product portfolio. Regular communication and extensive content updates are provided to each partner to ensure effective customer interaction and indirect sales strategy.</li> <li>· Data Sharing and Integration - Establish seamless communication channels and data-sharing mechanisms between Umojo and indirect partners. This integration enables a holistic view of the customer challenges and goals and facilitates coordinated value creation (see Umojo Thought Leadership Article Data Sharing Oct. 2023 - Marketing folder).</li> <li>· Unified Messaging - Ensure consistent and unified messaging across all channels and customer engagement. Whether a customer interacts directly with Umojo or through our partner the experience should remain consistent.</li> </ul> <p>3. Marketing Strategy</p> <p>Key elements of Umojo GTM strategy include:</p> <ul style="list-style-type: none"> <li>· Branding and Positioning- Position and promote a compelling brand story across</li> </ul>

each audience highlighting the benefits and value of the NexCity Curb Management Solution to participating cities as "Empowering cities to create a safer, more equitable and more prosperous Urban Core through better Curb Management."

- Maximize Market Presence - Establishing a strong online presence through our website and social media channels, as well as leveraging 3rd party demand amplification through both in-person events and multimedia organic and paid advertising, promoting Thought Leadership content and messages. This enables customers to browse product offerings, interact with Umojo product experts, and access support services.
- Personalized Customer Success – Umojo prides itself on delivering first rate customer support and service to our customers. We utilize CRM systems to track customer interactions, preferences, and purchase history, and use that knowledge to develop deep relationships with each customer. Our Customer Success personalization is key to creating a tailored experience, increasing customer satisfaction, minimizing customer churn, and driving services expansion in each account (see Umojo Customer Success Program Brochure - Marketing folder).

- Data Sharing and Integration - Establish seamless communication channels and data-sharing mechanisms between Umojo and indirect partners. This integration enables a holistic view of the customer challenges and goals and facilitates coordinated value creation.

- Unified Messaging and Cross Promotions- Ensure consistent and unified messaging across all channels and customer engagement. Whether a customer interacts directly with Umojo or through our partner the experience should remain consistent. Also, implementing cross-promotional activities that leverage both direct and indirect channels and driving demand across the market by leveraging strengths and key value propositions.

#### 4. Marketing Plan Tactics

Umojo's marketing tactical plan drills into the strategy elements and takes an omni-channel approach to amplify message and maximize GTM effectiveness. Umojo will implement promotional activities that leverage both direct and indirect channels, driving demand across the market by leveraging solution value and project results:

- Consistent Presence across Digital "Watering Holes" – Ensure prominent placement and promotion across the market in digital channels that Smart City audiences frequent.

- \* www.Umojo.com

- \* LinkedIn, Facebook, X (Twitter)

- \* Search Engine Marketing (Organic SEO, Paid Google Ads)

- \* National Parking Association, Parking Today Media, International Parking and Mobility institute, Open Mobility Foundation, Smart City Connect, Multifamily Executive Media, NAREIT, InterTraffic

- Content Marketing - Engage customers via content that educates and solves problems. Umojo utilizes a proportional strategy across 3 key areas of media coverage: Owned, Earned, and Paid content marketing. We employ our own blog, social media presence, email marketing, as well as Paid Search Engine marketing and paid sponsorships. And we also leverage Earned industry media sites for distribution and coverage of informative content that increases awareness, builds industry.

- \* Thought Leadership Content – Articles, Blogs (see Umojo Thought Leadership Article Camera AI Sept. 2023 - Marketing folder)

- \* Customer Case Studies – Testimonial videos, customer project solution overviews

- \* In-person Event Speaking Engagements – IPMI, National Parking Association, Smart City Connect, Intertraffic

- \* Public Relations outreach and announcements – New Business, Partnerships, Project results (see Flowbird Portland OR Project Press Release - Marketing folder).

- \* Email Marketing and Engagement – Email outreach to other cities promoting Smart City case study – video and written formats.

- \* Leverage industry influencers and experts to endorse the collaboration and its impact.

- In-Person/Live Event Participation - Participate in industry events and trade shows to demonstrate the solution's capabilities and highlight project successes.

- \* Joint speaking engagement at industry events and online web seminars highlighting benefits of Curb Management Solution

- \* Host Online Enablement Training to partners and customer to increase adoption rates, ensure maximization of value and client retention.

- \* 90/180/365 days data review and promotion of results – Total Impact Study

- Measurement, Evaluation & Iteration - Support our customers in sustaining value through tracking key performance indicators (KPIs) such as curb revenue, utilization, equity, safety, and customer satisfaction.

- \* Conduct regular surveys and feedback sessions with Participating Entities to gauge their satisfaction and gather insights for improvement.

- \* Weekly/Monthly/Quarterly customer communications and business review

- \* 24/7 support and service availability

- \* 90/180/365 days customer data review and promotion of project results – Total Impact Study

- \* Adjust the marketing strategy based on performance data and market feedback.

37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Umojo utilizes a multichannel, segmented approach to marketing initiatives. We understand that one message or delivery method does not fit all audiences, and thus we take an audience-first approach for awareness and demand generation. To do this, we rely heavily on Marketing Automation to segment, track preferences, and automate engagement with each audience to ensure they receive the right message, at the right time, in the manner they prefer to receive it. Hubspot Automation and CRM is the tool of choice for Umojo.</p> <p>The Umojo Marketing tactical plan employs strong use across key digital “watering holes,” or digital media properties our audience groups frequent, such as social media channels and other online vehicles to promote company news, product offering and customer testimonials. These channels, while important for awareness and reach, also provide a wealth of relevant data we use to determine how best to deploy resources. These channels include:</p> <ul style="list-style-type: none"> <li>· Online Presence: <ul style="list-style-type: none"> <li>* www.Umojo.com</li> <li>* LinkedIn, Facebook, X (Twitter)</li> <li>* Search Engine Marketing (Organic SEO, Paid Google Ads)</li> <li>* National Parking Association, Parking Today Media, International Parking and Mobility institute, Open Mobility Foundation, Smart City Connect, Multifamily Executive Media, NAREIT, InterTraffic</li> </ul> </li> </ul> <p>Umojo is a data-driven, analytical organization, and that includes the Marketing organization. We utilize numerous data sources to plan, execute and measure the effectiveness of program activities. Hubspot Web analytics and audience engagement cohort tracking, Google Analytics for organic and paid reach tracking, 6Sense audience insights, and social listening all play a key role in determining effectiveness of our marketing initiatives. With one eye on budget and ROI and one eye on customer experience, our use of data from multiple sources in our MarTech stack play in integral role in where and how to focus resources for maximum impact to pipeline and revenue growth.</p>
38	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	<p>The Curb Management market includes various project scopes as municipalities attempt to address this topic per their individual city dynamics and urban mobility challenges. Therefore, there is no single solution that meets the needs of all municipalities. Given this, Umojo believes that, with the support of Sourcewell, promoting awarded vendors as vetted, certified, and preferred solution providers, it is our responsibility to educate municipal clients and support them on their path to success. Umojo takes a consultative and educational approach to these projects. We begin with a clear mutual understanding of the issues through measurable research, and collaborate with clients to prescribe a scalable, pragmatic approach to maximize client value and long-term relationships. Sourcewell's support with this initiative starts with the RFP process and continues as it socializes the value of this contract and the credibility of awarded vendors. Any mutual sales or marketing efforts between Umojo and Sourcewell will be additive and valuable to Umojo's direct efforts.</p>
39	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Umojo does not utilize an e-procurement process. Most of our projects, Curb Management, and others, require a level of customization that does not easily reconcile with e-procurement. As the industry evolves, Umojo will evolve with it in automating the procurement process.</p>

**Table 8: Value-Added Attributes**

Line Item	Question	Response *
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40	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>Umojo will provide Sourcewell participating entities with all training and documentation necessary for the proper use of the platform. In addition to this, Umojo will assign each municipal customer with a Customer Success Manager that will work with each partner municipality through the project term. Umojo believes to properly implement a Curb Management program, one must continually iterate on the rules and processes involved. The assigned Umojo Customer Success Manager will provide Parking Analysis that will help municipalities understand the data being captured and help devise strategies to improve the curbside ecosystem.</p> <p>Our standard Training methods are:</p> <p><b>Remote Training</b>  <b>Webinars and Virtual Workshops:</b> We will conduct a series of webinars and virtual workshops to provide an overview of each component of our platform, from curb management to the omni-channel call center and real-time inventory system. These sessions will be interactive, allowing participants to ask questions in real-time.  <b>Online Tutorials and Manuals:</b> A library of video tutorials, user manuals, and FAQs will be made available on our secure online portal. These resources can be accessed at any time, offering the flexibility to learn at one's own pace.  <b>Virtual Hands-On Training:</b> Through screen-sharing technology, our trainers will guide your team through real-world scenarios, helping them navigate the system and troubleshoot common issues.</p> <p><b>On-Site Training</b>  <b>Orientation and Walkthrough:</b> Our team of experts will visit your location to provide an in-depth orientation and system walkthrough. This will include hands-on exercises to familiarize your team with the platform's functionalities.  <b>Role-Based Training:</b> Different team members have different responsibilities, so we offer role-based training sessions to focus on the specific needs of various job functions, such as customer service agents, data analysts, and administrators.</p>
41	Describe how your products and services will impact safety and reliability; such as improvement to safety of systems for pedestrians, bicyclists, and the broader traveling public, improve emergency response, etc.	<p>Umojo has long believed that there is a symbiotic relationship between the delivery companies, the businesses they deliver to, and the consumers that these very businesses rely on, that must be considered when developing a curb management program. This ecosystem does not stop here, but extends to pedestrians, cyclists, emergency vehicles, and traffic in general. Proper identification of these topics is the first step in managing them. Umojo's NexCity platform integrates inputs from various mobility resources to create a full view of the curb. Integrations to parking and enforcement transactions provide insight into the cause and effect of certain behaviors. If double-parking is prevalent in a particular zone, is it caused by an already crowded curb? Does the curb provide inventory that is ear-marked for deliveries? All these behaviors impact each other. Double-parking may be caused by a crowded curb, but this behavior often removes the use of a bike lane, a pedestrian crosswalk, or limits roadway access to emergency vehicles.</p> <p>NexCity uses data integrations, camera-based observations, and regulatory information to help administrators draw conclusions and create strategies to mitigate problem areas and move municipalities closer to their Vision Zero goals. A complete Curb Management program will address the not only the vehicular traffic at the curb but will also include safety, economic, and social results of the policy decisions.</p>

42	Describe how your products and services will improve curb management to allow dynamic pricing, improvements to business access, traffic flow and curb traffic, and any impacts on essential services.	<p>These topics, dynamic pricing, improved access to business, etc. all require data and data that is informative. NexCity provides this data. The Measure, Analyze, Execute approach is exactly the methodical approach that yields effective policy that addresses identified and measurable problems. NexCity can provide dynamic pricing recommendations, but more importantly, NexCity helps administrators identify where to deploy such strategies and how to measure the results.</p> <p>The NexCity platform is currently being utilized on a project where the stakeholders include the County Authority, the State DOT, and an industry leading parking and traffic consultant. The scope for the project includes the items below. The initial phase of the project is to create a data driven baseline that future behavior and patterns can be measured against. The second phase is to measure the results of the targeted areas where regulatory and prices changes will be deployed.</p> <ol style="list-style-type: none"> <li>1. On-street parking is easier to find on block faces with high parking demand than it is today.</li> <li>2. More people choose to park on block faces where demand is low today.</li> <li>3. Fewer instances of double parking occur, thus freeing up travel lanes for bicycles and automobiles and reducing the number of conflicts between drivers and other road users.</li> <li>4. Drivers spend less time looking for on-street parking.</li> <li>5. Drivers perceive that they spend less time looking for on-street parking.</li> <li>6. Members of the public perceive that they have better on-street parking information.</li> <li>7. Vehicle miles traveled resulting from searching for on-street parking or "cruising" are reduced in the areas with the system.</li> <li>8. Mobile emissions from vehicles are reduced in the areas with the system because of reduced vehicle miles traveled.</li> </ol>
43	Describe your ability to perform projects related to the USDOT Smart Grant Program.	<p>As previously stated, Umojo is prepared to support projects throughout North America. Our experience with USDOT Smart Grant projects ranges from presenting to various municipalities as they move through their process, working with groups like the Open Mobility Foundation to remain educated on the changing needs related to Curb Management, to being directly involved with municipalities as they prepare their grant applications. Umojo is proud to state that we are one of the selected vendors on a Smart Grant application that was submitted in October of 2023.</p>
44	Describe any technological advances that your proposed products or services offer.	<p>Pragmatic Innovation is at the Core of Umojo's strategy. Technology for technology sakes is not in our DNA. We take a customer-centric approach to technology advancement by listening to our clients and anticipating their needs. As a leading provider of parking and mobility solutions, Umojo stands out in the industry by serving both on-street ecosystems and off-street parking facilities, through our SaaS platform architecture. The Umojo Nexus Technology Platform powers the core of all our solutions, driving deep innovation to deliver scalability and seamless integration across our clients' portfolio.</p> <p>Through client feedback, Umojo has developed all our Curb Management solutions to be fully solar power enabled, to create a more efficient infrastructure and limiting the further taxing of the urban power grid. With both solar cameras and dynamic signs, Umojo delivers curb management solutions with minimal environmental impact.</p> <p>Umojo has also advanced the use of Artificial Intelligence (AI) through our Recommendation systems, Computer Vision and Forecasting engines to empower clients to drive more effective operational decision making. Our Recommendation and Strategic Forecasting Engine leverages deep AI modeling to continually learn and analyze occupancy, revenue, and safety data to generate automated recommendations towards improving overall curb usage policy and pricing models. Those recommendations are then extrapolated into actionable forecasting data to enable stakeholders to understand the full implications of such changes to curb management policies. No other Curb Management utilizes AI across the entire curb value chain, bringing in data from any proprietary or 3rd party source the city uses into one data warehouse to drive a full, end-to-end model of operational effectiveness and opportunities to improvement.</p> <p>In addition to the above, Umojo's NexCity deployments have provided our team with great insight as it relates to data organization and mapping. The technical aspect of bringing disparate data parking together (Parking Meters, Mobile Payment Platforms, Enforcement) present operational and data integrity issues that extend beyond the technical requirements. Questions such as "Do all the data sets map transactions using the same hierarchy?", "Is the data organized around a Zone, Parking Spot, or Area?" are examples of what first must be understood before any data analysis can occur. Our experience has taught us to ask these important questions at the beginning of an implementation as they are critical to the success of a project and often require input from multiple stakeholders. This input involves asking upfront questions like "How will the data be used?" and "What are the desired outputs?" and allocating and resources to work through the data organization process.</p>

45	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	<p>Like many businesses, Umojo works hard to reduce its carbon footprint. While this goal is a lofty one, we take frequent yet small steps to accomplish this. Office recycling programs, "think before you print" initiatives, and Green marketing are all ways that the Umojo Team tries to improve our environment.</p> <p>In addition to our office level efforts, we also strive to develop products that minimize the impact on the environment. When applicable, the NexCity platform utilizes our patent pending solar-powered cameras and solar-powered dynamic street signs within a Curb Management deployment. These products reduce the overall carbon footprint directly via their power source and indirectly as they improve traffic flow and reduce emissions.</p>	*
46	Detail any benefits or impact on the climate realized from your offering such as: the reduction of congestion and/or air pollution, including greenhouse gases or improvement of energy efficiency.	<p>A large percentage of urban congestion is due to delivery or rideshare vehicle double parking and blocking traffic lanes, as well as drivers circling blocks looking for parking. Umojo's NexCity Curb Management solution delivers a true end-to-end solution to fully digitize your entire curb asset inventory, analyze your curb portfolio and policies in real-time for optimization opportunities, and execute a better monetized and equitable, and greener on-street ecosystem. Umojo's NexCity solution is designed to provide a one-stop-shop across your entire curb management, enabling better utilized curbs space, thereby increasing traffic efficiency throughout the urban core, unclogging surrounding streets and improving overall traffic flows. Greater efficiency in traffic flows decreases harmful emissions as vehicles spend less time on the road and idling in traffic or at the curb.</p> <p>Umojo is actively working on a project that focuses on the redistribution of parking volume and the reduction of double-parking to reduce congestion and improve public safety. 25% of the anticipated project outcomes will include data that measures the change that parking availability has on traffic flow, congestion, and emissions.</p>	
47	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	N/A	*
48	Describe 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 of certification (as applicable) in the document upload section of your response.	Umojo does not currently hold any WMBE or SBE designations.	*

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>Curb Management is a broad term that addresses a broad problem. Double-parking, loading zone management, and parking distribution are examples of topics within this larger conversation. In addition to the range of topics that cities are trying to address, they are also faced with regulatory, political, and infrastructure variables that often impact the final definition of "Curb Management". These variables make it impossible to propose a standardized solution to the problem.</p> <p>NexCity's Measure, Analyze, Execute approach does provide an end-to-end solution that builds upon an understanding of the problem and continues through the operational management of the issue, and it does this within a modular and agnostic framework. Our methodology of Measure, Analyze, Execute, takes a linear, pragmatic approach to the Curb Management challenge. We place understanding of the mobility dynamics at the forefront of the solution, and then create the framework for how to provide data-driven, executable strategy. If Measure is defined as the digitization of the curb, NexCity can integrate with existing data or create this framework. If Execute is defined as the deployment of cameras to collect and digitize curbside activity, NexCity can provide this hardware or work with existing camera infrastructure.</p> <p>In addition to the Measure, Analyze, Execute approach, Umojo also is keenly aware of the financial components of a Curb Management program. The qualitative benefits of an effective program provide safer and less congested streets, improve Vision Zero initiatives, and make curbside access equitable for all stakeholders. The quantitative benefits of the same program often pose greater challenges to uncover. This is where the Analyze portion of the NexCity methodology takes over. Do parking rates and supply match demand? Are the specialized portions of inventory, such as Loading Zones or Special Parking Zones, optimized or are there specialty zones that are only partially used and essentially off-line otherwise? Can certain portions of the curb be "flexed" to match demand and allow administrators to do more with less? By using data to identify areas of inefficiency, NexCity helps administrators maximize the value of the curb and create new revenue streams that support the overall Curb Management initiative.</p> <p>NexCity was developed to manage the entirety of the curb management problem but not to necessarily be the entire solution. By maintaining this structure, NexCity can help address the problems that cities face in a manner that targets the specific needs and that leverages on the existing digital and physical infrastructure already in place.</p>
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**Table 9A: Warranty**

**Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.**

Line Item	Question	Response *
50	Do your warranties cover all products, parts, and labor?	Our warranty covers products and parts.
51	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	No. Our warranty terms follow normal business practices without unreasonable restrictions. Please refer to the attached Warranty information.
52	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Our warranty covers products and parts. If a service program is desired, Umojo can provide these terms directly to our customers.
53	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	Umojo is poised to provide the needed hardware, software, installation services, and support to Sourcewell clients throughout North America. Our direct team, coupled with our installation partners and parking operations partners provide us with the ability to support our solution within the North American municipal parking markets.
54	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	Any items that Umojo sources from other manufacturers or suppliers will ultimately be used within our products and services and warranted as such.
55	What are your proposed exchange and return programs and policies?	<p>Umojo realizes that system uptime impacts customer revenues and operations. With this in mind, Umojo created an RMA process that maximizes client uptime while reconciling this with contractual matters such as warranty and purchasing. The RMA process attempts to quickly identify and resolve customers problems and provide resolution.</p> <p>Umojo RMA process starts with opening a service ticket with support@umojo.com. Once a ticket has been opened with Umojo CSR team will contact the persons involved in identifying, troubleshooting, remote repairing, dispatching local service to determine the issue and either fixing the stated problem or lastly issuing either advanced replacement or repair/replacement of hardware.</p>
56	Describe any service contract options for the items included in your proposal.	The Pricing section of our proposal is complete for the products and services included. Umojo is prepared to offer service contracts for all projects. The pricing will be based on the project scope.

**Table 9B: Performance Standards or Guarantees**

Describe in detail your performance standards or guarantees, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your performance materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
57	Describe any performance standards or guarantees that apply to your services	Please see attached standard SLA terms and conditions that Umojo utilizes.	*
58	Describe any service standards or guarantees that apply to your services (policies, metrics, KPIs, etc.)	Please see attached standard SLA terms and conditions that Umojo utilizes. In addition, all NexCity hardware that has been installed for less than (3) years, will remain under warranty during the contract term.	*
59	Describe how you will measure cost savings and/or performance improvements with the utilization of your solutions.	<p>A key component of the NexCity solution is its ability to identify areas of inefficiency within a Curb Management program. These identifiable areas could include Loading Zones that are only utilized for a portion of the day/week, areas of paid parking where demand exceeds supply and could benefit from a rate adjustment, or areas where violations or infractions are identified but not cited. The decision on how to manage what is identified ultimately lies with the municipality, but NexCity can provide insight into areas of focus. The delta between the current and forecasted results can be a measure of the value that NexCity brings even if the results are not fully monetized.</p> <p>In addition, to the financial measurements and analysis that is available, NexCity can also track the before and after of events such as double-parking or safety infractions that highlight the improvements to public safety. These improvements don't generate a tangible cost savings, but the measured reduction in the metrics leads to conclusions about improved public safety, reduced traffic congestion, and steps towards Vision Zero status.</p>	
60	Describe how you use Curb Data Specification (CDS) and how you would further develop these standards in the future.	<p>In our role within the CDS Steering Committee, we've been instrumental in the evolution of the Curb Data Standard, which is central to our Curb Management Platform. Our integration of computer vision metadata into the CDS has not only transformed real-time event tracking at the curb but also laid the foundation for our data warehouse. This warehouse, built atop the CDS framework, provides cities with robust, actionable data for informed curb policy decision-making and also establishes a standardized data sharing model. This standardization ensures consistent and reliable data, simplifying the understanding and usage of information for various stakeholders. By systematically analyzing historical and real-time data, our platform, underpinned by our data warehouse, empowers city planners to develop efficient, futuristic urban transport strategies. The CDS thus serves not merely as a data collection tool but as a backbone for unifying and rationalizing urban mobility data.</p> <p>As we continue to innovate in urban mobility, a significant focus has been on integrating computer vision technology into the CDS and MDS frameworks. This integration is a strategic move towards developing these standards for the future, ensuring they remain relevant and effective in an increasingly digital and data-driven world. By adding computer vision elements, we are enhancing the capability of our platform to interpret and analyze visual data from urban environments. This not only enriches the data pool with more nuanced and detailed information but also opens new possibilities for automated and intelligent data processing. This advancement is crucial in anticipating and shaping future urban mobility trends, as it allows for more sophisticated analysis of traffic patterns, pedestrian behavior, and curb space utilization. Through these efforts, we are not just adapting to the current needs of urban transport planning but are actively contributing to the evolution of these standards, ensuring they are equipped to handle the challenges and opportunities of tomorrow's urban landscapes.</p>	
61	Describe your experience with Mobility Data Specification (MDS), as well as how you use MDS to help improve agencies' transportation systems.	Our integration of the Mobile Data Standard (MDS) from the Open Mobility Foundation into our Curb Management Platform has been equally transformative. The MDS framework complements our platform's real-time tracking capabilities and forms the basis of our data warehouse. This warehouse, constructed on the MDS, facilitates standardized data sharing, ensuring consistency and interoperability across various urban transport systems and stakeholders. The integration offers deep insights into mobility patterns and aids city planners in accessing reliable, uniform data, crucial for effective forecasting and urban transport planning. Thus, the MDS in our platform is not only about data collection but also about creating a cohesive, efficient urban mobility ecosystem, underpinned by our comprehensive data warehouse.	

**Table 10: Payment Terms and Financing Options**

Line Item	Question	Response *	
62	Describe your payment terms and accepted payment methods.	Umojo's standard payment terms are NET 30 days but will extend these terms for Sourcewell partners to NET 60 days.	*
63	Describe any leasing or financing options available for use by educational or governmental entities.	Umojo works with partners that provide municipal specific financing programs. These programs are subject to underwriting but offer municipalities leasing projects that are subject to annual budget appropriations.	*
64	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	Please see the standard documents that are attached. The standard Umojo agreement will be replaced with the Sourcewell contract terms and conditions.	*
65	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Umojo does not utilize a P-Card process. Our customers utilize paper checks, ACH transfers, and wire transfer to make payments. There are no additional fees associated with any of these processes.	*

**Table 11: Pricing and Delivery**

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcwell Price and Product Change Request Form.

Line Item	Question	Response *
66	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.	Please see the Pricing documents that are attached. The document contains information related to SKUs, Volume Discounts, and Sourcwell Discounts.  In addition to the SKU level pricing, Umojo can offer project level discounts up to 40% from list price.
67	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.	Umojo offers volume discounts and rebates based on the quantity or unit count. These reductions are based on MSRP. The details for these volume discounts are contained within the Pricing portion of our proposal.
68	Describe any quantity or volume discounts or rebate programs that you offer.	Umojo offers volume discounts and rebates based on the quantity or unit count. These reductions are based on MSRP. The details for these volume discounts are contained within the Pricing portion of our proposal.
69	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". 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.	The Pricing section of our proposal is complete for the products and services included. Any additional products or services that are required for a project will be priced at Cost plus 20%.
70	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.	The Pricing section of our proposal is complete for the products and services included.
71	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	The Pricing section of our proposal is complete for the products and services included.
72	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	The Pricing section of our proposal is complete for the products and services included. As stated in this section, any additional fees, duties, or taxes when shipping to Canada, AK, or HI will be added at cost and will be a pass-thru charge to the municipality.
73	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Depending upon the scope and location, Umojo may recommend drop-shipping hardware directly to the location. This could save on shipping costs and limit the impact of the supply chain on the project.

**Table 12: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
74	c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	Please see attached Pricing documents.

**Table 13: Audit and Administrative Fee**

Line Item	Question	Response *
75	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	<p>Umojo's Finance Department utilizes various internal control processes to both maintain accurate financial reporting, compliance with GAAP standards, and to ensure that all client and customer invoicing follows the agreed upon contractual requirements. Some of the requirements are price related, volume related, or require compliance to stated Service Level Agreements. In addition, some of our clients have pricing guarantees that require an analysis of all Umojo pricing to its customers.</p> <p>In order to support the Sourcewell project, Umojo will create additional control procedures to verify customer invoicing amounts, Sourcewell Administrative Fees, and overall contractual compliance. An example of a report that will be used, "Umojo, Inc. Sourcewell Example Report", is attached within our response.</p>
76	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	As previously stated, the Curb Management market is evolving. Municipalities have unique and similar issues as their neighbors, but the solutions deployed are not standardized. The variables that these projects represent make establishing internal metrics such as Units Sold or Revenues difficult. Instead, Umojo will measure our successes for these projects based on metrics related to delivery times, completion of integrations, and achieving project level milestones. Once systems are commissioned, our success metrics will focus on the Customer Success initiatives such as the cadence of client status meetings and resolution to service tickets.
77	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	Umojo commits to pay 2% of all revenues to Sourcewell as an Administrative Fee.

**Table 14A: Depth and Breadth of Offered Equipment Products and Services**

Line Item	Question	Response *
78	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	<p>Why Curb Management?</p> <p>Over the last several years, urban centers have begun to realize a serious concern that affects all aspects of transportation and commerce; the curb and how it is being utilized. Whether it is approached through the lens of parking availability, micro-mobility, loading zones, Vision Zero, or equitability of curb assets, city planners, administrators, the business community, and city residents alike all are impacted in different but equal ways. The topics are not limited to large metropolitan locations as these challenges exist in cities both large and small. Parking availability, safe pedestrian zones, and a thriving downtown are examples where improvements are mutually beneficial to all parties.</p> <p>As many municipalities strive to adopt methods and innovative approaches to create greater efficiencies and better serve their constituents, the moniker of Smart City has become a central theme, with the increasing realization that to truly become a Smart City, the topic of curb management cannot be overlooked. It has gained greater attention in recent years as the competition and value of curbside real estate has increased.</p> <p>Curbside inventory, however, is essentially a static asset that cannot be expanded. This finite resource is stressed when higher volumes of activity seek to consume this inventory. Traditional parking and delivery and supply services are no longer the dominant activities at the curb as they are now joined by ride-sharing services, public transportation-only lanes, and new players like Amazon, Door Dash, and Grub Hub. The distribution of the curb inventory must be considered by all stakeholders as they are often reliant upon one another. In fact, there is a symbiotic relationship between the delivery companies, the businesses to which they deliver, and the consumers on which these very businesses rely that must be factored in when developing a curb management or parking program.</p>

As the competition for curb space increases, so do the negative effects, whether direct or indirect to stakeholders. The direct effects of crowded curbs are traffic congestion as drivers circle to find available inventory and double-parking as delivery vehicles do what is needed to meet their objectives. Indirectly, potential consumers may choose to shop or dine elsewhere in a location with more parking options. Decisions such as this impact the business community and have lasting effects on the local economy.

In order to create an effective curb management and parking system, a holistic approach is needed, looking at the issue from all stakeholder points of view, but this also must be merged with data so that an understanding of the actual activity can be considered when adjusting public policy and regulations. This is where another challenge lies. Understanding what data to capture, where to get it, how to aggregate and analyze data from multiple sources, and when to act on the intelligence for the better of the community often paralyzes administrators into pushing the problem off.

That is where Umojo is uniquely suited to help. We are confident that the proposed NexCity solution will bring the City of Norcross the necessary tools to make informed, data-driven decisions that yield a balanced, safe, and equitable parking system that considers the needs of all stakeholders. Our methodology of Measure, Analyze, Execute, takes a linear, pragmatic approach to the Curb Management challenge. We place understanding of the mobility dynamics at the forefront of the solution, and then create the framework for how to provide data-driven, executable strategy.

#### NexCity Solution

For municipalities looking for a better way to address increasing curb utilization and safety issues, Umojo's NexCity Solution is a Curb Management solution suite to empower a more secure, safe, and prosperous urban core. Powered by our Nexus Platform Technology Core, NexCity delivers a true end-to-end solution to fully digitize your entire curb asset inventory, analyze your curb portfolio and policies in real-time for optimization opportunities, and execute a better monetized and equitable on-street ecosystem. Whereas many mobility vendors address only a segment of the process to manage on-street operations, requiring multiple point products for full management capabilities, Umojo's NexCity solution is designed to provide a one-stop-shop across your entire curb management spectrum. With secure data management, advanced mapping and inventory technology, and AI-driven camera innovation, NexCity empowers city mobility teams to connect agencies and departments, make better policy decisions, and open new revenue opportunities; all while making the curb more efficient and safer for businesses and citizens alike. Our Measure, Analyze, Execute approach places understanding of the mobility dynamics at the forefront of the solution and creates the framework for how our products provide data-driven, executable strategies.

#### Measure

Digitized Curb Inventory - Create a digital view of your curb and enable dynamic utilization. A digitized curb produces a holistic, 360-degree view of your entire city to help organize the regulations, parking policies, and street furniture into one ecosystem that is the baseline for decision making and information sharing. Whether it is the location of parking meters or the applicable regulations for parking zones, all stakeholders, from parking administrators to the parking public, utilize the same data. A digital mobility framework facilitates the easy sharing of this information and quickly.

disseminates policy changes. Allow the switching of curbs into parking spaces and the creation of zones, all in real-time. For instance, curbs can be converted into parking zones based on demand, and parking prices can be dynamically changed based on traffic movement around the region.

#### Analyze

Curb Intelligence – Drive unparalleled data and insights into your on-street ecosystem. Through our Curb Intelligence product, you can collect, aggregate, analyze and deliver real-time on-street intel across your entire city. Enable extensive forecasting, reporting, predictive recommendations, and key alerting, to drive more informed decisions and empower a smarter city.

Data Warehousing – Siloed data systems across multiple city departments no longer require endless hours of manual merging for usable data insights. With NexCity Data Warehousing, collect, aggregate, and digitally transform your information stack across your ecosystem into one central and secure cloud-based site. It's your data. Now it is just easier to manage and use.

#### Execute

Curb Vision – Leverage the power of AI-driven cameras and technology to create a comprehensive, real-time view of your dynamic curb inventory. Combined with real-time loading zone tracking, Courier and TNC visibility, as well as the most state-of-the-art vehicle fingerprinting on the market, NexCity offers a truly thorough bird's eye view to better manage the curb across your city.

Loading Zone Management – NexCity provides the tools and insights to turn otherwise crowded and inefficient portions of the curb into a revenue generating, safe, and commercially equitable segment of your urban mobility system. Better understand peak demand times and areas and make changes to dynamically address the needs of both businesses and citizens.

		<p>Innovative Hardware as the Backbone of the Technology – NexCity technology is made possible by the most accurate, reliable, and durable hardware components on the market. From cameras to intercom systems, to dynamic signage, and kits to remotely vend gates, all Umojo hardware integrates with your current technology infrastructure to deliver unmatched Curb Management capabilities.</p> <p>NexCity Modular Approach</p> <p>Curb Management is a broad term that addresses a broad problem. Double-parking, loading zone management, and parking distribution are examples of topics within this larger conversation. In addition to the range of topics that cities are trying to address, they are also faced with regulatory, political, and infrastructure variables that often impact the final definition of "Curb Management". These variables make it impossible to propose a standardized solution to the problem. NexCity's Measure, Analyze, Execute approach does provide an end-to-end solution that builds upon an understanding of the problem and continues through the operational management of the issue, however also does this within a modular and agnostic framework. If Measure is defined as the digitization of the curb, NexCity can integrate with existing data or create this framework. If Execute is defined as the deployment of cameras to collect and digitize curbside activity, NexCity can provide this hardware or work with existing camera infrastructure.</p> <p>NexCity was developed to manage the entirety of the curb management problem but does not have to be the entire solution. By maintaining this structure, NexCity can help address the problems that cities face in a manner that targets the specific needs and leverages on the existing digital and physical infrastructure already in place.</p>
79	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>The NexCity platform was constructed to be modular so that municipalities can adopt all or portions of the platform that best address their needs. This modular approach could also be classified as subcategories. These subcategories could be defined as:</p> <ul style="list-style-type: none"> <li>Data Analytics and Forecasting</li> <li>Data Warehouse</li> <li>Dynamic Pricing</li> <li>Digital Permitting</li> <li>Parking Occupancy</li> <li>Parking Reservations</li> <li>Monetizing Loading Zones</li> <li>Smart City</li> </ul>

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80	Describe your products and capabilities in regard to integration, such as: Improving integration of systems and promotion of connectivity of infrastructure, connected vehicles, pedestrians, bicyclists, and the broader traveling public.	<p>Umojo commits that all data collected and/or shared via NexCity will remain the property of our municipal partners, and Umojo will not sell or disseminate any data to third parties. This data belongs to the municipality and will not be shared to any third parties unless requested by the municipality. Umojo pledges to make this data easily available via integration to any complementary technologies that the municipality requests. By making this data readily available, municipalities can leverage the NexCity data to further the development of initiatives such as pedestrian and bicyclist safety, reducing traffic congestion, or Smart City topics such as V2X communications.</p> <p>Umojo supports the MDS, CDS and APDS standards and pledges to facilitate the sharing of mobility data between third parties based on these standards. In addition to Umojo's technical support of these initiatives, Umojo also has employees that volunteer to support the development and adoption of these standards.</p> <p><b>Open Mobility Foundation – Curb Data Standards (CDS)</b>  The Open Mobility Foundation is an open-source foundation that creates a governance structure around open-source mobility tools, beginning with a focus on the Mobility Data Specification. By creating an open-source foundation, OMF can offer a safe, efficient environment for stakeholders including municipalities, companies, technical, privacy, and policy experts, and the public to shape urban mobility management tools that help public agencies accomplish their mobility policy goals. The Curb Data Specification (CDS) is a digital tool that helps cities and companies' pilot and scale dynamic curb zones. CDS provides a mechanism for expressing static and dynamic regulations, measuring activity at the curb, and developing policies that create more accessible, useful curbs.</p> <p><b>Alliance for Parking Data Standards (APDS)</b>  The Alliance for Parking Data Standards (APDS), formed by the International Parking &amp; Mobility Institute (IPMI), the British Parking Association (BPA), and the European Parking Association (EPA), is a not-for-profit organization with the mission to develop, promote, manage, and maintain a uniform global standard that will allow organizations to share parking data across platforms worldwide. APDS is a consensus-built international standard establishing a common language for data elements and definitions in the parking, transportation, and mobility sector that helps to facilitate seamless integration, compatibility, and communication between parking entities, the automotive industry, IT developers, map, and app providers, as well as other stakeholders. Some of the key elements of the APDS are include a focus on defining a set of open global data standards that constitute a common language for parking operations and sharing parking related data with other industries. As the APDS standards are developed, collaboration of participants across the globe will ensure the standards are applicable internationally. The intent of the APDS standards is to enable the sharing of data within the industry and reduce costs and efforts to support data sharing. Each entity that uses the APDS standards will decide the data elements it chooses to share; the standards define how to share them.</p> <p><b>Data Availability</b>  All data collected analyzed will be available to the City via role-based access rules to the Umojo NexCity platform portal including OAuth based SSO. Upon system implementation, reporting and delivery cadence of data to stakeholders will be configured through collaboration with the City and Umojo implementation and deployment teams.  All NexCity data is also available via our Swagger documented API and can be accessed at any time. The API is used by all our UI components.</p> <p><b>Data Integrations</b>  Warehouse revolutionizes urban data management by adhering to internationally recognized Open DATEX II, APDS, and CDS Standards. This ensures full compliance and seamless interoperability across different platforms and systems. What distinguishes our Data Warehouse is its complete API accessibility, allowing for easy, secure access to both real-time and archived data by authorized entities. A unique advantage</p>
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81	Describe how you will promote public and private sharing of data for the use of open platforms, open data formats, technology-neutral requirements, and interoperability, while ensuring cybersecurity, technology standards, and protection of individual privacy.	<p>Our platform is strategically designed to prioritize data sharing in a secure manner, ensuring strict privacy and aligning with the most rigorous security and scalability standards.</p> <p><b>Security and Scalability:</b> The backbone of our platform's security and scalability is its use of reliable, industry-standard technologies. By leveraging a REST API, we ensure smooth and efficient data interactions that are both scalable and easy to manage. For authentication, we implement OAuth, a robust protocol for secure logins, protecting user credentials and sensitive information from unauthorized access.</p> <p><b>Ethical Data Ownership:</b> We firmly believe in the ethical handling of data and operate with the commitment that data ownership resides solely with the city. Our policy explicitly prohibits the sale of user data to third parties, fostering a trust-based relationship with our users. This ethical approach not only respects user privacy but also reinforces our platform's integrity and credibility.</p> <p><b>Open Platforms and Data Formats:</b> Our use of open platforms and data formats is a testament to our commitment to flexibility and easy integration. This approach allows for seamless data exchange and interoperability across disparate systems and services. It ensures our platform can adapt to a diverse range of requirements and technologies, making it a versatile tool for cities and users alike.</p> <p><b>Cybersecurity Standards:</b> Maintaining the highest standards of cybersecurity is non-negotiable for us. We employ advanced security measures, regular audits, and continuous monitoring to safeguard against cyber threats built on the latest XDR standard. Our commitment to cybersecurity is integral to protecting the integrity and confidentiality of the data we handle.</p> <p><b>Adaptability to Global Data Policies:</b> Recognizing the dynamic nature of global data policies, our platform is built to be adaptable. We are proactive in embracing innovative practices, such as City Data Spaces, which align with emerging trends and regulations. This forward-thinking approach ensures that our platform remains compliant and relevant in the face of changing data governance landscapes.</p> <p><b>Embracing City Data Spaces:</b> Our initiative to embrace City Data Spaces reflects our commitment to being at the forefront of data management innovation. This approach allows for the creation of secure, controlled environments where data can be shared and analyzed responsibly, benefiting cities and their residents.</p> <p><b>Long-Term Sustainability and Market Competitiveness:</b> By integrating these elements—security, ethical data practices, open formats, cybersecurity, and adaptability—our platform not only secures its position in the digital landscape but also ensures long-term sustainability. Our approach to data sharing and privacy positions us as a competitive, trustworthy, and innovative player in the market.</p> <p>Our platform's combination of superior security, ethical data practices, and adaptability to changing data policies sets it apart in the digital arena. These attributes contribute significantly to our long-term sustainability and market competitiveness, showcasing our strong position in an evolving digital landscape.</p> <p><b>testament to our commitment to flexibility and easy integration.</b> This approach allows for seamless data exchange and interoperability across disparate systems and services. It ensures our platform can adapt to a diverse range of requirements and technologies, making it a versatile tool for cities and users alike.</p> <p><b>Cybersecurity Standards:</b> Maintaining the highest standards of cybersecurity is non-negotiable for us. We employ advanced security measures, regular audits, and continuous monitoring to safeguard against cyber threats built on the latest XDR standard. Our commitment to cybersecurity is integral to protecting the integrity and confidentiality of the data we handle.</p> <p><b>Adaptability to Global Data Policies:</b> Recognizing the dynamic nature of global data policies, our platform is built to be adaptable. We are proactive in embracing innovative practices, such as City Data Spaces, which align with emerging trends and regulations. This forward-thinking approach ensures that our platform remains compliant and relevant in the face of changing data governance landscapes.</p> <p><b>Embracing City Data Spaces:</b> Our initiative to embrace City Data Spaces reflects our commitment to being at the forefront of data management innovation. This approach allows for the creation of secure, controlled environments where data can be shared and analyzed responsibly, benefiting cities and their residents.</p> <p><b>Long-Term Sustainability and Market Competitiveness:</b> By integrating these elements—security, ethical data practices, open formats, cybersecurity, and adaptability—our platform not only secures its position in the digital landscape but also ensures long-term sustainability. Our approach to data sharing and privacy positions us as a competitive, trustworthy, and innovative player in the market.</p> <p>Our platform's combination of superior security, ethical data practices, and adaptability to changing data policies sets it apart in the digital arena. These attributes contribute significantly to our long-term sustainability and market competitiveness, showcasing our strong position in an evolving digital landscape.</p>
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**Table 14B: Depth and Breadth of Offered Equipment Products and Services**

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

Line Item	Category or Type	Offered *	Comments
82	Digitization of inventory and regulations, including creation of sector or citywide digital curb.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>The digitization of the curb is essentially the process by which all the disparate and analog data is merged into a unified and digital environment. NexCity likens this as creating a “digital twin” of the curb management or mobility ecosystem. This process can take many forms, and NexCity considers the variants of this process and is experienced in delivering a digital twin in the most efficient manner possible. If a municipality has existing data sets that can be leveraged, Umojo can incorporate this to expedite the process and reduce the cost. Umojo has worked with other cities to digitize their curb inventory and provided initial LiDAR scans, utilized existing LiDAR data, integrated with current ESRI or GIS data, and integrated with other inventory collection methods used for Curb Management. With the end goal being a “digital twin”, NexCity accomplished this task with experience and efficiency. (see NexCity Curb Digitization Brochure–Additional Documents folder)</p> <p>Umojo approaches the digitization process from four distinct angles; 1) new LiDAR scanning of the curb, 2) utilizing existing LiDAR scan and re-processing the images for new content, 3) integration to existing GIS mapping tools, such as ERSI, and 4) integrating with 3rd party curb inventory collection processes.</p> <p>1. Umojo's Use of LiDAR and Imaging in Urban Asset Management: Umojo leverages LiDAR and high-resolution imaging to revolutionize urban asset management. These technologies are employed to scan urban environments, capturing detailed data to create precise 3D models. This enables the digitization of various urban assets such as curbs, parking spaces, fire hydrants, and EV chargers. The core of Umojo's tech includes multi-camera sensor technology and LiDAR sensors. The multi-camera system ensures a comprehensive view of urban landscapes, while the LiDAR sensors provide depth perception and precision. This combination is pivotal in creating accurate 3D models and managing complex urban assets. LiDAR outperforms traditional photogrammetry in urban asset management through its superior accuracy, efficiency, and ability to capture detailed information. Being vehicle based, it allows us to accurately capture hundreds of centerline miles per day, making it particularly useful for managing complex urban environments.</p> <p>2. Re-Processing Existing LiDAR Imagery: Umojo processes the data captured by its sensors to interpret</p>

and categorize urban assets. This data is crucial for various management purposes, allowing for a more systematic approach to urban asset management. This same process can be applied to previous LiDAR scans enabling municipalities to leverage on prior investments to achieve the current results. Street furniture such as fire hydrants, parking meters, and bus stops often remain in the same location year after year. The static nature of these items makes it possible and effective to repurpose older LiDAR scans for today's purposes. Additionally, LiDAR is often used to capture non-Curb Management data, yet the imagery required for these projects still exists inside the data set. Take for instance, the use of LiDAR to analyze city streets. The data collected contains more imagery than the project scope required and re-purposing the footage is possible and effective.

Umojo's application of LiDAR and high-resolution imaging represents a significant step forward in urban asset management, offering enhanced precision, efficiency, and adaptability over traditional methods.

3. GIS Data: Similar in our approach to utilizing existing LiDAR data, NexCity can integrate existing GIS mapping data into the NexCity "digital twin" environment. Platforms such as ERSI, often contain curb level data that is the beginning of a digital Curb Management platform. This technique captures the physical curbside assets and is then augmented with regulatory information. The NexCity platform captures any rules and regulations via the integrated parking platforms. Time limits, parking tariffs, and hours of operation are all present within these data sets, and NexCity has proprietary methods and calculations to convert these regulations into digital and visual representations. The merger of these separate resources creates a complete, digital platform.

4. Integration with Curb Inventory Platforms: For municipalities that already began their Curb Management digitization journey, NexCity is experienced in integrating with these platforms. Umojo's compatibility with the CDS API Standard facilitates its integration with other digital platforms, enhancing its utility in urban planning and management.

All projects are different with different project scopes and different assets that can be leveraged upon. NexCity's modular approach allows easy consideration and incorporation of these variables. Umojo's technology boosts efficiency, accuracy, and decision-making in urban asset management. It enables better resource allocation, improved planning, and effective maintenance of urban infrastructure. Our solution helps

			tackle several challenges such as optimizing resource allocation, tracking asset conditions, and ensuring regulatory compliance.
83	Sensors and cameras, including installation services.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>NexCity leverages the power of AI-driven cameras and technology to create a comprehensive, real-time view of your dynamic curb inventory. Combined with real-time loading zone tracking, Courier, and TNC visibility, as well as the most state-of-the-art vehicle fingerprinting on the market, NexCity offers a truly thorough bird's eye view to better manage the curb across your city. Umojo made an active decision to utilize a camera-based approach for its Curb Management solution. Cameras provide richer and more contextual data than parking sensors. Along with the added context, the captured images are stored in order to ground truth the results and provide supportive documentation for future needs. Cameras remove the anonymity of sensors and allows Smart City administrators to fully understand the curbside activity. The NexCity modular approach extends to camera applications as the system can leverage on existing camera infrastructure or provide new hardware.</p> <p>By leveraging on existing technology, NexCity can provide the needed insights into curbside activity without the financial requirement for new equipment. This is the exact approach used in Arlington, VA, Bellevue, WA and the Southern California Association of Governments also followed this approach. When implementing such projects, Umojo works with the partner municipality to access the video stream from the camera. Depending upon the specific infrastructure and security protocols, NexCity can process and inference the footage on-premises or in our cloud environment.</p> <p>When existing infrastructure is not available or if new, independent hardware is required, Umojo can provide a solar-powered wireless solution (see Umojo LTE Camera Brochure, Umojo Wireless Camera Brochure – Additional Documents folder). The advantages of the solar-powered approach extend beyond the environmental benefits as this hardware allows for a quicker installation process than traditional connected applications.</p> <p>The NexCity camera-based AI platform generates the granular details and insight needed for effective decision making. Whether it be real-time occupancy reporting, tracking double parking events, monitoring dwell time, or recording safety related violations, the NexCity AI technology tracks and records all curbside activities.</p>

			<p>Installation of this solution includes connecting to the in-field equipment, configuring the AI software, mapping the curbside, and determining the applicable rules to be applied to the results. Defining and applying the correct rules is a critical portion of the initial setup. Rule definitions include determining where double-parking violations can occur, how long a vehicle is stopped before it is considered parked, and how to analyze and record passenger Pick-Up and Drop-Off activities. Not all projects define these activities that same and proper customization ensures that the collected data matches the topics being examined. Physical, in-field installation services may also be required, and Umojo, along with its vast network of partners, is prepared to delivery these services.</p>
<p>84</p>	<p>Issue application programming interfaces (APIs) and build services around them:                      i. Historical and/or real-time monitoring and performance reporting;                      ii. Curb availability (parking, loading, etc.), reservations, and driving directions;                      iii. Predictive modeling.</p>	<p><input checked="" type="radio"/> Yes  <input type="radio"/> No</p>	<p>NexCity Curb Management Platform is a forward-looking and comprehensive solution designed to address the complex challenges faced by modern cities in managing their curbside spaces. This platform is driven by a commitment to achieving multiple city goals, including reducing parking costs, increasing the number of parking spaces, boosting revenue, lowering traffic congestion, reducing emissions, and advancing Vision Zero initiatives. (see NexCity Brochure 2023– Additional Documents folder)                      At its core, NexCity offers a robust suite of application programming interfaces (APIs) adhering to industry standards, including APDS, MDC, and CDS. These APIs provide a solid foundation for seamless integration with various city systems, facilitating efficient curb management.                      One of NexCity's core strengths lies in its ability to provide a holistic view of curb activity, spanning a remarkable up to 7-year historical data analysis and real-time monitoring. This capability is enriched by the aggregation of data from a diverse ecosystem of partners, including Mobile Parking apps, Enforcement tools, Parking Meters, Pay Stations, and Digital Permitting systems. (see Umojo Partner Ecosystem – Additional Documents folder)                      Efficient curb availability management is a central pillar of NexCity, encompassing parking, loading, and reservations with live data from our cameras and digital permitting solution or third party integrations. This ensures that cities can maximize the utility of their curb space while adapting to the evolving needs of their residents and businesses. It serves as a catalyst for change by addressing key city drivers. By optimizing curb space utilization, the platform helps reduce parking costs for citizens and visitors. It also increases the number of available parking spaces, thereby alleviating parking shortages and lowering congestion. This, in turn,</p>

leads to increased revenue generation for the city.

Additionally, NexCity's data-driven approach plays a pivotal role in lowering traffic congestion and emissions. By providing real-time insights into curb availability and parking availability, the platform reduces unnecessary traffic circulation and idling, contributing to a greener and more sustainable urban environment. It also aligns with Vision Zero initiatives by promoting safer curbside practices and enhancing road safety.

#### Application Programming Interfaces (APIs)

- Well documented APIs Built on Industry Standards: NexCity offers a set of application programming interfaces (APIs) built on industry standards, including APDS, MDC, and CDS. These APIs provide a solid foundation for seamless integration with various systems.

API Docs:

<https://dev.nexcity.dev/api/swagger/index.html>

- Dynamic API Functionality: These APIs facilitate efficient data exchange, allowing for real-time system updates and integration with public-facing applications, thus expanding the reach and utility of the NexCity Nexus Engine. Our ELT engine takes data from any source, and converts it back into the APDS/MDS/CDS API standard making it a clearinghouse for disparate data.

#### Historical and Real-Time Monitoring & Reporting

- Comprehensive Data Analysis: The engine offers tools for analyzing both historical and real-time data, providing a dual perspective on parking trends and operational needs. This capability is crucial for strategic planning and making informed operational decisions.
- Customizable Reporting: The platform's reporting features can be tailored to generate specific insights, such as peak usage times, revenue patterns, and user demographics.

- Real-Time Data visualizations: The platform efficiently manages curb availability, covering aspects like parking spaces, loading zones, live traffic and reservations by integrating to our computer vision and digital permitting platform or through third party partners. This ensures optimal curb space utilization and flexibility to meet evolving city needs. (see NexCity Curb Intelligence Brochure – Additional Documents folder)

- Predictive Forecasting and Recommendation Systems: NexCity incorporates advanced Predictive Forecasting and Recommendation systems. These systems leverage data from the Nexus Data Engine and

			<p>Digital Curb Scanning to assist cities in making informed policy changes. (see NexCity Curb Intelligence Brochure – Additional Documents folder)</p> <p>Curb Availability &amp; Management</p> <ul style="list-style-type: none"> <li>Optimized Curb Space Utilization: The NexCity Nexus Engine manages parking spaces, loading zones, and reservations efficiently, maximizing curb space utility.</li> <li>Digital Signage Integration: The system integrates with digital signage to display real-time parking information and reservations, thus enhancing the driver experience and improving curb space management.</li> <li>Reservation System Integration: By integrating with our digital permitting system or through third party mobile parking apps, we can provide real-time availability and receive reservations to update our digital signage.</li> <li>Driving Directions Integration: NexCity does not provide driving directions, but via our API's provides real-time availability of parking spaces, average occupancy that integrates to third party way-finding solutions. This provides a universal way to provide the necessary data to a city's applications or websites without a lot of custom development, or requiring them to make significant changes to their chosen applications.</li> </ul> <p>Predictive Modeling and Analytics</p> <ul style="list-style-type: none"> <li>Powered by Power BI: The predictive modeling and analytics of the NexCity Nexus Engine are built on Microsoft Power BI, offering advanced data analytics and visualization within a familiar ecosystem.</li> <li>AI-Driven Predictive Insights: Using AI and machine learning algorithms, the engine provides forward-looking insights into future parking trends and potential urban challenges, aiding in effective scenario planning.</li> </ul>
85	<p>Data, software, and hardware implementation, integration, and management;</p> <ol style="list-style-type: none"> <li>Internal and external integration;</li> <li>Integration of old data and collection of new data;</li> <li>Data warehousing.</li> </ol>	<p><input checked="" type="radio"/> Yes  <input type="radio"/> No</p>	<p>Our Curb Management Data Warehouse was designed from the ground up to revolutionize urban parking management. It stands out for its adherence to APDS/MDS/CDS Data Integration Standards, ensuring seamless and standardized data processing. The platform is committed to avoiding vendor lock-in and upholds a strict policy against third-party data sales, guaranteeing full city data ownership. (see NexCity Brochure 2023 – Additional Documents folder)</p> <p>Core Features and Services</p> <ul style="list-style-type: none"> <li>Innovative Mapping and Data Visualization: NexCity Nexus Engine employs cutting-edge mapping technologies to transform complex parking data into clear, interactive, and intuitive visual formats. This feature is vital for decision-makers to analyze parking patterns, utilization rates, and identify congestion hotspots, ultimately guiding strategic urban</li> </ul>

planning decisions.

- **Nexus Data Warehousing Engine:** The Nexus data warehousing engine serves as a robust repository for diverse datasets, making data readily accessible for analysis and decision-making. It ensures data integrity, security, and efficiency.
- **Up to 7 Years of Historical Data and Real-Time Monitoring:** NexCity stands out with its ability to provide up to 7 years of historical data and real-time monitoring. This includes data aggregation from all partners within the ecosystem, such as Mobile Parking apps, Enforcement tools, Parking Meters, Pay Stations, and Digital Permitting systems.
- **Anti-Vendor Lock-In:** We prioritize flexibility and adaptability, enabling cities to switch services or integrate new ones without obstacles.
- **Data Ownership and Privacy:** Your data remains yours. We do not engage in third-party data sales, ensuring complete data privacy and ownership by the city.
- **Extensive Integration Partner Ecosystem:** Our wide-ranging partner ecosystem ensures comprehensive solutions for various urban mobility needs. (see Umojo Partner Ecosystem – Additional Documents folder)
- **Efficient Data Collection and Management:** NexCity efficiently collects and manages new data through its best-in-class integration ecosystem, ensuring that cities stay up-to-date with the latest information.
- **Comprehensive Data Analysis:** The engine offers tools for analyzing both historical and real-time data, providing a dual perspective on parking trends and operational needs. This capability is crucial for strategic planning and making informed operational decisions.
- **Customizable Reporting:** The platform's reporting features can be tailored to generate specific insights, such as peak usage times, revenue patterns, and user demographics.

**Technical Capabilities**

- **Leading Platform Integrations:** We have built-in integrations with top parking and mobility platforms, enhancing operational efficiency.
- **ELT Integration Platform:** NexCity excels in both internal and external integration, driven by our ELT (Extract, Load, Transform) integration platform. This ensures seamless connectivity with existing city systems and external partners, enhancing data exchange and collaboration.
- **ITS and V2X Integration:** Fully compatible with Intelligent Transportation Systems (ITS) and Vehicle-to-Everything (V2X) technologies for advanced data analytics, notifications and management.

**Seamless Integration with Office 365**

- **Full Compatibility with Office 365 Suite:** The NexCity Nexus Engine is fully integrated with Office 365,



			<p>including Power Platform, Teams, Power BI, and Azure AD. This integration facilitates streamlined workflows, enhanced collaboration, and efficient data sharing.</p> <ul style="list-style-type: none"> <li>• Power Platform and Power BI Utilization: Integration with Power BI enables advanced data analytics, while the Power Platform facilitates the creation of custom apps and workflows, enhancing operational efficiency.</li> <li>• Teams and Azure AD Integration: Integration with Teams allows for effective communication among city staff, and Azure AD ensures robust access management and identity verification.</li> </ul> <p>Implementation and Integration The NexCity Nexus Engine is designed for straightforward implementation and flexible adaptation to various urban environments, ensuring compatibility with different technological landscapes and infrastructures and has been designed to be used as a full end to end solution or separately with easy integration to other third party systems.</p> <p>Data Integration and Warehousing</p> <ul style="list-style-type: none"> <li>• Superior Data Management: The engine excels in integrating and warehousing both historical and real-time data, ensuring high standards of accuracy and reliability.</li> <li>• Focus on Data Security and Compliance: The NexCity Nexus Engine adheres to stringent data protection regulations and standards, prioritizing data security and privacy.</li> </ul> <p>Summary In conclusion, our Curb Management Data Warehouse represents a significant leap forward in urban parking management. It is not just a tool but a comprehensive solution, enabling cities to make data-driven policy decisions that enhance urban mobility, ensure efficient parking management, and ultimately contribute to a more organized and accessible urban environment for all citizens.</p> <p>The NexCity Nexus Engine sets a new standard in urban parking management. With its advanced mapping, API integration, robust data management capabilities, digital signage integration, and full integration with Office 365, including Power BI-based predictive modeling and analytics, the engine represents the ideal solution for modernizing and optimizing urban parking systems.</p>
86	Digitized permit systems, including dynamic pricing.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Umajo's Digital Permitting is a smart, digital parking solution designed to provide municipalities and Smart City managers with an easy, hardware-free experience for managing their On-Street parking and Loading Zones permitting controls. This convenience is extended to users by providing a</p>

quick check-in / check-out process that is sensitive the needs of the public in particular service and delivery vehicles that need quick access to the curbside.

The NexCity digital permit platform will provide city administrators and businesses access to the portal on a permission level basis. This portal will allow for the creation and monitoring of long-term and short-term permits. The NexCity permitting platform is entirely cloud-based and can be accessed from any location. This functionality is essential for admins to resolve permitting problems quickly and efficiently. Utilizing the power of mobile technology, our system incorporates an advanced rate engine, QR code functionality, text message check-in, and the capability to handle reservations, all accessible from a mobile device.

NexCity realizes that not all users interact with the curb in the same manner or with the same goals. Fleet drivers manage dozens of daily deliveries and have entirely different objectives and sensitivities than Uber, Lyft, or DoorDash drivers. While all parties need the curb, each has its own persona, objectives, and attitude towards compliance. With this in mind, the NexCity permitting platform is fully flexible and capable of managing individual permitting transactions or tracking overall parking consumption and generating fleet level invoices for curbside usage.

**Key Features**

**Advanced Rate Engine:** Our intelligent rate engine dynamically calculates parking fees based on a variety of factors like location, demand, time of day, and special events. This ensures optimized utilization and maximizes revenue generation.

**QR Code Check-In:** Users can quickly find and secure their parking spots by scanning the QR code associated with each parking space. This triggers the payment process and allows for real-time tracking of parking duration.

**Text Message Check-In:** For those who prefer text-based interactions, our system also allows users to check-in to their parking space by sending a simple text message with the parking spot's unique identifier.

**Mobile Device Accessibility:** All features are fully accessible via mobile devices, offering the convenience to find, reserve, and pay for parking on-the-go.

**Reservation Capability:** Our system offers the ability to make advanced reservations for parking spaces, ensuring peace of mind for users who want to secure parking in busy areas ahead of time.

**Benefits**

**User Convenience:** The multiple check-in methods and mobile accessibility offer an unparalleled level of convenience to users, reducing the

time and effort typically associated with parking.

Efficiency and Flexibility: The advanced rate engine and reservation feature help to efficiently allocate resources and adapt to changing demands, while also providing multiple pricing options.

Administrative Ease: The system's robust analytics dashboard helps city administrators monitor real-time usage, revenue, and occupancy rates in a straightforward, simple interface, enabling better data-driven decision-making and long-term planning.

Persona Approach: NexCity considers the needs and goals of all parties interacting with the curb and developed a permitting solution that is flexible and convenient for all curb activities.

(see NexCity Digital Permitting Brochure – Umojo Additional Documents folder)

#### Dynamic Pricing System

Dynamic or demand-based pricing is a key tool Umojo employs to manage the demand for curbside access. The deployment of this tool can be widespread or targeted, but in all circumstances, the goal is to redistribute parking volumes so that supply can best match demand. The NexCity platform incorporates dynamic or transactional data, as well as static or regulatory information into a single platform where administrators and Smart City managers can make effective policy decisions. By understanding the current volume and capacity limitations, NexCity can provide automated recommendations on pricing strategies that balance the load on the curb. Coupled with NexCity analytics and trend analysis, the platform provides outcome insight into the effectiveness of policy changes.

Targeted dynamic pricing programs  
NexCity delivers focus on acute locations such as Loading Zones. Pricing policies for these zones can be designed to attract curbside usage in the early morning hours instead of traditional rush hours, so delivery drivers can find more curb availability at less cost. Strategies such as this will not fully shift delivery hours, but the re-distribution of this demand will increase capacity throughout the day and reduce the reliance on double-parking as an alternative.

NexCity's dynamic pricing programs also take a broader approach and seek results that improve availability across a parking system or zone. Goals for these programs often use occupancy rate as guide, but others utilize metrics like average dwell time or length of stay as ways to measure success.

Actionable, relevant data is at the core of a dynamic pricing program, and the NexCity platform is uniquely suited to compile, analyze and deliver

the right intel to ensure an optimized pricing strategy designed to enhance urban mobility and maximize revenue efficiency. This system dynamically adjusts prices based on real-time data such as occupancy, traffic, and time-of-day variations.

87	V2I technology with scalability.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Vehicle-to-Infrastructure (V2I) technology represents a pivotal advancement in the Intelligent Transportation Systems (ITS) industry, characterized by its scalability and sophisticated integration capabilities. Our approach, particularly through strategic partnerships with Lyt.ai and Blue-Band.net, epitomizes this innovation. These collaborations have been instrumental in connecting an extensive network of cities, exemplifying the efficacy and robustness of our V2I Hub Platform. (see Lyt Systems Brochure and Blue-Band Platform Brochure – Umojo Additional Documents folder)</p> <p>A cornerstone of our platform's success lies in its compatibility with key communication protocols such as Cellular Vehicle-to-Everything (C-V2X) and the National Transportation Communications for Intelligent Transportation System Protocol (NTCIP). This compatibility ensures seamless integration and communication across various transportation systems and infrastructure components.</p> <p>Delving deeper into curb management, our V2I technology plays a significant role. It enhances live traffic monitoring and management, providing real-time data crucial for traffic flow optimization and incident management. The integration of digital signage for traffic and public transportation is another key aspect, offering dynamic information dissemination to improve commuter experience and roadway safety.</p> <p>These functionalities significantly contribute to traffic efficiency and safety. By providing accurate and real-time traffic data, the system aids in reducing congestion and improving travel times. Furthermore, the alignment of our technology with Vision Zero objectives is noteworthy. Vision Zero, a strategy aimed at eliminating all traffic fatalities and severe injuries, while increasing safe, healthy, equitable mobility for all, is well-supported by the capabilities of our V2I technology.</p> <p>In terms of metrics, our V2I technology demonstrates a substantial impact in these areas. Data points such as reduced traffic congestion times, lowered incidence of traffic accidents, and improved public transportation efficiency are tangible proof of the technology's efficacy.</p> <p>In conclusion, our Vehicle-to-Infrastructure technology stands as a beacon of innovation in the ITS industry. Through its advanced integration capabilities, compatibility with key communication protocols, and significant contributions to curb management and Vision Zero objectives, it exemplifies the forefront of intelligent transportation solutions.</p>
88	Intelligent transportation systems, such as transit	<input checked="" type="radio"/> Yes	Our platform offers a comprehensive

signal priority, transportation system controllers, and digital signage.

No

solution for integrating Intelligent Transportation Systems (ITS) in urban environments. Our platform can effectively incorporate key ITS components like transit signal priority, transportation system controllers, and digital signage to enhance urban mobility.

**Transit Signal Priority Integration** Our platform seamlessly integrates with transit signal priority systems, ensuring that public transportation operates more efficiently. By leveraging real-time data, our system can adjust traffic signals in favor of buses and trams, reducing delays and improving schedule adherence. This integration not only enhances public transit reliability but also contributes to a more sustainable urban transport system.

**Transportation System Controllers** We propose to integrate transportation system controllers into our platform to optimize traffic flow and reduce congestion. Our advanced algorithms can process data from various sources, including traffic cameras and sensors, to dynamically manage traffic patterns. This integration will enable cities to respond in real time to changing traffic conditions, leading to smoother traffic flow and reduced travel times.

**Digital Signage Management** Our platform also offers an innovative approach to managing digital signage. By integrating with our system, digital signs can display real-time traffic updates, rerouting information, and public transit schedules. This feature not only informs commuters about current traffic conditions but also aids in efficient traffic management, especially in cases of accidents or roadworks.

**Umajo Digital Parking Signs –** One of our latest products is our Digital Parking Signs, an innovative solution for urban parking management, offering a comprehensive approach as part of the Dynamic Curb Management platform. These signs, equipped with features like a 13.3-inch e-paper screen, RGB LED indicators, and flex zones for various urban needs, are designed for eco-friendly operation with solar and battery power. They are adaptable for multiple parking scenarios and come with a built-in battery that lasts at least six months. These signs easily integrate with various curb management systems, including the pre-integrated NExCity platform, and are optimized for real-time adjustments in response to vehicle deliveries and TNC pickups/drop-offs, making them a crucial component for modernizing and optimizing urban parking and curb management systems. (see Umajo Digital Parking Sign Brochure – Umajo Additional Documents folder)

**Benefits of Integration**  
The integration of ITS components via

		<p>our platform offers numerous benefits:</p> <ol style="list-style-type: none"> <li>1. Enhanced Traffic Efficiency: By coordinating traffic lights and signals in real-time, we can significantly reduce traffic congestion and improve transit times.</li> <li>2. Increased Public Transit Usage: Improved reliability and efficiency of public transportation systems encourage higher usage, reducing the reliance on private vehicles and lowering urban emissions.</li> <li>3. Adaptive Traffic Management: Our platform's ability to process real-time data allows for adaptive traffic management, swiftly responding to changes in traffic patterns and conditions.</li> <li>4. Improved Road Safety: With better-managed traffic flows and informed commuters, road safety is enhanced, contributing to the broader vision of zero accidents.</li> <li>5. Economic and Environmental Benefits: Efficient traffic management leads to economic benefits through reduced travel times and operational costs, while also contributing to environmental sustainability.</li> </ol> <p>Our platform represents a significant advancement in the integration of ITS systems. By combining our expertise with collaborations from industry leaders such as blue-band.net and lyt.ai, we can transform urban mobility, making it more efficient, safe, and sustainable.</p>
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**Table 15: Exceptions to Terms, Conditions, or Specifications Form**

**Line Item 89. NOTICE:** To identify any exception, or to request any modification, to Sourcewell standard Contract terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Contract 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 Contract.

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 Pricing.xlsx - Monday December 04, 2023 10:58:54
- [Financial Strength and Stability](#) - Umojo Financial Report.pdf - Monday December 04, 2023 14:18:02
- [Marketing Plan/Samples](#) - Umojo Marketing Documents.zip - Monday December 04, 2023 14:30:43
- WMBE/MBE/SBE or Related Certificates (optional)
- [Warranty Information](#) - NexCity Warranty Policy.pdf - Friday December 01, 2023 15:03:30
- [Standard Transaction Document Samples](#) - Umojo Terms and Conditions Documents.zip - Monday December 04, 2023 10:11:09
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Umojo Additional Documents.zip - Monday December 04, 2023 11:51:23



## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

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 contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
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 exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. 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 or the Canadian 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. - Rick Neubauer, CEO, Umojo

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 contractual obligations contemplated in the bid.

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
<b>Addendum_9_Curb_Management_Technologies_RFP_120423</b> Wed November 22 2023 09:20 AM	<input checked="" type="checkbox"/>	3
<b>Addendum_8_Curb_Management_Technologies_RFP_120423</b> Tue November 21 2023 04:42 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_7_Curb_Management_Technologies_RFP_120423</b> Mon November 20 2023 04:39 PM	<input checked="" type="checkbox"/>	5
<b>Addendum_6_Curb_Management_Technologies_RFP_120423</b> Tue November 14 2023 04:30 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_5_Curb_Management_Technologies_RFP_120423</b> Fri November 10 2023 04:30 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_4_Curb_Management_Technologies_RFP_120423</b> Wed November 8 2023 04:04 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_3_Curb_Management_Technologies_RFP_120423</b> Mon October 30 2023 03:54 PM	<input checked="" type="checkbox"/>	3
<b>Addendum_2_Curb_Management_Technologies_RFP_120423</b> Fri October 27 2023 02:12 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_1_Curb_Management_Technologies_RFP_120423</b> Fri October 20 2023 04:21 PM	<input checked="" type="checkbox"/>	2