

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

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Arcadis Professional Services (USA), Inc., 7000 N. Federal Highway, 2nd Floor, Boca Raton, FL 33487-1644 (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 of the Parties. 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 Sourcwell 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 Sourcwell 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. *Ownership of Intellectual Property.* Supplier hereby retains all ownership rights, title, and interest in and to any and all intellectual property created, developed, or used in connection with the technology provided under this Contract, including but not limited to patents, copyrights, trademarks, trade secrets, know-how, and any other intellectual property rights (collectively, "IP Rights").

5. *Inventions and Improvements.* Any inventions, enhancements, modifications, or improvements made to the technology provided under this Agreement, whether made by Supplier or Sourcewell, shall be owned by Supplier. Sourcewell agrees to promptly disclose such inventions, enhancements, modifications, or improvements to Supplier and to take all necessary actions to assist Supplier in securing and enforcing its IP Rights in connection with them.

6. *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. *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

4. *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

Sourcwell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcwell 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.

Sourcwell

Arcadis Professional Services
(USA) Inc.

Arcadis Professional Services
(USA) Inc.

DocuSigned by:
By: Jeremy Schwartz
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DocuSigned by:
By: Kevin Bebenek
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DocuSigned by:
By: David Kamnitzer
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Jeremy Schwartz
Title: Chief Procurement Officer

Kevin Bebenek
Title: GBA Officer, Intelligence

David Kamnitzer
Title: GBA Business Area
Director - Services, Intelligence

Date: 1/17/2024 | 3:04 PM CST

Date: 1/17/2024 | 2:21 PM CST

Date: 1/17/2024 | 1:07 PM CST

RFP 120423 - Curb Management Technologies with Related Services

Vendor Details

Company Name: CurblQ
Address: 55 St Clair Ave W
Toronto, Ontario M4V 2Y7
Contact: Cassandra Segreto
Email: ca-bids@ibigroup.com
Phone: 416-596-1930
Fax: 416-596-1930
HST#: 102502085PG0004

Submission Details

Created On: Thursday October 19, 2023 09:43:59
Submitted On: Monday December 04, 2023 12:48:32
Submitted By: Cassandra Segreto
Email: ca-bids@ibigroup.com
Transaction #: 810d9390-e8de-4413-b355-5c830828660f
Submitter's IP Address: 165.225.208.77

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") | Arcadis Professional Services (USA) Inc. (this is the legal entity for CurblQ) |
| 2 | Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal. | CurblQ and HotSpot products are included in the proposal under the Arcadis Professional Services (USA) Inc. entity. The primary focus of this curbside management proposal is for CurblQ. |
| 3 | Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above. | Both CurblQ and Hotspot are doing business as Arcadis Professional Services (USA) Inc entity. The primary focus of this curbside management proposal is for CurblQ. |
| 4 | Provide your CAGE code or Unique Entity Identifier (SAM): | UEI: E3MZMF9MRSN1 CAGE: 6Y8R7 |
| 5 | Proposer Physical Address: | Main US Office: 7000 N. Federal Highway, 2nd Floor Boca Raton, FL 33487-1644 Alternate Office: 8101 North High Street Suite 100 Columbus OH 43235 United States |
| 6 | Proposer website address (or addresses): | Website specific to the product being proposed: https://www.curblq.io Explore an array of our dynamic projects and discover compelling use cases for the specific elements outlined in this Request for Proposal on the CurblQ website. Our comprehensive portfolio not only showcases our expertise but also demonstrates the innovative solutions we bring to each project. The parent company, Arcadis, has a company website: www.arcadis.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): | Peter Richards Product Director - CurblQ Product Bundle Director – Revenue Products 8101 North High Street Suite 100 Columbus OH 43235 United States |
| 8 | Proposer's primary contact for this proposal (name, title, address, email address & phone): | Peter Richards Product Director - CurblQ Product Bundle Director – Revenue Products 8101 North High Street Suite 100 Columbus OH 43235 United States peter.richards@arcadis.com 416-596-1930 ext 61402 |
| 9 | Proposer's other contacts for this proposal, if any (name, title, address, email address & phone): | Jacob Malleau Curbside Mobility Specialist, CurblQ Product Manager 8101 North High Street Suite 100 Columbus OH 43235 United States jacob.malleau@arcadis.com 604 683 8797 ext 67212 |

Table 2: Company Information and Financial Strength

| Line Item | Question | Response * |
|-----------|--|---|
| 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>CurbIQ is a parking, curbside, and asset management software solution developed by leveraging custom design software knowledge and subject matter expertise in transportation engineering, parking strategies, and curbside management. Our adaptive software extends its benefits to cities, universities/colleges, residents, and the wider public, offering a nuanced understanding not only of parking alternatives but also illuminating curbside restrictions and diverse mobility options. This achievement is made possible through the intricate and distinctive digitization of curbside inventory and regulations we meticulously undertake, paving the way for the realization of a citywide or cross-campus digital curb experience.</p> <p>CurbIQ emerged from Arcadis's Transportation Engineering and Planning team, a group with a track record of successfully executing numerous parking, transportation, and curbside management plans across North America. Notably, our team contributed to one of the pioneering curbside management plans in the City of Toronto. Through these experiences, we identified a common challenge: many cities lacked comprehensive curbside information, hindering informed planning decisions. Like many other Arcadis digital products, CurbIQ was created in response to specific client needs, in this case lack of curbside information, exemplifying our commitment to tailored digital solutions.</p> <p>Arcadis stands as a global leader, offering unparalleled consulting, design, engineering and management services across diverse sectors, including transportation planning and engineering, infrastructure, buildings, water, intelligence, energy transition, climate adaptation, and environment. Our comprehensive approach spans development, designs, implementation, maintenance, and operations, serving private and public companies, as well as government entities.</p> <p>Rooted in sustainability, our mission revolves around enhancing the quality of life. Our innovative solutions tackle significant societal challenges related to mobility, resilience, urban spaces, and intelligence. Leveraging data and technology, we have the capabilities and services to meet client demands driven by global trends such as urbanization, climate change, digitalization, evolving stakeholder expectations, and potential unforeseeable events.</p> <p>Arcadis is defined by a dynamic team of talented individuals, possessing a unique blend of capabilities covering the entire asset life cycle. Our deep market sector insights give our clients' advantage, and our unwavering commitment to integrate health and safety and sustainability into the design and delivery of customized solutions.</p> <p>Arcadis NV, the ultimate parent company, is publicly traded (AMS: ARCAD). Arcadis boasts over 36,000 employees across 70 countries. The global strength at Arcadis positions us to pioneer new client services, shaping the cities of tomorrow.</p> |
| 11 | What are your company's expectations in the event of an award? | <p>We envision a successful partnership as an awarded vendor for curbside solutions through the Sourcwell program and we anticipate engaging potential customers through this platform. To amplify the impact of our collaboration, we are enthusiastic about the possibility of joint marketing efforts and events with Sourcwell to enhance awareness and education surrounding curbside management. This strategic alliance not only fosters growth in curbside solutions but also positions Sourcwell as a pivotal avenue for procurement.</p> <p>Recognizing the challenges faced by cities in the current procurement landscape, we aspire to simplify and streamline the process for acquiring CurbIQ. Despite a keen interest in our solution, the existing approach lacks efficiency, and we aim to provide cities with a more accessible and straightforward means of procurement.</p> <p>Furthermore, we seek to be the primary choice for cities opting to procure their US Department of Transportation SMART Grants through Sourcwell. Our active involvement in the Open Mobility Foundation, both as a member and on the Curb Data Specification steering committee, underscores our commitment to advancing smart mobility solutions. As evidenced by our support in helping several cities scope their projects and providing letters of commitment, we believe this partnership presents an ideal opportunity for both current and prospective SMART Grant winners. While the specific cities choosing Sourcwell for procurement remain uncertain, our readiness and collaborative efforts position us as a valuable partner in this endeavor.</p> |

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| 12 | <p>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.</p> | <p>The roots of the Arcadis organization began operation in 1888, when the organization was founded in the Netherlands as an association for wasteland redevelopment. Arcadis has evolved throughout the 20th and 21st centuries, expanding our global reach and range of service offerings through strategic initiatives and targeted acquisitions. As demonstrated in the attached 2022 Annual Integrated Report, Arcadis had over 3 billion euros in revenues in 2022 and is on a strong and healthy footing to deliver our strategic targets and accelerate our impact in 2023 and beyond. The Consolidated Financial Statements included in the report have been prepared in accordance with International Financial Reporting Standards (IFRSs) and demonstrate our financial strength and stability. We are confident of our continued ability to support this contract along with many others across our organization.</p> <p>For more information see attachment: Line Item 12 – Arcadis Annual Integrated Report 2022.pdf</p> |
| 13 | <p>What is your US market share for the solutions that you are proposing?</p> | <p>CurblQ offers a diverse range of curbside solutions, recognizing the varied progress municipalities and agencies are making in their curbside management journey. Our approach to measuring market shares focuses on the competitive municipal digital curb inventory opportunities since the beginning of 2021. Note that some companies have proactively or passively collected digital curb inventory for their own purposes or through partnerships, but do not have these cities actually using their software solutions for projects, like how CurblQ is being used. This market share estimation also does not include small areas and only one curbside designation such as “only loading zones”, for example – we are considering a full study area or downtown/city-wide curb digitalization on a space by space basis. In projects pursued or partnered with other firms, CurblQ boasts an impressive 75% success rate. Notable achievements include collecting and digitizing curb inventory data for three projects across nine cities with Southern California Association of Governments, as well as successful projects with Columbus, Ann Arbor, and Arlington County (Virginia).</p> <p>CurblQ is backed by Arcadis NV, a large international publicly traded company (AMS: ARCAD), so CurblQ is well supported and financially robust. In 2022, Arcadis had annual net revenues of over \$3 billion USD, up 18% from 2021. While CurblQ can be agile like other start-ups, it does not carry the same risks as start-ups funded via investors. It's worth noting that our success is underscored by a prudent approach. Despite a competitive bid for a project in Philadelphia, where the winning curb management solution faced financial challenges leading to bankruptcy, CurblQ's track record remains strong. We approach every endeavor with a commitment to delivering reliable, sustainable, and innovative curbside solutions.</p> |
| 14 | <p>What is your Canadian market share for the solutions that you are proposing?</p> | <p>CurblQ's presence in the Canadian market is reflective of our commitment to providing diverse curbside solutions tailored to the unique needs and progress of municipalities and agencies in their curbside management journey. Mirroring our approach in the USA, we acknowledge the varying stages of engagement within the buying market.</p> <p>Our approach to measuring market shares focuses on the competitive municipal digital curb inventory opportunities since the start of 2021. Note that some companies have proactively or passive collected digital curb inventory for their own purposes or through partnerships, but do not have these cities actually using their software solutions for projects, like how CurblQ is being used. This market share estimation does not include small areas and only one curbside designation such as “only loading zones”, for example – we are considering a full study area or downtown/city-wide curb digitalization on a space by space basis. In projects pursued or partnered with other firms, CurblQ boasts an impressive 90% success rate for such projects. Highlights include collecting and digitizing curb inventory data for Toronto (the entire city), additional subsets of Toronto for the Bloor Danforth bike lane project (which was part of a national award winning project), additional subsets of Toronto for the CafeTO on-street dining program (which was part of an award winning project in Toronto), Montreal, and Jasper.</p> <p>While acknowledging other cities with partial curbside digitization through free trials, it's important to note that these instances were not competitive and concluded after a brief trial period. Our steadfast commitment to providing valuable and successful solutions underscores our position as a reliable and innovative partner in the Canadian market.</p> |
| 15 | <p>Has your business ever petitioned for bankruptcy protection? If so, explain in detail.</p> | <p>No, Arcadis Professional Services (USA) Inc. has maintained a strong financial standing throughout its operational history and has never petitioned for bankruptcy protection. Our commitment to financial stability and sound business practices reflects our dedication to delivering reliable and sustainable solutions to our clients.</p> |

| | | |
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| 16 | <p>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.</p> <p>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?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p> | <p>CurblQ proudly identifies as a dynamic service provider, offering a suite of comprehensive solutions that include curbside data collection, digitization services, and cutting-edge software designed for visualization, change management, and analytics. Our commitment extends beyond these core services to include adaptable data sharing and consulting offerings, tailored to meet the unique needs of our clients.</p> <p>At the core of CurblQ's success is a dedicated team of over 20 professionals encompassing roles such as sales, product development, marketing, analysis, and client management – all proudly employed by CurblQ. This skilled and passionate team forms the backbone of our service delivery, ensuring excellence in every aspect of our offerings.</p> <p>What sets us apart is our strategic affiliation with Arcadis, our esteemed parent company. This collaboration empowers us to seamlessly tap into a global network of experts, enhancing our ability to deliver unparalleled solutions. Whether it's leveraging the expertise of local surveying staff, consultants, or specialized roles like lawyers and bid writers, CurblQ ensures a multifaceted approach to meet the diverse needs of our clients.</p> <p>In essence, CurblQ is not just a service provider; we are your dedicated partner in navigating the complexities of curbside management, consistently striving for excellence and innovation.</p> |
| 17 | <p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p> | <p>Arcadis holds all necessary standard business licenses to operate seamlessly in both the USA and Canada. These licenses are a testament to our commitment to compliance and adherence to regulatory requirements, ensuring that we conduct our operations in accordance with the highest standards set forth in the regions we serve.</p> |
| 18 | <p>Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.</p> | <p>No, Arcadis Professional Services (USA) Inc. has not had and does not currently have suspension or debarment. Our commitment to ethical business practices and adherence to regulatory standards reflects our dedication to maintaining the highest level of integrity in all our business.</p> |

Table 3: Industry Recognition & Marketplace Success

| Line Item | Question | Response * |
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| 19 | Describe any relevant industry awards or recognition that your company has received in the past five years | <p>CurblQ, as a leading player in the mobility industry, has earned notable recognition for its innovative contributions and commitment to shaping the future of mobility. The CurblQ team's active involvement in key industry organizations includes Jacob Malleau on the Open Mobility Foundation's (OMF) Steering Committee for the Curb Data Specification (CDS), and Peter Richards; past role as the global Chair of the Parking Committee for the Institute of Transportation Engineers (2019-2021), an organization with over 15,000 people in 75 countries. CurblQ is also recognized and listed on the OMF and Shared Mobility landscape. The CurblQ team is proud to be shaping the future of mobility for the better.</p> <p>CurblQ's processes have also been recognized in various reports and programs, and we even have a US Patent. One of our curb digitization processes involves the use of existing open datasets to create a digital curb inventory. The methods used for this is officially patented in the US (Patent # US 11,761,786 B2, Methods and Systems for Automatic Generation and Distribution of Curbside Map Data - https://patentcenter.uspto.gov/applications/17199705). In addition to our patent, CurblQ was noted as a viable technology solution for collecting curbside data and regulations in the Dynamic Curbside Management Guide and Research Report (https://www.trb.org/Main/Blurbs/182823.aspx) by the National Cooperative Highway Research Program and the FHWA Curbside Inventory Report (https://www.fhwa.dot.gov/livability/fact_sheets/curbside_inventory_report.pdf) by the Institute of Transportation Engineers (ITE) in 2021. It also has been referenced in Transportation for America's Principles for Universal Curbside Language & Standards (https://t4america.org/wp-content/uploads/2020/12/Principles-for-Universal-Curbside-Language-Standards_final-12.15.20.pdf). CurblQ's data collection methods have also been written about in a pilot (https://www.urbanmovementlabs.com/publications/#digitizingthecurb) completed in Los Angeles with Urban Movement Labs and awarded the ITE Toronto Project of the Year (https://www.itecanada.org/sections/toronto/awards/) with the work done with Arcadis (then known as IBI Group) and City of Toronto for CafeTO.</p> <p>More generally, CurblQ's parent company, Arcadis is proud that our ongoing commitment to sustainability, technical excellence, and creating a people-centric culture and working environment is recognized in numerous awards and rankings. We differentiate ourselves through our talented and passionate people, our unique combination of capabilities and deep market sector insight, and our ability to seamlessly integrate health and safety, sustainability, and digital components into the design of our solutions around the globe.</p> <p>Arcadis has received countless company-wide awards and recognitions over the years, some of the most recent and relevant ones include:</p> <ul style="list-style-type: none"> • Forbes World's Best Management Consulting Firms (2023) • Ranked 3rd in our industry for ESG performance by Sustainalytics (2023) • Ranked 9th in ENR's Top 150 Global Design Firms (2023) • Forbes Top Female Friendly Companies in the World (2022) |
| 20 | What percentage of your sales are to the governmental sector in the past three years | <p>CurblQ services the governmental sector through contracts to municipalities across North America. Approximately 95% of our sales are to governmental sector clients, through a mix of being the prime vendor or through being a sub via another vendor or consulting firm working with the government.</p> <p>Arcadis has a long history of working with the government sector, across our many areas of practice over 70% of our revenues are to the government sector.</p> |
| 21 | What percentage of your sales are to the education sector in the past three years | <p>CurblQ services the education sector through contracts to universities and colleges across North America. Approximately 5% of our sales are directed toward education sector clients, through a mix of being the prime vendor or through being a sub via another vendor or consulting firm working with the government.</p> <p>Additionally, while not technically sales, CurblQ does projects to assist the education sector and their students. Examples of this are with students from the University of Toronto, as well as George Washington University (in Washington, DC), and a project about to start at Imperial College London.</p> <p>For Arcadis, the primary area of practice focused on the education sector is our Places Global Business Area, and more specifically our Architecture practice. Internationally, over 20% of our revenues are from the education sector.</p> |
| 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? | <p>CurblQ is not currently affiliated with any state, provincial, or cooperative purchasing contracts in North America. As noted elsewhere in this response document, CurblQ is a registered product on the G-Cloud Digital Marketplace in the United Kingdom. Similar in many aspects to Sourcewell, all public sector organizations, including agencies and arm's length bodies, can use the Digital Marketplace across the United Kingdom. This placement of CurblQ on the Digital Marketplace enables thousands of potential clients to directly purchase CurblQ. CurblQ has only been on the marketplace since October 2023, and have not yet had any sales from this channel. We look forward to the potential opportunities this marketplace offers, providing a streamlined avenue for thousands of potential clients to directly acquire CurblQ services.</p> |

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| 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? | CurbiQ does not currently hold any GSA contracts or SOSA contracts. | * |
|----|--|---|---|

Table 4: References/Testimonials

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

| Entity Name * | Contact Name * | Phone Number * | |
|---|------------------|--|---|
| Southern California Association of Governments (SCAG) | Prithvi Deore | Tel: 213-236-1950 deore@scag.ca.gov | * |
| Los Angeles Department of Transportation (LADOT) | Tomas Carranza | Tel: 213-435-4056 tomas.carranza@lacity.org | * |
| Arlington County | Marietta Gelfort | Tel: 703-228-0651 mgelfort@arlingtonva.us | * |

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 * | |
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| Arlington County | Government | Virginia - VA | Performance Parking System Solution: the County is looking to implement a smart parking solution to manage parking rates to optimize utilization and compliance. CurbiQ is the systems integrator on the project, visualizing all curb and parking inventories, integrating demand data, providing a real time availability map to the public, and providing a platform for staff to review, analyze, and publish proposed parking rate changes. CurbiQ is also providing an open API to share parking and curbside data with third parties on the County's Open Data portal. | Number of sensors integrated: 4,500+ sensors Number of events tracked since August 2023: 8,000,000+ events Revenue tracked since August 2023: \$3,000,000+ | \$81,100 USD (upfront) \$85,000 USD (ongoing annual SaaS Contract) | * |
| City of Columbus | Government | Ohio - OH | Dynamic Curb Lane Management System: The City of Columbus was looking for a solution to effectively select, manage, and analyze loading zones throughout the city to streamline logistics operations and minimize traffic issues. CurbiQ led the work of digitizing over 350 miles of curbside using a myriad of open data sources to generate a complete digital curbside inventory. This data was then provided on the CurbiQ platform and is being used to select optimal locations for loading zones based on existing zones and surrounding regulations. | Number of curb miles digitized: 350 miles Number of data points digitized to create a curb inventory: 8,723 data points Number of curb segments in final curb inventory: 23,754 curb segments | \$100,000 USD | * |

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| <p>Southern Californian Association of Governments (SCAG)</p> | <p>Government</p> | <p>California - CA</p> | <p>Curb Space Data Collection and Inventory Studies: SCAG has completed two separate studies across multiple cities to assess curbside conditions and design blueprints for innovative curbside pilots that could be applied across the region. Arcadis was involved on the project management, stakeholder engagement, and report writing aspects of the project. CurblQ led the data collection of inventory for all study areas which included aggregating and standardizing all collected supply and demand data. All data was uploaded to the CurblQ platform for analysis and to be exported directly into final reports.</p> | <p>Number of cities involved: 7 cities Number of study areas analyzed: 19 areas Number of curb miles digitized: 89 miles Number of curb events captured: 10,254 curbside events Number of curb assets captured: 8943 assets</p> | <p>\$617,000 USD and \$795,000 USD (second study still in progress)</p> | <p>*</p> |
| <p>Ann Arbor Downtown Development Authority (DDA)</p> | <p>Government</p> | <p>Michigan - MI</p> | <p>Curbside and Loading Zone Management Study: The objective of this study was to gain insights into curbside allocation in Ann Arbor and obtain a set of solutions for better utilization of curb space for end users. CurblQ led the comprehensive curbside data collection, processing, visualization, and analysis for the downtown area covering over 60 curb miles. Demand data from surveys was also collected, with both these datasets processed to create a digital curb database. The CurblQ platform was then utilized to create visualizations and recommendations for the DDA, designate pilot loading zone locations, and create content for the final report.</p> | <p>Number of curb miles digitized: 60 miles Number of curb segments digitized: 3718</p> | <p>\$35,000 USD</p> | <p>*</p> |

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| <p>City of Toronto</p> | <p>Government</p> | <p>ON - Ontario</p> | <p>CurblQ has been involved with several projects with the City of Toronto.</p> <p>Toronto Traffic Operations Centre (TOC): The Toronto TOC's goal is to monitor transportation operations throughout the city and minimize interruptions to traffic flow through an on-demand response of traffic signal optimization, tow truck operations, and variable message signs. As part of this, the Operations team wanted to have a clear understanding of all curbside regulations in the city, to quickly be able to identify illegal parking in curbside lanes and recommend reallocation of curbside space for traffic during peak traffic periods. The CurblQ team was retained to digitize the entirety of Toronto's documented curb regulations (over 50,000) as well as provide the full suite of CurblQ's software to over 50 users across multiple departments, including Transportation Planning, Traffic Safety, and Toronto Transit Commission teams.</p> <p>CaféTO Implementation: In the Summer of 2020 and 2021, The City of Toronto implemented CaféTO, its pandemic response program designed to help the restaurant industry expand its outdoor dining capacity through patios. The City of Toronto retained Arcadis to provide analysis and strategies of on-street restaurant patios to restaurants and Business Improvement Areas (BIAs) through the CaféTO program. CurblQ was used to help Arcadis staff identify prime locations for kerbside patios, understand the regulations that would be affected, and the parking supply lost, and communicate these changes internally to the CaféTO team as well as to the public.</p> <p>Bloor Danforth Bike Lane Design and Implementation: CurblQ was used to help Arcadis' Transportation Planning team with the existing conditions review, consultation, design, and regulation management for the extended bike lanes along the Bloor-Danforth corridor which including digitizing existing conditions of the curb along the corridor, visualizing various designs for new curbside orientations to help with decision making, and creating all the digital by-law changes that corresponded with the final design.</p> | <p>Number of distinct curb regulations digitized for the City: 52,000+ by-laws Number of curbside patios installed: 1,000+ patios</p> | <p>\$300,000 CAD</p> |
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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 * |
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| 26 | Sales force. | <p>CurblQ is backed by people who are recognized in the parking and curbside industry as practitioners. For example, Product Director and CurblQ co-founder Peter Richards was the Chair of the Parking Standing Committee for the Institute of Transportation Engineers (ITE), a worldwide organization with over 15,000 members in 75 countries. Peter was also a member of the Review Panel for the 5th Edition publication of the ITE Parking Generation manual (2019), a universally recognized document for making key municipal parking and curbside decisions. CurblQ are members of the Open Mobility Foundation, which brings together public and private sector stakeholders to develop and promote technology used by commercial mobility service providers and governments that manage the public right-of-way. Open Mobility Foundation have developed the industry standard Curb Data Specification. CurblQ Product Manager Jacob Malleau serves on the Curb Data Specification Steering Committee, and helped shape this standard, further establishing industry connections and knowledge, which we leverage through our sales force. Jacob is also a member of the Transportation Association of Canada's Mobility Management Committee.</p> <p>Through attendance, exhibition, and speaking at conferences, participation in industry conversations such as the Curb Data Specification Steering Committee in the Open Mobility Foundation, the Transportation Association of Canada's Mobility Management Committee, and the Institute of Transportation Engineers Parking Committee, CurblQ have established our technical staff as key industry leaders, who de facto act as a sales team.</p> <p>On top of being industry experts, CurblQ is a product of Arcadis. Arcadis has subscriptions to RFP bidding platforms across the world. As a global solution and technology business, Arcadis' sales force benefits from some 10,000 customer relationships already. Our Global Sales and Growth team, with nearly 50 Full Time Equivalents, are accountable to maximize our impact to profitably grow Arcadis, both organically and inorganically, by focusing and aligning the organization and its resources on key clients and world class client experience, prioritized solutions, differentiating commercial strategies, a strong brand define. This approach has seen record net revenue for Arcadis of €3,019 million for the full year 2022 and organic growth of 8.9%.</p> <p>Beneath the Global Sales Growth team, we are organized around country and market verticals, with blended teams of sector experts, account managers, sales executives and commercial enablement. Within North America our teams operate across US, Canada and Mexico, working with public and private sector clients across real estate, road, rail, water, energy, municipal, federal and industrial clients. All accounts have an account leader, management plan generally realized through a consultative selling approach. We seek feedback routinely through a client experience program.</p> <p>Arcadis are also focused on scaling technology and product to these same geographies and market verticals. With dedicated teams in place to take specific products to market. Our typical approach here is a Product Sales Director, which sales executives working in specific sub geographies, and market verticals, alongside pre-sales solution consultants and customer success managers. These teams work closely with our global Marketing and Communications (Marcomms) team of 150+ colleagues.</p> <p>CurblQ is in a unique position, given domain knowledge and recognition in the curbside industry, combined with the backing of a global salesforce and Marcomms team at Arcadis to leverage these connections. The success of our sales team and our ability to deliver service has been proven by the high percentage of contracts that we win, our market share, and the large number of cities across the USA, Canada, and Ireland that we count as existing clients of CurblQ.</p> |

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| 27 | Dealer network or other distribution methods. | <p>Arcadis has an active ecosystem of partners and teams within specific geographies, market verticals, solutions and one-off client engagement. Arcadis believe in organizational values of collaboration and partnerships. An example of these partnerships would be with IBM, with whom we are a Gold Partner. We act as a reseller of their technology into the Transportation market, and they act as a representative of our solution (which is Mainline Rail, EAM Core, Fleet Availability Manager and Mobile Work Execution), which is hosted on their RedHat marketplace as a full SaaS solution.</p> <p>CurbIQ is a registered product on the G-Cloud Digital Marketplace in the United Kingdom. Similar in many aspects to Sourcewell, all public sector organizations, including agencies and arm's length bodies, can use the Digital Marketplace across the United Kingdom. This placement of CurbIQ on the Digital Marketplace enables thousands of potential clients to directly purchase CurbIQ. You can view the weblink for CurbIQ on the Digital Marketplace here: https://www.applytosupply.digitalmarketplace.service.gov.uk/g-cloud/services/141244448598389</p> <p>CurbIQ is also listed on the European Institute of Innovation and Technology (EIT) Mobility Innovation Marketplace. The Mobility Innovation Marketplace features leading urban mobility solutions, knowledge, and opportunities. The Innovation Marketplace sells market-ready innovations, allows you to learn from insights and implemented use cases in cities, and browse through implementation opportunities to address open challenges faced by global cities. The Marketplace has co-funding of up to €400 million (2020-2026) from the EIT, a body of the European Union. You can view the weblink for CurbIQ on the EIT Mobility Innovation Marketplace here: https://marketplace.eiturbanmobility.eu/products/curbiq-understand-manage-analyze-and-optimize-your-curbside/</p> <p>These multiple distribution methods that CurbIQ has qualified for reduces procurement needs and friction to purchase CurbIQ, and is something we are hopeful that we can do with Sourcewell in North America.</p> |
| 28 | Service force. | <p>CurbIQ has 10 full time staff and upwards of 20 other part time staff who contribute to CurbIQ in varying capacities. These range from marketing and sales, legal, and administrative roles, to more day to day roles such as product managers, developers, systems integrators, data analysts, and technical resources.</p> <p>These resources are in constant communication with one another, through email or Microsoft Teams. There are development calls three times a week to discuss the bi-weekly sprints (development tasks) and road map, issues/bugs, and strategies. There are weekly sales calls, and weekly marketing calls. Each of these areas has their own dedicated Teams channel, and everyone is connected through a central channel, in addition to having a weekly All Team meeting.</p> <p>Staff are distributed across the United States, Canada, the United Kingdom, and India, which means there is a wide spread of coverage across multiple time zones across the world. This enables us to have a nearly 24 hour a day operation across development, sales, and production.</p> <p>Every project has a project manager and technical resources assigned to it, with additional roles being drawn in depending on the size and scale of the project. Marketing and sales are always kept in the loop to assist the client with additional needs and ideas.</p> <p>Apart from CurbIQ, Arcadis' Intelligence vertical or global business area has over 1,000 staff dedicated to technology and product offerings, and over 36,000 employees globally. With the new vertical launched in October of 2023, there is a centralized approach to resourcing, for areas such as UI/UX, QA/QC, and hosting and security. This set up creates efficiencies and the ability to scale and deploy much faster and more agile than many organizations, also drawing from global deployments and lessons learned. There are also country-based Intelligence teams, who are plugged into the latest opportunities and technologies across North America, Europe, and Australia.</p> |

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| 29 | Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others. | <p>The ordering process is spread across multiple channels, but is consolidated through the sales team. Inbound opportunities arrive via the website or via email, and can be sent to a centralized CurblQ email address which multiple Sales personnel have access to. There can also be requests via the CurblQ website, which once again come through a centralized email address. These opportunities are automatically logged into Salesforce (our Client Relationship Manager) and then assigned a Sales Lead based on geography or area of inquiry and need. From there, an immediate discussion on scope and needs is had with the prospect, and the sales and ordering process is underway. An important part of the CurblQ ordering process is to understand where the potential client is at on their curbside management journey, and how we can best support them – through a software solution like CurblQ, through curbside management consulting services from Arcadis, or often a combination of both.</p> <p>As noted in a previous answer, Arcadis has an active ecosystem of partners and teams within specific geographies, market verticals, solutions and one-off client engagement. CurblQ is being integrated into these channels, with the appropriate materials such as clients, testimonials/references, and use cases being provided to be match and align potential needs. These interests will be integrated in the same manner as the overall ordering process – integrated within Salesforce and then assigned a Sales Lead accordingly.</p> <p>Also worth noting is that because CurblQ software and solutions don't involve any physical hardware or infrastructure provided to clients, all final deliverables can be delivered online/virtually which help streamline the ordering process. Another benefit of delivering software and data as a solution is that CurblQ can handles all aspects of our business, through sales and the ordering process, implementation, development, launch and everything in between. Any new client will be assigned to a Client Success Manager who will serve as the main point of contact throughout the implementation phase and deployment thereafter.</p> |
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| 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. | <p>A Software as a Service (SaaS) model does not mean that support ends once the software solution has been deployed. We have created a robust support network from various previous projects to ensure the client has everything they need to make the most of this solution. Arcadis also has experience providing dozens of products and software solutions, and the corresponding expertise and maintenance practices to go along with them, some of which are highlighted below. A set procedure of check-ins, maintenance, and bug fixing have been refined to minimize issues with the software and provide the best user experience possible.</p> <p>Training: CurbIQ has completed dozens of deployments and has provided thorough training sessions for each one. Sourcewell contracts are intended to be no different, with the team aiming to provide training sessions to all staff using the CurbIQ platform. These sessions would focus on a general overview of the platform, and any Q&A once staff have had a chance to access the platform. Extensive user guides will also be provided and our team is ready to support staff to make the most of the platform. Training also doesn't end here, as part of the subscription to the CurbIQ platform, new staff can be trained and any questions on the platform can be answered by the Team.</p> <p>Ongoing Support: The CurbIQ platform has the functionality to report issues or bugs within each of the corresponding modules. Every client is also provided with a CurbIQ email that can be contacted to report any problems. Our team shall provide response to trouble/alarm tickets with the ticket acknowledgement and initial status in one business day or less, 24 hours-per-day, 7 days-per-week, 365 days-per-year (24x7x365).</p> <p>Our core team consists of 20+ staff available to provide support as needed. We utilize the issue tracking software Jira developed by Atlassian as our primary ticketing system for managing bug reports, feature requests, and security enhancement support. When an Arcadis staff member or client encounters a bug or identifies the need for a new feature, we will create a Jira issue specifying the details of the request. Using Jira, we are able to categorize and prioritize bugs reports based on their severity and impact allowing for a quick and effective response time. Feature requests undergo a thorough evaluation process, where they are planned, developed, tested, and quality assured according to our product roadmap.</p> <p>Adding to our Technical support and Training, we also focus on Feedback Collection and Monitoring with Analytics. This includes documenting feedback from clients, performance monitoring, and error tracking, all to improve the platform over time. Tracking tools like Grafana and CloudWatch are used to track the performance metrics of the web application, such as response times, server uptime, error rates, and resource usage (CPU, memory, etc.). Tools like Sentry detect and report errors, bugs, or exceptions that occur within the web application. They provide detailed information about when and where errors/disasters happen, aiding developers in quickly identifying and fixing issues.</p> <p>Updates and System Improvements: Our system is continuously improving as we discover new, innovative solutions for digital curbside management and analytics. With Arcadis' resources and our staff's technical knowledge we are in a position to easily scale the number of integration and extend coverage to align with the needs of the client. CurbIQ has been specifically designed to be a scalable software, easily able to handle more integrations and more data. We have coverage on entire cities and have mapped tens of thousands of assets in a single deployment.</p> <p>Additional system improvements, such as creating additional features or more customizable configuration, can be discussed on a case-by-case basis. In general, updates are made to the software on a biweekly basis, with major updates happening once a quarter. As part of the software, clients get access to these updates. Clients can also provide feedback and input on future updates and feature improvements. These are all incentives for clients to use CurbIQ.</p> |
| 31 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States. | CurbIQ (and Arcadis) currently operates and has clients in the United States. CurbIQ is willing, able, and excited to continue to provide our products and services throughout the United States. |
| 32 | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada. | CurbIQ (and Arcadis) currently operates and has clients in Canada. CurbIQ is willing, able, and excited to continue to provide our products and services throughout Canada. |
| 33 | Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract. | CurbIQ is willing to serve any geographic area of the United States and Canada. |

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| 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? | CurblQ can fully serve all participating entity sectors, and are not restricted by any other cooperative purchasing agreements. | * |
| 35 | Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories. | Arcadis operates with two offices in Alaska and one in Hawaii. Because of this, Arcadis and CurblQ would not have any specific requirements or restrictions. CurblQ (and Arcadis) can file for appropriate licenses and registrations everywhere across the US and Canada, given adequate time for registrations and business licenses. As part of a global firm, we have a large complement of staff and internal resources (e.g. legal, HR, financial, etc.) to support projects across the globe. | * |

Table 7: Marketing Plan

| Line Item | Question | Response * | |
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| 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>CurblQ has a dedicated marketing team that actively promotes our solution across industry events such as the International Parking & Mobility Conference, relevant publications such as the Parking & Mobility Magazine, associations such as the Open Mobility Foundation, and digital channels. In addition to the team, CurblQ actively collaborates with the marketing professionals throughout the broader Arcadis organization.</p> <p>CurblQ participates in industry conferences and events throughout the year, where our relationship with Sourcewell will be highlighted to prospective clients through collateral available at our booth. Specifically, we would promote that Sourcewell helps connect our customers to innovative partnership opportunities.</p> <p>We showcase our past projects on our website and in printed materials displayed at events. We would certainly highlight Sourcewell's role in the partnership on these case studies. For examples of our project case studies refer to document Line Item 36 – CurblQ Brochure.pdf</p> <p>In addition, we write about our solution and relevant projects in national and international industry publications. Our partnership with Sourcewell would be a great topic for these articles where appropriate, and we are open to collaboration and promotion with Sourcewell.</p> <p>CurblQ shares monthly email newsletters with thousands of recipients to communicate with our network who are interested in curbside management technologies. We would include information about our partnership with Sourcewell in our newsletter, further expanding the reach of the news.</p> <p>Finally, CurblQ is active on social media and paid media channels, where our partnership with Sourcewell can be promoted to our audience. From time to time, we are also able to leverage Arcadis' social media following of nearly one million worldwide on LinkedIn alone, as well as X (formerly Twitter) and other social media channels totaling over one million followers.</p> <p>For further details refer to our Marketing Plan uploaded as CurblQ Marketing Plan.pdf</p> | * |

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| 37 | Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness. | <p>CurbIQ focuses on several digital channels to enhance marketing effectiveness. Social media is our primary brand awareness channel, and we post relevant industry articles, any upcoming events, and reshare website content. We would promote our partnership with Sourcewell across social media.</p> <p>We also leverage digital database tools to target our ideal customers via targeted email campaigns. We would promote our partnership with Sourcewell to target these specific contacts. Further, our CurbIQ sales team is notified of leads who click on our email campaigns for follow up. We also have a robust global sales channel through the staff at Arcadis.</p> <p>Any connections we make at industry events are also sent an email newsletter where we would promote our Sourcewell partnership.</p> <p>Our digital database also allows us to run targeted digital ads on the Google network and LinkedIn to expand our presence. We also run a retargeting campaign for site visitors to convert in the future. The Sourcewell partnership would certainly be a topic of our digital ads.</p> <p>CurbIQ uses the Client Relationship Manager (CRM) Salesforce for both sales and marketing, to track leads and opportunities, to launch effective (email) campaigns (via Pardot, a plugin for Salesforce), and to maximize interest from potential leads. This leveraging of digital data positions CurbIQ well to maximize marketing efforts, and we plan to utilize all of these channels and platforms to continue to market and sell CurbIQ, alongside any potential opportunities with Sourcewell.</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>CurbIQ will ensure that both its sales and marketing teams are aligned with Sourcewell in terms of how the contract award should be best communicated to customers. The teams will be enabled with the appropriate materials and information so that there is a consistent and accurate representation of the relationship between CurbIQ and Sourcewell across any touchpoints with customers.</p> <p>CurbIQ understands that Sourcewell only advertise awarded contracts to a certain extent. CurbIQ looks forward to collaborating on any appropriate opportunities to make announcements alongside Sourcewell.</p> <p>CurbIQ is open to any creation of materials, such as brochures and blog posts, and are able to host a paneled discussion on procurement alongside Sourcewell (and Sourcewell members) if it is of interest. We see Sourcewell as an excellent channel that will open a lot of opportunities and we are flexible and willing to partner and help in any way that garners promotion and additional opportunities.</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>CurbIQ is a custom software suite that requires unique instances and dedicated mapping processes. It is not available through e-procurement ordering at this time, as upfront collaboration with customers is required before the custom solution can be delivered. However, CurbIQ always looks to make the experience as seamless as possible for our clients and could potentially implement a self-serve trial instance in the future.</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>CurbIQ primarily offers data collection services and software solutions, which inherently have less demand for extensive training programs. As mentioned in Question 30, the CurbIQ team provides comprehensive training sessions and user guides for all new users of their software. This training is a standard offering and is provided by the knowledgeable CurbIQ team.</p> <p>Additionally, as part of the Software as a Service (SaaS) model, the CurbIQ extends ongoing support and maintenance of the CurbIQ platform to ensure users maximize the product's potential. Notably, these training and support costs are all included as part of the CurbIQ solution at no extra cost for Sourcewell participating entities. This approach emphasizes our commitment to delivering a seamless and user-friendly experience for our clients.</p> <p>CurbIQ is constantly evolving and will add new features on an ongoing basis. CurbIQ has historically shared these updates in a variety of ways, such as check-in meetings, additional training, updated user guides, or client emails. Since each deployment is unique, we are open to discussion with all potential clients from Sourcewell on how they wish to receive this information.</p> |

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| 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>Digitizing curbside information with CurblQ contributes significantly to safety and reliability, fostering improvements for pedestrians, bicyclists, and the broader traveling public.</p> <p>Since CurblQ can ingest any API or geolocated information, this makes it easy for us to partner with cities and with safety-related vendors to enhance this information which often exists in isolation or in silos. CurblQ's flexibility also means we can easily ingest open data that cities may have on safety-related matters, such as collision data, parking/curbside citation data, emergency incident data, and other geospatial safety data.</p> <p>All of this data can be loaded into CurblQ and further analyzed to start to begin to understand the safety implications at the curbside. There are a couple of examples of this that CurblQ has worked on. The first is our integration with SeeSense in Dublin, Ireland. CurblQ has digitized about 20 miles of curbside in the Temple Bar district of Dublin. SeeSense provides sensors that go on bicycles to detect where there are rough pavement conditions, where bicyclists swerve unexpectedly, and where bicyclists perform hard braking. This data was loaded into CurblQ across Dublin to then cross-reference this information with the digital curbside regulation. The intention behind this is to aggregate incidents and curbside regulations, to determine if there is a lot of swerving where there are loading/delivery or paid parking zones for example, or to understand if bicyclists are braking hard near transit stops. This information can then be used to test different planning scenarios, which can be done in CurblQ, and then ultimately implemented in the field and reviewed over time.</p> <p>Since asset data can also be loaded into CurblQ, things like fire hydrants can be shown alongside curbside regulations, to show information that may benefit and improve operations around emergency response, also confirming that there are No Stopping zones in front of fire hydrants.</p> <p>CurblQ's public-facing maps, in places like Halifax, Nova Scotia and Arlington County, Virginia help direct the general public to available parking spaces. Since drivers have a much better idea of where they are destined for parking, they are not necessarily cruising or circling the block looking for available parking, taking their eyes off of the road or trying to read and comprehend complex parking signage. CurblQ also provides a 24 hour a day visual representation of this regulation information, so it is easier to understand. All of these components of CurblQ – from the real-time availability of parking to the visual image of the signage rules and regulations – help the general public, and potentially emergency services, safely travel to their intended destination.</p> <p>Beyond CurblQ, Arcadis has worked directly with agencies to promote road safety through introducing Intelligence Transportation System (ITS) technologies to their road safety or vision zero plans. We lead the planning and detailed design of these road safety technologies for municipal and provincial agencies, such as speed feedback signs, automated video incident detection, and queue warning systems. For example, Arcadis completed a detailed technology industry review for the City of Toronto's Intelligent Intersections program in 2022 to enhance the safety and mobility of pedestrians and cyclists at intersections. The review considered advanced detection and analytics technologies including video analytics, LiDAR detection, and thermal imaging, with the purpose of identifying incidents and near-misses in real-time, and providing safety data for planning future pedestrian and cyclist corridors. These technologies can provide information to support road safety improvements and sustainable mobility programs.</p> <p>Additionally, Arcadis develops 511 traveler information solutions for states across the US and provinces in Canada. Arcadis' 511 platform has been proven to be stable and reliable during dramatic increases in usage, such as emergencies. During Hurricane Irma in September 2017 and again during Hurricane Ian in 2022, Arcadis' Florida 511 system experienced sustained increase visits from the public to the website, with no system interruptions.</p> |
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| 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>Similar to the response for Question 41, CurbiQ can take anonymized payment data and provide real-time paid parking availability. This is done both online, as well as within the HotSpot Parking app (a product of Arcadis). CurbiQ's public-facing maps, in places like Halifax, Nova Scotia and Arlington County, Virginia help direct the general public to available parking spaces. Additionally, this information is provided in the HotSpot app for over 10 cities and universities, with more coming online each month.</p> <p>Since drivers have a much better idea of where they are heading for parking, they are not necessarily cruising or circling the block looking for available parking. It is estimated that up to 30% of congestion in cities is due to circling or cruising looking for parking, and CurbiQ and HotSpot are helping reduce this with the information provided to hundreds of thousands of people in these cities and universities.</p> <p>CurbiQ is acting as the systems integrator for the Performance Based Parking System project in Arlington County, which is a dynamic pricing project. All of the real-time parking from sensors (from our hardware partners, eleven-x) are being logged and tracked within CurbiQ and shown on our analysis dashboards and real-time maps. CurbiQ is tracking the revenue, number of sessions, and number of transactions from various sources, aggregating all onto one platform. Proposed price changes are also uploaded to the CurbiQ platform so that County staff can complete scenario analyses to decide which rate changes they want to proceed with. When parking pricing changes, CurbiQ is the engine that makes the change, as well as pushes out the pricing change to the respective parking payment technologies. Lastly, the impacts of these changes can be monitored to see how revenue and utilization was affected, which can help improve future change iterations and optimize curbside use and revenue.</p> <p>Additionally, CurbiQ and HotSpot have a custom solution to enhance business access and curb traffic, which is a stand-alone virtual commercial fleet management permitting system. This unique solution allows commercial loading clients to easily manage long term or daily permit-based parking options without the need for hang-tags, stickers, or other physical identifiers for vehicles. All vehicles can either be managed individually or by fleet operators for larger clients. Commercial clients are only required to sign up once and can self-manage their account. This solution combines the digital payment and permitting capabilities of HotSpot, with the curb management and digital inventory from CurbiQ.</p> <p>All of these partnerships and integrations, combined with CurbiQ's unique offering, allows dynamic pricing as the curb, as well as improved traffic flow and curbside management of traffic.</p> |
| 43 | Describe your ability to perform projects related to the USDOT Smart Grant Program. | <p>CurbiQ and Arcadis have the capabilities and the scalability to complete work related to the USDOT Smart Grant program. With offices all across North America, including every location where there was a Curbside Management 2022 SMART Grant recipient, CurbiQ possesses the ability to deploy swiftly to any of these locations. Moreover, CurbiQ has actively engaged with numerous SMART Grant recipients, participating in conversations that extend beyond general discussions to actively supporting the scoping and writing of grant applications. This involvement signifies a deep understanding of the SMART Grant topics and requirements. CurbiQ also has the solutions to lead work in several of the technology areas highlighted in the application, as highlighted below:</p> <ul style="list-style-type: none"> • Delivery/Logistics: CurbiQ can help cities plan designated loading space for commercial vehicles and also track their utilization of said spaces to improve freight operations at the curbside. CurbiQ can also help cities create APIs to share loading zone information directly to drivers, helping with their day-to-day trips and reduce cruising trying to find an available spot. • Systems Integration: as outlined in Question 80, CurbiQ has become an expert in systems integration, helping unify data and provide a central platform to cities for understanding everything curbside. This includes integrating curbside demand data, mobility data, and even other software and systems. • Sensors: as outlined in Question 83, although CurbiQ does not work directly with sensors, we can help integrate this data and provide dashboards for cities to better understand the information coming from these sensors and compare alongside other relevant info. <p>More generally, Arcadis was involved with several other successful grant applications such as Orange County Transportation Authority's Pilot Innovative Cloud- Based Transit Signal Priority, the Michigan Department of Transportation's Blue Water Bridge International Smart Freight Corridor, in Washington with the Whatcom Council of Governments for Cascade Gateway Advanced Border Information System (ABIS). Additionally, CurbiQ provided a letter of commitment for one of the cities for their curbside management SMART Grant upon their request. Arcadis, with CurbiQ at the helm, is well positioned to perform all of the curbside management USDOT SMART Grants, and even projects beyond the scope of just curbside management, showing our depth and breadth across the transportation and technology industries.</p> |

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| <p>44</p> | <p>Describe any technological advances that your proposed products or services offer.</p> | <p>Digital curbside management is already at the forefront of technology solutions being adopted from cities. Over the last few years, we have seen a huge increase for the demand in the curbside, and cities are now just starting to get on board with technology solutions to help combat and manage this demand. More and more RFPs are coming out to handle this type of work, including this RFP from Sourcewell. CurblQ was created five years ago, and we feel that we are now perfectly timed with the market to provide this solution to cities.</p> <p>Looking to the future, we continue to see curbside data being valuable, with more and more curbside users expecting to have access to curbside data (both inventory and demand) in any city or university/college we operate in. CurblQ also wants to continue to be at the forefront of this, by helping cities and campuses generate and maintain this curb data. We see a future where curb data is on every navigation app to help with the last mile of journeys, and every courier and Transportation Network Company (like Uber/Lyft) vehicle uses this information to streamline operations at the curb. This could even include Connected and Autonomous Vehicles opposed to human drivers. CurblQ actively encourages cities to embrace innovation and generate valuable curb data, contributing to the shaping of more efficient and intelligent cities in the future.</p> <p>A few other initiatives we have underway either internally or with clients in various levels of piloting, are outlined below:</p> <ul style="list-style-type: none"> • Sustainability Tracking: CurblQ is looking to allocate a sustainability value with the curbside and help cities track how their curbsides are becoming more sustainable through changing policies and in turn usage of the curb. • Curbside Reservation: CurblQ is working with their Arcadis companion product HotSpot Parking to provide reservable space at the curbside to help drivers find loading/delivery space at the curb for a premium price. This will look to be a new revenue source for cities while also reduce circling for parking or loading. • Charging for More Curb Uses: as cities look for different revenue streams and the curbside increases in demand, CurblQ is helping cities charge for different usages of the curb to make sure everyone is paying their fair share to use the curbside. • Connected and Autonomous Vehicles (CAVs): With CurblQ's patent for Methods and Systems for Automatic Generation and Distribution of Curbside Map Data, the intention is to provide this generated curbside inventory data to a fleet of CAVs in the future. The curbside inventory data that CurblQ generates would form part of the decision-making process for CAVs. We believe CurblQ is future-ready with our data and our patent, and CAVs are the perfect link to highlight how CurblQ is leading technology advancements at the curbside. |
| <p>45</p> | <p>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> | <p>CurblQ, born from the vision to improve urban mobility and alleviate curbside congestion, exemplifies Arcadis's commitment to smart and more sustainable urban development. On a global scale, Arcadis aspires to make a substantial, measurable, and positive contribution to sustainable development. Building on our 2021-2023 "Maximizing Impact strategy, on November 16, 2023, Arcadis released our 2024-2026 strategy, "Accelerating a Planet Positive Future", with three strategic focus areas: sustainable project choices, digital + human innovation, and powered by or people. Arcadis is unwavering in its dedication to sustainability, tackling global challenges through a myriad of targeted initiatives. By integrating green practices and collaborating with international organizations, we strive to create a better, more sustainable future for all.</p> <p>Detailed below are a number of our key sustainability and green initiatives. For more detailed information, please visit our Sustainability page at https://www.arcadis.com/en/about-us/sustainability.</p> <p>Emission Reduction and Reporting Since 2010, Arcadis has consistently reported global emissions and energy consumption using the Greenhouse Gas (GHG) protocol. Led by our Global Impact and Systems Lead, this initiative is monitored through our Global Environmental Management System Standard (EMSS). The flexibility provided by this standard allows each region to tailor its roadmap towards set targets and environmental impact reduction. All regions, however, consistently report progress using the Global Standard, with metrics deemed "material" to our environmental impact. Metrics are compiled globally and summarized in the Annual Integrated Report, with additional details publicly disclosed via the Carbon Disclosure Project (CDP). Notably, 68% of Arcadis Operating Companies currently run a certified ISO 14001 Environmental Management System (EMS).</p> <p>Corporate and Social Responsibility (CSR) Arcadis is committed to conducting business with a focus on Corporate and Social Responsibility (CSR). Recognizing our role as a service provider, we actively encourage clients to incorporate sustainability principles into project design and procurement. Our global integrated management system includes a certified ISO 14001:2015 EMS, comprising an Environmental Policy, Manual, Action Plan, and staff training. An active Environmental Review Team, facilitated by a dedicated Office Environmental Manager, ensures ongoing consultation and communication.</p> <p>Net Zero Target</p> |

In a significant move, Arcadis announced its commitment to achieve net-zero gas emissions in 2035 within its global operations. This aligns with the 2024 three-year strategy (attached as Line Item 45 Arcadis 2024-2026 Strategy Presentation.pdf), reinforcing sustainability at the core of client solutions, business operations, and communities. The commitment involves reducing scope 1, 2, and 3 emissions in line with the Science Based Targets initiative supporting the Paris Agreement.

Additional information on the specific targets are included here:

<https://www.arcadis.com/en/news/global/2021/9/2300181-arcadis-commits-to-achieving-net-zero-across-its-global-operations-by-2035>

The climate goals/targets have been accredited by the external expert, Science-Based Targets initiative (SBTi) as being Paris-goals aligned.

To fulfill our Net Zero goal, Arcadis has taken steps to reduce electricity-related emissions. We've purchased green electricity certificates (iRECs & GOs) for all offices without direct green electricity contracts, covering 100% of office electricity consumption. Notably, certificates also cover the electricity consumption of our electric company-owned/leased vehicles, electric private vehicles used for business travel, and electricity for working from home (workstations + lighting), as well as employee commuting with electric vehicles.

Biodiversity Impact Targets

In support of the Global Goal for Nature

(https://www.nature.org/content/dam/tnc/nature/en/documents/NaturePositive_GlobalGoalCEO.pdf), Arcadis is actively working to enhance the real-time biodiversity impact of our operations by 2030 and compensate for historical impacts before 2050. An assessment of all our office locations worldwide has led to the submission of biodiversity impact targets to the Science Based Targets for Nature (SBTN) (<https://sciencebasedtargetsnetwork.org/how-it-works/the-first-science-based-targets-for-nature/>) for approval. These targets include preventing net biodiversity loss and achieving a 10% biodiversity net gain by 2030 for Arcadis sites with over 20% open area.

Shelter Program

The Arcadis Shelter program, in collaboration with UN-Habitat, addresses the urgent sustainability challenge of urbanization. Since 2010, over 2,200 Arcadians have participated in more than 100 Shelter missions across 31 countries, improving living conditions for vulnerable populations globally.

The Shelter program comprises three main activities:

1. Shelter Missions: Arcadians participate in missions supporting specific UN-Habitat goals, providing knowledge, training, capacity building, and technical support.
2. Shelter Academy: An annual week-long program where local officials create implementation and action plans for climate adaptation and mitigation, facilitated by Arcadis experts.
3. Shelter Workshops and Events: Various workshops are organized, including internal sessions for staff introduction, and participation in Urban Thinkers Campuses (UTCs) under UN-Habitat's World Urban Campaign. In 2022, Arcadis hosted UTCs on Coastal Resilience in Urban Systems and Urban Mobility.

Learn more about the Shelter Program at <https://www.arcadis.com/en/about-us/sustainability/shelter-program>.

World Business Council for Sustainable Development

Arcadis proudly participates in the WBCSD, a CEO-led organization accelerating the transition to a sustainable world. Our engagement includes the Sustainable Mobility Management workstream, where we collaborate globally to create solutions for urban mobility systems. Within the Future of the Built Environment program, we focus on reducing construction impacts and developing environmentally friendly buildings. Our contributions extend to the Corporate Mobility Pact for Cities, working to develop sustainable urban mobility networks.

The 50 Liter Home Coalition

Recognizing the increasing scarcity of fresh water, Arcadis collaborates with other companies in the 50 Liter Home Coalition. This groundbreaking effort aims to innovate solutions, allowing a home to use only 50 liters of water per person while meeting residents' needs.

The UN Sustainable Development Goals

Our sustainability efforts are aligned with the United Nations Sustainable Development Goals (SDGs). These goals are designed to ensure development that meets people's needs without compromising the lives of future generations. Over the last five years we have oriented our business operations and disclosure practices around the SDGs. After engaging with a broad set of internal and external stakeholders, we have selected "focused impact" SDGs, where we can leverage our skills, expertise, and global scale to make an outsized, positive contribution to their achievement as well as three "specialized impact" SDGs, where we can also make a positive contribution (read more at <https://www.arcadis.com/en/about-us/sustainability/the-un-sustainable-development-goals>)

Sustainable Supply Chain

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| | | <p>In our quest to improve the quality of life, Arcadis recognizes the responsibility of establishing a sustainable supply chain. Guided by the Arcadis General Business Principles, Sustainability Policy, and Human Rights and Labor Policy, our Global Procurement Policy ensures ethical practices across all purchases of goods and services.</p> |
| 46 | <p>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> | <p>CurblQ was created with the vision of improving mobility and congestion at the curbside, and throughout cities. By digitizing curbside information, cities are using CurblQ to create efficiencies in transportation planning and operations, while the general public have access to information to help them make decisions about where to travel. This information helps reduce vehicle miles travelled, which in turn reduces CO2 emissions. Because CurblQ is distinct in that it can integrate all mobility information, such as bus stop location and real-time schedule, bike share location information and real-time availability, and scooters information, in addition to digital curbside information, it is helping drive decisions that reduce non-auto travel.</p> <p>We have several examples of how CurblQ is helping reduce congestion and greenhouse gases through its deployments and usage. CurblQ and its digital, real-time information has been integrated into the Arcadis parking solution, HotSpot Parking. This has been deployed in nearly 10 cities and universities across Canada, and is available to users of the app. What this means is that HotSpot users in these cities or universities can see how many vehicles have paid to park along various curb segments or parking lots. This is because CurblQ is analyzing real-time payment data from the app or from the parking meter payments, and providing them back into the HotSpot app or a website with an embedded CurblQ map. This means the public can understand where there is parking before they set out on their journey, and head straight to their desired parking spot. It is estimated that up to 30% of congestion in cities is due to circling or cruising looking for parking, and CurblQ and HotSpot are helping reduce this with the information provided to hundreds of thousands of people in these cities and universities.</p> <p>Another example is with the CurblQ project in Dublin, Ireland, as part of the SENATOR project which is part of a larger European Union study. The SENATOR project aims to create a new urban logistics model for enhancing the sustainability of cities by developing a smart network operator. In Ireland, the team is challenged with addressing traffic congestion and the inefficient use of loading bays and parking areas for commercial vehicles. The CurblQ solution is being used to create a digital curbside inventory in Dublin to support resource decision-making that can be integrated into the planning of the city's logistics operations and positively impact the city's progress towards a climate-neutral future through adaptations such as optimized deliveries and traffic mitigation. The Dublin project is part of a dual-city trial that is expected to be duplicated throughout the European Union. Once applied, the model is expected to decrease CO2 emissions by 10%. The pilot will increase awareness among the public (businesses and customers alike) regarding the environmental impact of delivery logistics in the city and the advantages of sustainable transport alternatives.</p> <p>As digital curbside information and awareness grows through opportunities such as Sourcewell, CurblQ will continue to help reduce congestion and greenhouse gas emissions through its various projects and tools.</p> |

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| 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. | <p>Sustainability Ratings and Recognitions In line with our Global Sustainability Policy, Arcadis measures, monitors, and communicates our sustainability performance in a manner that is transparent and responsive to the needs of our stakeholders. Our progress is reflected in several Environmental, Social and Governance (ESG) performance benchmarks, including Sustainalytics, CDP, MSCI, ISS and EcoVadis. We take a pro-active approach in disclosing our policies, programs, actions and results. We welcome feedback from these ESG rating agencies on our journey to continuously improve and maximize our positive impact to society, through the projects we undertake for our clients, in our own business operations and through the way we engage with people and communities.</p> <p>The table below shows the Arcadis scores for several key Environmental, Social, Governance (ESG)-related rating agencies from 2022</p> <p>Sustainalytics (www.sustainalytics.com/corporate-solutions/esg-solutions/esg-risk-ratings) Score: ESG Risk Rating 14 (lower ESG Risk Rating score means lower risk) Rank: Top 1% (1st place) in industry and top 4% all companies.</p> <p>EcoVadis (www.ecovadis.com/suppliers/) Score: Overall: 77 points (Platinum medal: www.arcadis.com/en/news/global/2022/7/2482358-ecovadis-upgrades-arcadis%E2%80%99-sustainability-rating-from-%E2%80%98gold%E2%80%99-to-%E2%80%98platinum%E2%80%99) Rank: Top 1% in industry and top 1% all companies.</p> <p>MSCI (www.msci.com/our-solutions/esg-investing/esg-ratings/) Score: AA Rank: Top 27% of the industry</p> <p>ISS ESG Corporate Rating (www.issgovernance.com/esg/ratings/corporate-rating/) Score: C+ ('Prime' status) Rank: Within top 10% (1st decile) of industry.</p> <p>CDP Climate Change Questionnaire (www.cdp.net/en/info/about-us) Score: A- Rank: Leadership Category</p> |
| 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. | Arcadis does not have any of the certifications. |
| 49 | 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>During the past several years, Arcadis and CurblQ have worked and continue to be involved in large-scale curb data collection and management technology projects across North America and are extremely well positioned to leverage this work and our understanding of the North American context to hit the ground running. The CurblQ team can bring forward best practices and lessons learned from our numerous previous data collection projects and create efficiencies to deliver on the core proposal goals. Some major items that set us apart from other solutions are outlined below, with more details on these items in the Technical Proposal, Section 2.2 Why Us.</p> <ol style="list-style-type: none"> 1. We Have Industry Leading Data Collection Methods 2. We Have Robust Software Solutions 3. We Are Data Integration Experts 4. We Are Data Sharing Experts 5. We Are in the Business of Sharing, not Owning Data 6. We Have Completed Curbside Management Strategies Before 7. We Can Leverage a Large, Global Team 8. We are People Focused, not just Tech Focused |

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 * |
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| 50 | Do your warranties cover all products, parts, and labor? | CurblQ's offerings primarily encompass software, consulting services, and data collection services, rendering traditional product warranties for physical components non-applicable. Instead, our focus is on the guaranteed performance, seamless operations, and ongoing maintenance of our software solutions. For more comprehensive details on our commitments, please refer to the responses in the Performance Standards or Guarantees section. |
| 51 | Do your warranties impose usage restrictions or other limitations that adversely affect coverage? | No, our warranties do not impose any usage restrictions or other limitations that adversely affect coverage. Our commitment to ensuring reliable and effective solutions extends without restrictive conditions. |
| 52 | Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs? | No, they do not (not applicable). |
| 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? | CurblQ is software-based, and we can provide services anywhere in North America. On site technicians are not required for maintenance purposes. As for data collection services, with Arcadis staff located across North America and the added ability to hire and train contract surveyors in any region, CurblQ can deploy data collection in any region of North America. |
| 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? | No third parties are being included as part of this proposal so their warranties are not applicable. On past projects where hardware companies were brought on as sub-contractors, their third party warranties were used as part of the service offering. |
| 55 | What are your proposed exchange and return programs and policies? | Since we offer software and services, and not physical products, we do not have an exchange and return program. |
| 56 | Describe any service contract options for the items included in your proposal. | Not applicable. Please refer to Table 9B: Performance Standards or Guarantees for details on performance and maintenance. |

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 * |
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| 57 | Describe any performance standards or guarantees that apply to your services | <p>CurblQ is committed to providing reliable and quality services to our clients and have never received a formal complaint or contract breach in all of our years of service. We stand by our software and if there are any bugs or issues, our maintenance and support team will address these in a timely manner. Each CurblQ platform has the functionality to report issues or bugs within the corresponding module. Every client is also provided with a CurblQ email that can be contacted to report any problems. In addition to our technical and email support, along with training and onboarding, we also focus on Feedback Collection and Monitoring with Analytics.</p> <p>For our public facing deployments, our hosting services shall be robust enough that the platform remains operational during times of extreme use, such as special events or holidays. For any project or deployment of CurblQ, the Team will put together a Service Level Agreement to ensure all requirements needed by a city are met. This SLA would include details on system availability, points of contact, bug responses, and bug severity matrices.</p> <p>More details on our customer support, maintenance, and guarantees are outlined in the Technical Proposal, Section 5.1, uploaded as CurblQ Technical Proposal.pdf</p> |

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| 58 | Describe any service standards or guarantees that apply to your services (policies, metrics, KPIs, etc.) | <p>In addition to the performance standards outlined above, some specific metrics for our level of service are outlined below:</p> <p>CurblQ Data Collection</p> <ul style="list-style-type: none"> • CurblQ's data collection methods are thorough with 99%+ of assets being captured with Curb-Level Surveying and 95%+ of assets being captured with Augmented Mobile Mapping. • Geo accuracy for collected curb data vary on the of the process being used. Curb-Level Surveying guarantees 90%+ of assets accurately located within 3 feet whereas Augmented Mobile Mapping guarantees 90%+ of assets accurately located within 1 vehicle space (~6 feet). These numbers can be increased with the use of Lidar at an additional cost. <p>CurblQ Platform</p> <ul style="list-style-type: none"> • In terms of performance, CurblQ maintains 99% uptime of our software, not including scheduled maintenance which can be scheduled outside standard working hours. • CurblQ shall provide response to trouble/alarm tickets with the ticket acknowledgement and initial status in one business day or less, 24 hours-per-day, 7 days-per-week, 365 days-per-year (24x7x365). <p>CurblQ Data APIs</p> <ul style="list-style-type: none"> • In terms of performance, CurblQ maintains 99% uptime of our APIs, not including scheduled maintenance which can be scheduled outside standard working hours. • Loading times of requests may depend on internet speeds, but all queries are guaranteed to be completed within 60 seconds or less unless specified otherwise. With regards to live data requests, queries will return data that is live within 5 minutes or less. This can be increased depending on a client's needs. |
| 59 | Describe how you will measure cost savings and/or performance improvements with the utilization of your solutions. | <p>The CurblQ platform is a central location for all curbside data and provides one spot for various users to make the most of this information – information which spans multiple departments and vendors. Depending on the project, CurblQ has used this data to calculate various metrics on cost savings and performance improvements for clients. While time and efficiency is often hard to measure, this is usually the most common value that clients note to us – they found their projects much more effective and having their data in one place versus multiple was a huge boon to them. Some examples from past work as well as other applications that can be accomplished are outlined below:</p> <ul style="list-style-type: none"> - Parking Revenues: the impact on revenues from increasing parking rates can be directly visualized on the CurblQ platform by seeing daily revenue summaries and comparing to historical days. Additionally, with a digital payment app (via HotSpot), cities generally recognize higher compliance to payment, as well as longer sessions from transactions. Furthermore, with CurblQ ingesting and analyzing the real-time payment data from HotSpot and displaying this information within the parking payment app, this also has been shown to incentivize payment compliance, increasing parking revenues and aiding with curbside performance. - Targeted Compliance: the ability to identify discrepancies between transactional occupancy and actual occupancy can happen on the CurblQ platform. This can then guide parking enforcement officers to have more targeted compliance checks and the success rate of checking compliance can be measured directly on CurblQ. HotSpot also has a digital license plate recognition module, which can scan license plates to confirm parking payment or permits, further driving efficiencies and time savings. - Digital Change Orders: the number of digital changes to the curb using CurblQ can be quickly summarized on the change management platform. This can be directly translated into time and costs savings compared to any previous, more manual processes cities used in the past. Furthermore, many contradicting changes are happening due to the various divisions and inherent silos at municipalities. By having CurblQ as the source of truth of the curb regulations across a city for all departments to access, this reduces errors and creates efficiencies. - Policy Changes: the impacts of various policy and design changes at the curbside, from implementing bike lanes, adding in loading zones, designing complete streets, or shifting paid parking spaces, can all be directly assessed in CurblQ by quantifying changes in usage and seeing the increased utilization of different curb designations. This quick analysis within CurblQ results in time saved compared to making lengthy field visits or drafting laborious CAD design plans. Additionally, CurblQ can digitize the work orders (for new signage or regulations) that cities produce, or could ingest their work orders, creating an entirely digital workflow for changes at the curbside. This can result in significant performance improvements across multiple departments at cities, all while keeping the records digital and all in one place. This also makes historical review possible, since the data is all digital in CurblQ, a unique differentiator that we offer. |

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| 60 | Describe how you use Curb Data Specification (CDS) and how you would further develop these standards in the future. | <p>By default, all curbside inventory data on the CurbiQ platform and APIs, and in turn the underlying architecture of the platform itself, are based off the Curb Data Specification (CDS) standard. Jacob Malleau, Product Manager at CurbiQ, has been part of the Steering Committee for CDS and led the implementation of this standard for CurbiQ. CurbiQ is also an Open Mobility Foundation member and takes part in the working group for both CDS and MDS.</p> <p>The CurbiQ team sees this data standard as a key component to helping make curb data more accessible to all users. Hence, CurbiQ is taking several steps to help further develop and grow these standards for the future. Firstly, sitting on the CDS Steering Committee enables the CurbiQ to speak on behalf of many of our clients to help grow specific features of the specification that would be useful for their curbside operations. An example of this is with curbside assets and objects. Several of CurbiQ clients have mentioned the need to relate curb regulation data to their assets along the curbside so that their curb management systems can more easily speak to the asset management software. CurbiQ has pushed for 'Curb Objects' to be an item added to the specification, now Jacob Malleau is leading the development of this feature to make it a reality. CurbiQ also promotes the use of the specification to cities and companies alike. Having convinced several cities on projects to use the spec as their standard forced several vendors to all abide by this format – the benefits of this are already being seen by easier data sharing and communication. This has been evident on several projects including our parking system in Arlington County that integrated across several sensor and payment companies, as well as our project in Dublin (where we've just begun to share our CDS API externally). Promoting different vendors and companies to speak the language makes everyone's work a lot easier while also making understanding and sharing curbside data easier for the City, a win-win for everyone.</p> <p>Having also been part of the working group for the creation of CurbLR, and also being a supporter of Alliance for Parking Data Standards (APDS), the CurbiQ team can also speak to other standards and help cities decide what is best for them. Because we have worked with all these standards, we have developed scripts to easily convert between them depending on the project and format needed. The CurbiQ team can ultimately deliver data in whatever data format that a city requests however, given industry trends the CurbiQ team recommends using CDS as more and more vendors are adopting it as a standard.</p> |
| 61 | Describe your experience with Mobility Data Specification (MDS), as well as how you use MDS to help improve agencies' transportation systems. | <p>With CurbiQ being part of the Open Mobility Foundation, at least one member of the team attends the MDS working group meetings on a biweekly basis to have an up to date understanding of MDS and where it is headed. The CurbiQ team has also worked with this data internally and have successfully used MDS feeds to display micromobility zones and status' on their visualization maps. CurbiQ is also looking to pull in historical MDS data to display on CurbiQ's analytic dashboards.</p> <p>More generally, Arcadis has unique experience and is intimately familiar with MDS and its future, having worked on the Mobility Data Specification Architectural Landscape for the Open Mobility Foundation (OMF) back in 2020. The OMF engaged Arcadis to lead a process developing an Architectural Landscape strategy and roadmap document for the Mobility Data Specification (MDS). The MDS Architectural Landscape served as a high-level product strategy, technological roadmap, and development process guideline for the MDS. As part of this effort, Arcadis conducted a background literature review, surveyed and interviewed MDS stakeholders to inform the Architectural Landscape document, wrote the initial draft of the document, and collaborated with OMF staff to revise and finalize the Architectural Landscape. This pioneering work, in addition to our steering committee role for CDS, provides us with a unique understanding and experience across both MDS and CDS data standards.</p> |

Table 10: Payment Terms and Financing Options

| Line Item | Question | Response * | |
|-----------|--|--|---|
| 62 | Describe your payment terms and accepted payment methods. | Our payment terms adhere to the industry-standard net 30 days. To facilitate the payment process, we accept EFT, wire, and checks as our preferred payment methods. | * |
| 63 | Describe any leasing or financing options available for use by educational or governmental entities. | <p>At present, our offerings do not include leasing options, given the nature of our services that do not involve hardware sales. While traditional leasing structures may not apply, we are committed to collaborating with our clients, particularly educational and governmental entities, to explore tailored financial solutions.</p> <p>Our subscription model stands as a flexible alternative, enabling clients to subscribe on a monthly, quarterly, or annual basis, aligning with their budgetary preferences. Additionally, we extend the option for multi-year subscriptions with associated discounts, showcasing our dedication to fostering long-term partnerships and accommodating diverse financial considerations.</p> | * |
| 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. | A sample Terms and Conditions document has been uploaded to the Sourcwell document section. While this is a sample, we are flexible to modify these terms in discussion with our clients to better fit their needs. Refer to file named Line Item 64 - CurblQ Terms and Conditions – Sample.doc | * |
| 65 | Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process? | No, we do not accept the P-card procurement and payment process. | * |

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 Sourcewell 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 Sourcewell discounted price) on all of the items that you want Sourcewell 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. | <p>CurblQ's pricing model for Sourcewell entities is designed to provide financial incentives as they add more CurblQ solutions and sign on for longer committed contracts. Using multiple CurblQ solutions is also how clients have been maximizing the value of CurblQ.</p> <p>A Statement of Work (SOW) must be developed with each potential customer to determine the precise scope required, as it will unlikely fit this proposal's scope perfectly, especially as they may wish to add hardware components from our partners. The size of the study area, the number of users/licenses, and other factors will impact the pricing and the potential savings and incentives.</p> <p>Please refer to the uploaded Pricing Proposal for our pricing model and specific details, in particular 1.2 Pricing Breakdown.</p> |
| 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. | CurblQ has provided a range of discounts. Please refer to the uploaded Pricing Proposal for specific details on this, in particular section 1.3 Discounts & Offers. |
| 68 | Describe any quantity or volume discounts or rebate programs that you offer. | CurblQ has provided a range of discounts. Please refer to the uploaded Pricing Proposal for specific details on this, in particular section 1.3 Discounts & Offers. |
| 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. | CurblQ has worked on and developed a variety on non-standard assignments and projects. For any items not listed on our price sheet that we may have to source, we will supply a quotation and statement of work for each item. |
| 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. | Travel costs and expenses, consulting services, and custom work are not included in our fees. Set up, training, and initial review (or inspection) of data in CurblQ are all included, and would be clarified in any initial statement of work. |
| 71 | If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program. | Given that the services outlined in this proposal are primarily software and data related, freight, shipping, and delivery costs are not applicable, as they do not involve physical products or tangible items that require transportation. |
| 72 | Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery. | Because the services being offered in this proposal are software and data related, freight and shipping costs are not applicable. |
| 73 | Describe any unique distribution and/or delivery methods or options offered in your proposal. | Considering the nature of the services presented in this proposal, which predominantly involve software and data-related offerings, our delivery methods center around digital channels. All solutions are delivered securely through digital means, ensuring the distribution of software services via secure credentials, and granting access to data through protected, cloud-based databases. See more details on the Technical Proposal in 7.2 Security. This approach not only optimizes efficiency but also maintains the highest standards of security in the digital delivery of our services. |

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. | Refer to attached pricing proposal for all line items and associated costs, uploaded as CurblQ Price Proposal.pdf |

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>Arcadis has extensive experience dealing with a variety of different contracts from on-call rosters to prime and sub consultant roles, and this Curbside Technology and Related Services contract will be met with the same standards. The CurbiQ team has dozens of ongoing contracts with Arcadis and has pulled in dedicated staff to handle contracts, payouts, and all financial details with projects. The same staff will be used on this Contract to make sure contracts are being complied with and remits are being paid.</p> <p>Arcadis is also ISO 9001:2015-compliant and has deployed its Quality Management System (QMS) across the firm. We are committed to QA and QC practices that support the standard certification which includes external and internal audits of our projects. The use of a formal QA and QC process has become the industry norm over the past decade and has been utilized on all our recent projects, making the process cost-effective for our clients and a natural part of the project delivery process for our staff. Our internal QA approach has been a key factor in achieving our ISO-9001 status. In fact, Arcadis has a step-by-step process to ensure effective quality management on all projects. This process will be utilized to track sales under this contract and this can be reported on a quarterly basis. This will also be complemented with detailed financial information from our Salesforce website.</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. | <p>Success for the CurbiQ team can be measured in a variety of ways:</p> <ol style="list-style-type: none"> 1. Client / customer satisfaction (more details below) 2. Progress against the contractual requirements and deliverables (measured Quarterly) 3. Number of new clients obtained through this contract. These values can be obtained via CurbiQ's Salesforce website. 4. Positive impact within the city implementing CurbiQ such as : <ol style="list-style-type: none"> a) Positive feedback from the users of CurbiQ – a feedback option is available in both the public and city facing platform b) Increase in paid curb usage, tracked via the CurbiQ platform c) Consistent or increased usage in CurbiQ's APIs to access curb data d) Increase in the number of curbside regulation changes to better reflect current demand – tracked via CurbiQ's platform <p>All the above metrics are currently being tracked and will continue to be tracked if this contract is awarded. To help formalize customer experience and satisfaction, the CurbiQ team has worked with Arcadis staff to create a CSAT (Customer Satisfaction Score) survey to be completed on a quarterly basis by clients. These surveys have been used across multiple Arcadis products and customized based on specific product use cases. The CSAT surveys include a variety of topics including asking about ease of use, meeting business needs, differentiation from the marketplace, quality of delivery, speed of service, and overall product satisfaction. These surveys are conducted on a half year basis.</p> |
| 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.) | <p>CurbiQ and Arcadis propose a 2% administration fee for net sales under the Sourcewell contract. We are providing a fee that we feel may be on the higher end of a standard fee, but we see the high value in the Sourcewell program and its members. We understand that this is not an additional line-item fee. We also will pay this administrative fee promptly, within the terms of the Sourcewell contract.</p> |

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>In response to Sourcewell's requirements, our primary offering is CurblQ, a sophisticated curbside management software tool developed by Arcadis. CurblQ is a comprehensive solution that empowers cities to gain insights into parking and curbside regulations fostering transparency, flexibility, and efficiency.</p> <p>CurblQ consists of a variety of tools that provide curbside data collection, visualization, management, and analysis, which together provide considerable transparency, flexibility, and efficiency to the entire parking process for municipalities and the general public. CurblQ acts as an agnostic parking and curbside integration solution, having integrated parking and mobility solutions all into one centralized platform, across a handful of cities and countries. While we have not created specific subcontracts with our wide range of partners, we can easily add them to our statements of work, and integrate would be seamless due to the existing relationships.</p> <p>Our suite of tools enables practitioners to visualize existing conditions, plan different curbside allocations, and assess the impacts of various scenarios, facilitating informed decision-making at the curbside. The overarching goal is to enhance productivity, promote underutilized spaces, reduce parking search time, and improve overall curbside convenience. Detailed information about CurblQ is available in the attached Technical Proposal.</p> <p>Additional Arcadis products and services have also been outlined in the attached Technical Proposal (and in Question 79) to address additional requirements. Leveraging our extensive range of products and services, we can precisely tailor solutions to meet the unique needs of our clients.</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>CurblQ can be broken up into three main components: Data Collection, the Software Platform, and Data Sharing & Integrations. A summary of these is defined below with more details in the attached Technical Proposal, Section 3 – CurblQ Solution Overview.</p> <ul style="list-style-type: none"> - CurblQ Data Collection: CurblQ has a collection of highly automated end-to-end curb regulation digitization process that enable the CurblQ Team to quickly collect curbside regulations for municipalities and create complete digital curb space inventories. We have a patent for Data Collection process in the US. - CurblQ Software Platform: CurblQ provides a robust platform for staff to complete all planning, reporting, and analysis they would want to do at the curbside. This includes a visualization map (for both cities and the public), change management interface, and analytics dashboards to make the most of curb data and modernize curbside management practices. - CurblQ Data Sharing & Integrations: The CurblQ team has a set of standardized processes to integrate data sources and third-party software into the CurblQ platform. This has been completed across various projects with dozens of different vendors and software. CurblQ has also create APIs to share data externally and allow curbside users to connect to CurblQ's curbside data and integrate it into their own applications and mobility platforms for their benefit. <p>As mentioned, Arcadis has also a series of additional products and services that are relevant to this proposal and have had pricing and details included. These are summarized below:</p> <ul style="list-style-type: none"> - Arcadis Consulting and Implementation Services: Arcadis brings an outstanding portfolio of work in the Intelligence Transportation Systems (ITS) space, with our expertise covering design and delivery of ITS projects, technology reviews, connected and autonomous vehicles, preliminary and detailed design studies, system integration and management, new equipment implementation, testing, and evaluation, project definition, cost and feasibility analysis, contract administrative services, and procurement services. - HotSpot Parking: HotSpot Parking is a product started in 2013 with the goal of solving parking issues through technology to would meet the needs of mid-sized municipalities and its citizens. Over a decade later, HotSpot has developed a full suite of mobility products in partnership with 70+ clients including Municipalities, Airports, Hospitals, Universities and Private Operators. HotSpot is a leader in the pay-by-phone parking applications market with an innovative solution that has put it consistently in the top 10 of Apple App store navigational applications in Canada. They are continuously growing to service residents and non-residents, through its single platform and Fast Tap Signage that requires no application download, coupled with 24/7 bilingual customer support. <p>Between the products and services listed above, all products and services highlighted in the Sourcewell RFP can be met. The list of Curb Management Technologies and related services outlined in the RFP are listed below with the associated Arcadis solution noted beside it. These are explained in more detail with related relevant experience in the Technical Proposal, Section 4 Depth and Breadth of Offered Equipment Products and Services.</p> <ul style="list-style-type: none"> - Digitization of Inventory and Regulations, Including Creation of Sector or Citywide Digital Curb: CurblQ Data Collection - Sensors and Cameras, Including Installation Services: CurblQ Data Sharing & Integrations - Issue Application Programming Interfaces (APIs) and Build Services Around Them: CurblQ Software Platform, CurblQ Data Sharing & Integrations - Data, Software, and Hardware Implementation, Integration, and Management: CurblQ Software Platform, CurblQ Data Sharing & Integrations - Digitized Permit Systems, Including Dynamic Pricing: CurblQ Software Platform, HotSpot Parking - V2I Technology with Scalability: Arcadis Consulting and Implementation Services, CurblQ Data Sharing & Integrations - Intelligent Transportation Systems, such as Transit Signal Priority, Transportation System Controllers, and Digital Signage: Arcadis Consulting and Implementation Services, CurblQ Data Sharing & Integrations. |
|----|---|---|

| | | |
|----|---|---|
| 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>The CurblQ platform has been designed to be an easy-to-use platform to visualize, manage, and analyze curbside data. Over the course of our many client deployments, CurblQ has built out a robust system to meet various client needs including integrating multiple data sources and even software components. This has resulted in CurblQ becoming an expert at integrations work, with the CurblQ platform performing the role of “systems integrator” on many deployments. This has also led CurblQ to become a leader in data sharing with a comprehensive set of custom APIs to provide all this data back to third parties and the public. A breakdown of how these services can be thought of are outlined below. More details on this are also outlined in the Technical Proposal, Section 3.3 Data Sharing & Integrations.</p> <p>1. Data Integrations - Data Sources: CurblQ has integrated a wide range of data sources so that any and all relevant curb data could be visualized, compared, and analyzed on the CurblQ platform.</p> <p>a) Curbside Demand Data: an obvious complement to curbside inventory data, CurblQ has completed dozens of seamless connections of curbside demand data to provide a complete picture of curbside utilization. These demand sources include payment apps, parking meters, surveys, cameras, and sensors.</p> <p>b) Mobility Data: another complement to curbside information is mobility data, including location of transit stops, bike lanes, and micro mobility zones, as well as bicycle safety and speed data. Both the supply and demand elements of this data have been pulled in to visualize on the CurblQ platform.</p> <p>c) Other Transportation & Infrastructure Data: traffic incident data, speed limits, community safety zones, and special event data. Any type of geo reference data you can think of, CurblQ can integrate and visualize on the CurblQ platform.</p> <p>2. Data Integrations: Third Party Software: cities often have a wide range of legacy software they use for various tasks, from asset management to work orders to parking compliance. CurblQ has worked directly with this software to integrate their data and provide a central spot for staff to get the information and perform the tasks they need. CurblQ has even directly embedded software into their platform, to minimize the amount of software staff need to use.</p> <p>3. Data Sharing: CurblQ has created a robust set of custom APIs to share curbside data with third party users. This includes anyone from commercial vehicles trying to find the nearest available loading zone to bicyclists trying to find a bike share station or connected and autonomous vehicles looking to understand where they can or cannot park.</p> |
| 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>All the curb space data that is collected or managed throughout any project will belong to the client upon project completion. Unlike other companies in the market, Arcadis and CurblQ are not in the business of owning data. Instead, we aid in the collection and development of a standardized curb space inventory and provide the tools that will help the City better understand, manage, analyze, and share its curb space.</p> <p>CurblQ is members of various organizations that promote open and public data formats like Open Mobility Foundation and Alliance for Parking Data Standards, and outwardly promote the use of open standards to all their clients and partners.</p> <p>CurblQ has also designed their platform to be as accessible as possible and be able to integrate with various platforms. CurblQ is not designed to lock clients in unfairly and license them their data, but rather provide tools that make using curbside data easier and benefit other software by giving access to information they didn't have previously.</p> <p>All of CurblQ is built with security in mind, with the backing of Arcadis expertise to ensure all software meeting security requirements and data is held securely. More details on security and CurblQ's standards can be found in the Technical Proposal, Section 5.2 Security.</p> |

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>CurblQ has a series of processes to handle the collection and digitization of digital curb space inventories across entire cities. Together, these processes enable our staff to collect curb regulation data and convert it to a standardized inventory faster and in a more cost-effective manner than other curb regulation surveyors. These methods have also been validated through past projects and have been recognized in several notable reports, while also having an official patent for these processes in the USA. CurblQ leads the industry in providing comprehensive, space by space curbside data collection and digitization.</p> <p>See more in the CurblQ Technical Proposal, Section 4.1 Digitization of Inventory and Regulations, Including Creation of Sector or Citywide Digital Curb.</p> |
| 83 | Sensors and cameras, including installation services. | <input checked="" type="radio"/> Yes <input type="radio"/> No | <p>CurblQ does not deal directly with the installation of sensors and cameras, however the CurblQ team has integrated data from several different camera and sensor companies, and counts these companies as trusted partners, available for virtually any project. The CurblQ platform has visualized thousands of data points from cameras and sensors both in real time on the visualization platform and as historical aggregates on the analytics dashboards. Camera and sensor data can also be shared directly through CurblQ's APIs to get this utilization data out to third parties.</p> <p>A list of specific camera and sensor partners, as well as more details on CurblQ's solution on this solution are outlined in the CurblQ Technical Proposal, Section 4.2 Sensors and Cameras, Including Installation Services.</p> |
| 84 | <p>Issue application programming interfaces (APIs) and build services around them:</p> <ul style="list-style-type: none"> i. Historical and/or real-time monitoring and performance reporting; ii. Curb availability (parking, loading, etc.), reservations, and driving directions; iii. Predictive modeling. | <input checked="" type="radio"/> Yes <input type="radio"/> No | <p>CurblQ leads the industry on providing comprehensive data sharing tools for curbside and parking data, including their customized set of Curb Data APIs to share curbside data both historically and in real time. The CurblQ platform is built off this data and provides a full suite of software to make the most of this, but CurblQ's APIs allow other companies and developers to build services around this data as well.</p> <p>More details on how CurblQ shares data are outlined in the CurblQ Technical Proposal, Section 4.3 Issue Application Programming Interfaces (APIs) and Build Services Around Them.</p> |

| | | | |
|----|---|---|--|
| 85 | <p>Data, software, and hardware implementation, integration, and management;</p> <ul style="list-style-type: none"> i. Internal and external integration; ii. Integration of old data and collection of new data; iii. Data warehousing. | <p><input checked="" type="radio"/> Yes <input type="radio"/> No</p> | <p>At the heart of CurblQ is the CurblQ Software Platform which is a complete end-to-end software solution, providing visualization, management, and analytics of curbside data to optimize curbside management in cities. CurblQ has built this software using a team of industry experts and has pulled from Arcadis' vast team of product specialists to provide robust security, support, and maintenance. This software has and can integrate with other legacy software in cities, integrate an exhaustive list of data sources, and can act as the central storage and platform for all data related to the curbside.</p> <p>More details on how the CurblQ platform works and some different deployment examples can be seen in the CurblQ Technical Proposal, Section 4.4 Data, Software, and Hardware Implementation, Integration, and Management.</p> |
| 86 | Digitized permit systems, including dynamic pricing. | <p><input checked="" type="radio"/> Yes <input type="radio"/> No</p> | <p>CurblQ has the ability to pull in digitized permit data and provide access to digital permit purchases through their map and integrations with our Arcadis companion product HotSpot Parking. HotSpot Parking provides complete digital payments and permitting options, and is renowned for their digital first approach when it comes to parking and payments. This combined effort has also led to CurblQ getting involved with dynamic pricing, by providing tools to make informed decisions on optimize parking rates in high demand areas.</p> <p>See more details on these solutions in the CurblQ Technical Proposal, Section 4.5 Digitized Permit Systems, Including Dynamic Pricing.</p> |

| | | | |
|----|--|--|---|
| 87 | V2I technology with scalability. | <input checked="" type="radio"/> Yes <input type="radio"/> No | <p>CurblQ has set up their platform such that it is ready to share curbside regulation and utilization data with curbside users included vehicles operating at the curb. CurblQ's APIs can be used to direct a vehicle to the nearest available space opposed to aimlessly driving around trying to find a spot, optimizing the last mile of every journey.</p> <p>More generally, the Arcadis team has extensive experience in V2I Technology both on the consulting side and product solutions. This includes: field assessment, equipment procurement, system upgrades and integration, testing, data analysis, operations and maintenance, system performance and assessment, and public outreach. All these aspects have been built off of teams of experts that come from an engineering and design background with industry expertise.</p> <p>Some examples of this experience can be seen in the CurblQ Technical Proposal, Section 4.6 V2I Technology with Scalability.</p> |
| 88 | Intelligent transportation systems, such as transit signal priority, transportation system controllers, and digital signage. | <input checked="" type="radio"/> Yes <input type="radio"/> No | <p>CurblQ's APIs were specifically designed for providing more access to third party mobility software and service. Intelligent Transportation Systems (ITS) having access to queried curbside regulation and occupancy data in real time can help streamline operations. CurblQ has the capabilities and data to pilot and implement these types of technology solutions to improve transportation systems in cities.</p> <p>More generally, Arcadis brings an outstanding portfolio of work in the Intelligence Transportation Systems (ITS) space, with our expertise covering design and delivery of ITS projects, technology reviews, preliminary and detailed design studies, system integration and management, new equipment implementation, testing, and evaluation, project definition, cost and feasibility analysis, contract administrative services, and procurement services. Our ITS products are currently deployed widely throughout the United States and Canada, with additional deployments in Mexico, the United Kingdom, Greece, India, and South Africa.</p> <p>Some examples of this experience can be seen in the CurblQ Technical Proposal, Section 4.7 Intelligent Transportation Systems, such as Transit Signal Priority, Transportation System Controllers, and Digital Signage.</p> |

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

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](#) - CurblQ Pricing Proposal RFP 120423.pdf - Monday December 04, 2023 11:28:27
 - [Financial Strength and Stability](#) - Line Item 12 - Arcadis Annual Integrated Report 2022.pdf - Monday December 04, 2023 11:23:03
 - [Marketing Plan/Samples](#) - CurblQ Marketing Plan and Brochure.zip - Monday December 04, 2023 12:12:41
 - WMBE/MBE/SBE or Related Certificates (optional)
 - Warranty Information (optional)
 - [Standard Transaction Document Samples](#) - Line Item 64 - CurblQ Terms and Conditions - SAMPLE.doc - Monday December 04, 2023 11:29:24
 - [Requested Exceptions](#) - CurblQ Exceptions to TermsConditionsSpecs Table.docx - Monday December 04, 2023 10:23:05
 - [Upload Additional Document](#) - CurblQ Technical Proposal and Referenced Attachments.zip - Monday December 04, 2023 12:20:38

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. - Peter Richards, Product Director, CurblQ AND Jeff Koehn, Principal, Sr. Practice Lead, Transportation Engineering, ., Arcadis Professional Services (USA) Inc.

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