Sourcewell

MASTER AGREEMENT #030425
CATEGORY: Public Safety Software
SUPPLIER: VIDIZMO LLC

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and VIDIZMO LLC, 1775 Tysons Blvd, Tysons, VA 22102 (Supplier).

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

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

Article 1:
General Terms

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

1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.

2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.

3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.

4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

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

5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on July 17, 2029, unless it is cancelled or extended as defined in this Agreement.

   a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.

   b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.

6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.

7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in Solicitation #030425, Category 2. Public Safety Response – Agency Operations, to Participating Entities. In-scope solutions include:

   a) Category 2. Public Safety Response – Agency Operations, including but not limited to:
      i)   Pre-incident planning software, such as:
         (1) Fire prevention related inspections and enforcement;
         (2) Operational management (scheduling, training, compliance, etc.); and
         (3) Data analytics to inform staffing, deployment, station location, budget, and other management decisions.
      ii)   Incident/post-incident software, such as:
         (1) CAD, RMS for law enforcement, fire, and EMS;
         (2) Electronic Patient Care Reporting (ePCR) and data transfer to hospitals;
         (3) Digital and physical evidence management;
         (4) E-citation systems; and
         (5) Law enforcement case management

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

8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.

9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.

11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.

12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) **Supplier Representations:**

   i)   **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.

   ii)   **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.

   iii)   **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

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

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

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

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

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

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

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

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

ix)   **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

x)   **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

xi)   **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

xii)   **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

xiii)   **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

xiv)   **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

xv)   **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi)   **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

xvii)   **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related

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

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

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

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

Article 2:
Sourcewell and Supplier Obligations

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

1) **Authorized Sellers**. Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.

2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
   - Identify the applicable Sourcewell Agreement number;
   - Clearly specify the requested change;
   - Provide sufficient detail to justify the requested change;
   - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
   - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

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

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

   Sourcewell's Authorized Representative is its Chief Procurement Officer.

4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.

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

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

If collected by Supplier, the Report may include the following fields as available:
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.

8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.

12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.

13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.

14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.

16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.

17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

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

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

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

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

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

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

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

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

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

a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
   - $1,500,000 each occurrence Bodily Injury and Property Damage
   - $1,500,000 Personal and Advertising Injury
   - $2,000,000 aggregate for products liability-completed operations
   - $2,000,000 general aggregate

b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

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

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

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

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Article 3:
Supplier Obligations to Participating Entities

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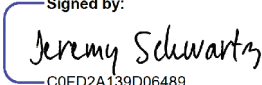
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.
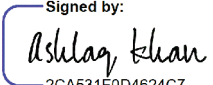
1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.

2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Supplier's **Software Subscription License Agreement (SSLA)**, including but not limited to terms related to software usage, licensing, subscription, and intellectual property rights, may be incorporated into the transaction documentation as applicable Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.

7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.

8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell	VIDIZMO LLC
Signed by: *Jeremy Schwartz*	Signed by: *Akhlaq Khan*
By: _____C0FD2A139D06489..._____	By: _____2CA531F0D4624C7..._____
Jeremy Schwartz	Akhlaq Khan
Title: Chief Procurement Officer	Title: Corporate Vice President of Product & Services Delivery
Date: _____7/15/2025 | 12:02 PM CDT_____	Date: _____7/15/2025 | 9:07 AM CDT_____

RFP 030425 - Public Safety Software

Vendor Details

Company Name:	VIDIZMO LLC
Address:	1775 TYSONS BLVD FL 5
	Tysons, Virginia 22102-4285
Contact:	Laiba Rehman
Email:	rfp@vidizmo.com
Phone:	571-969-2180
Fax:	571-408-9272
HST#:	94-3489335

Submission Details

Created On:	Wednesday January 22, 2025 05:25:56
Submitted On:	Tuesday March 04, 2025 10:48:21
Submitted By:	Laiba Rehman
Email:	rfp@vidizmo.com
Transaction #:	b10265f2-f8b4-4445-84e9-6fc5fcf5a2ae
Submitter's IP Address:	147.243.99.115

Specifications

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

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

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

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	VIDIZMO LLC	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	VIDIZMO LLC is the primary and sole supplier of all solutions provided under this proposal. We are responsible for the overall management, development, implementation, and support of the solutions, including VIDIZMO DEMS (Digital Evidence Management System), VIDIZMO Redactor & VIDIZMO EnterpriseTube. While VIDIZMO LLC will handle the core delivery of these solutions, we may engage authorized partners for specific tasks such as implementation and support. These partners may assist with specific implementation tasks as part of the delivery, and post deployment support and maintenance, but VIDIZMO LLC will be the main Point of Contact and responsible for the overall solution delivery and performance of the contract. As such, VIDIZMO LLC will be the sole entity executing the master agreement with Sourcewell, ensuring that all requirements are met and that the solutions are delivered in line with VIDIZMO's standards.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE Code: 7RKY4 SAM Unique Entity ID: M5C4LNY7F9C4	*
5	Provide your NAICS code applicable to Solutions proposed.	NAICS Code: 541511	
6	Proposer Physical Address:	1775 Tysons Blvd, Tysons, VA 22102, United States	*
7	Proposer website address (or addresses):	www.vidizmo.ai	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Name: Akhlaq Khan Title: Corporate Vice President of Product & Services Delivery Address: 1775 Tysons Blvd, Tysons, VA 22102, United States Email Address: akhlaq.khan@vidizmo.com rfp@vidizmo.com (CC) Phone: +1 703-474-5522	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Name: Laiba Rehman Title: Business Proposal Writing Executive Address: 1775 Tysons Blvd, Tysons, VA 22102, United States Email Address: laiba.rehman@vidizmo.com rfp@vidizmo.com (CC) Phone: +1 703 404-1300	*

| 10 | Proposer's other contacts for this proposal, if any (name, title, address, email address & phone): | Name: Hunain Akbar
Title: Partner Alliance Manager
Address: 1775 Tysons Blvd, Tysons, VA 22102, United States
Email Address: Hunain.akbar@vidizmo.com
Phone: +1 202 792 3847

Name: Umer Modi
Title: Sales Solution Specialist
Address: 1775 Tysons Blvd, Tysons, VA 22102, United States
Email Address: umer.modi@vidizmo.com
Phone: +1 202 792 2682

Name: Zain Khan
Title: Business Development Lead
Address: 1775 Tysons Blvd, Tysons, VA 22102, United States
Email Address: zain.khan@vidizmo.com
Phone: +1 202 792 2682 | * |

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

Line Item	Question	Response *	
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	Founded in 2009, VIDIZMO LLC is a U.S.-based leader in providing off-the-shelf AI-driven digital evidence management, redaction and video content management solutions. With over 20 years of experience in managing digital content and more than 8 years of applying AI technologies to video management, VIDIZMO specializes in delivering ready-to-deploy solutions tailored for public safety and government sectors. Our off-the-shelf solutions, such as DEMS (Digital Evidence Management System) and Redactor, require no customization and provide powerful, AI-driven capabilities that improve operational efficiency, ensure compliance, and streamline the management of digital content. VIDIZMO has been recognized as a Challenger in Gartner's Magic Quadrant and a Major Player in the IDC MarketScape, reinforcing our position as a trusted provider of scalable, reliable solutions. We have successfully deployed these off-the-shelf solutions for several public sector entities, including the US Department of State, Adams County Sheriff's Office, Department of Motor Vehicles (California), DuPage County Illinois Sheriff's Office, Georgia Attorney General's Office, Dallas County Texas, Missouri Department of Revenue, California Department of Corrections and Rehabilitation, Tennessee General Assembly, US Government Publishing Office and Baltimore Police Department. CORE VALUES At VIDIZMO, our core values define who we are and guide our services & products: 1. Innovation: We are committed to driving innovation by constantly evolving our AI-driven solutions. By integrating cutting-edge technologies such as Computer Vision, Audio Analysis, and Text Analysis, we strive to solve real-world challenges for our clients in the public safety and government sectors, improving their operational efficiency and data management. 2. Integrity: At VIDIZMO, we uphold the highest standards of data security, compliance, and ethical practices. Our solutions are designed with transparency and fairness, ensuring that our clients' data is always protected, and our processes are conducted with full accountability. 3. Customer-Centricity: We focus on understanding and addressing the specific needs of our clients. We believe in building strong, long-term relationships with our customers by providing exceptional service and continuously improving our products to meet evolving demands. 4. Excellence: We are committed to delivering high-quality solutions that exceed customer expectations. Whether it's our DEMS or Redactor solutions, we ensure that our products are scalable, reliable, and provide long-lasting value to our clients. 5. Collaboration: We value partnerships and teamwork, both internally and externally. VIDIZMO works closely with clients, partners, and stakeholders to develop and implement solutions that deliver real-world impact and contribute to the success of public safety operations	*

| 12 | What are your company's expectations in the event of an award? | In the event of an award, VIDIZMO's primary expectation is to foster a collaborative and long-lasting partnership with Sourcewell and serve business needs of its Participating Entities. Our goal is to empower these entities by providing ready-to-deploy, turn-key, scalable, and flexible AI-driven solutions that enhance operational management, streamline training and compliance, and optimize post-incident processes. With our robust, off-the-shelf solutions including VIDIZMO Digital Evidence Management System (DEMS), VIDIZMO Redactor, & VIDIZMO EnterpriseTube, we aim to elevate service delivery and drive innovation in public safety operations.

We anticipate that this contract will enable us to:

1.   Provide Ready-to-Use AI Powered Public Safety Solutions for Critical Operational Needs: VIDIZMO expects to deploy our proven, AI-powered solutions, such as VIDIZMO EnterpriseTube, Digital Evidence Management (DEMS), Redactor, and AI Transcription & Translation, to address core public safety challenges. These off-the-shelf solutions, designed specifically for public safety operations, will streamline post incident workflows, enhance training compliance, and support seamless data management. These solutions are already equipped with AI capabilities such as automated video redaction, real-time transcription, and data-driven decision-making, providing immediate value to Participating Entities.

2.   Support Efficient Post-Incident Management: With DEMS (Digital Evidence Management System) and Redactor, VIDIZMO will empower Participating Entities to manage, redact, and store digital evidence with ease and compliance. Our AI Transcription & Translation tool will further enhance post-incident reporting and accessibility by automatically transcribing and translating video/audio evidence into readable formats, helping agencies save valuable time and resources.

3.   Seamlessly Integrate AI into Existing Public Safety Systems: Our expectation is to become a trusted partner, helping Participating Entities integrate our AI-driven solutions with their existing public safety operations. With VIDIZMO EnterpriseTube, agencies can manage and distribute training materials while ensuring compliance with internal training protocols. We are committed to ensuring that these solutions work seamlessly with existing IT infrastructures, data sources, and operational workflows, enabling easy adoption without the need for costly, complex overhauls.

4.   Drive Continuous Improvement and Long-Term Value: VIDIZMO is committed to continually evolving our solutions to meet the ever-changing needs of public safety agencies. We will provide ongoing support, training, and updates to ensure Participating Entities can leverage the latest AI advancements. Our professional services team will collaborate closely with each agency to gather feedback, implement enhancements, and provide the most effective OTB solutions through software updates, ensuring regulatory compliance and operational success over time.

5.   Gain Insight and Guidance for Public Sector Procurement: As a strategic partner, VIDIZMO looks forward to gaining valuable insights from Sourcewell on procurement best practices and cooperative purchasing models. This guidance will ensure that our offerings, delivery strategies, and processes align with public sector procurement standards, helping us maintain compliance and smooth engagements with Participating Entities. |

| 12 | What are your company's expectations in the event of an award? | In the event of an award, VIDIZMO's primary expectation is to foster a collaborative and long-lasting partnership with Sourcewell and serve business needs of its Participating Entities. Our goal is to empower these entities by providing ready-to-deploy, turn-key, scalable, and flexible AI-driven solutions that enhance operational |

| 13 | Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. | VIDIZMO, LLC has been operating as a business entity for 15+ years and is committed to being a reliable and financially stable partner for Sourcewell and its Participating Entities. Our financial strength is reflected in the findings from our Dun & Bradstreet (D&B) report, which underscores our financial discipline, creditworthiness, and low-risk profile. Below are key highlights from the report:

KEY FINANCIAL METRICS:

1.   PAYDEX® Score of 80: According to the D&B report, VIDIZMO holds a PAYDEX® Score of 80, indicating consistent and timely payments to our suppliers and partners. This rating aligns with our strong cash flow management and commitment to maintaining good relationships with our stakeholders.

2.   Low Probability of Financial Distress: The D&B Failure Score assigns VIDIZMO a rating of 93 out of 100, indicating a low to moderate risk of severe financial stress or failure. The probability of failure over the next 12 months is a minimal 0.06%, which is substantially below the industry average of 0.48%. This score reflects our sound financial planning and resilience in a dynamic market.

3.   Low Delinquency Risk: VIDIZMO has been assigned a Delinquency Score of 90 out of 100 by D&B, demonstrating a low to moderate risk of severely delinquent payments. The D&B report projects a probability of delinquency of only 1.59%, compared to the industry benchmark of 10.2%. This score highlights our financial discipline and commitment to honoring our obligations.

4.   Stable Business Condition: The D&B Viability Rating Summary categorizes VIDIZMO in a low-risk segment, indicating a high likelihood of continued operations and low potential for severely delinquent payments over the next 12 months. This reflects our strong foundation and strategic growth.

Additional Highlights:

1.   No Negative Legal Events: The D&B report shows that VIDIZMO has a clean record with no bankruptcies, liens, suits, or judgments filed against the company. This reinforces our commitment to ethical and financially sound business practices.

2.   Strong Financial Recommendations: D&B's maximum credit recommendation for VIDIZMO stands at $7,500 based on our low probability of severe delinquency. This demonstrates our ability to effectively manage credit and maintain financial stability.

3.   Longstanding Market Presence: VIDIZMO has been in operation for over 14 years, with a consistent and growing presence in the market. Our experience and commitment to innovation have allowed us to build a sustainable business model that is well-aligned with the needs of public sector clients.

In summary, the findings from our Dun & Bradstreet report provide clear evidence of VIDIZMO's financial strength, low-risk profile, and disciplined financial management. We are confident in our ability to fulfill the contract with Sourcewell and its Participating Entities, delivering scalable AI-driven solutions with reliability and financial stability.

Supporting Document: Please refer to the attached Dun & Bradstreet report (VIDIZMO Duns & Bradstreet Report) for further details on our financial metrics and risk assessment. | * |
| 14 | What is your US market share for the Solutions that you are proposing? | VIDIZMO has a strong presence in the U.S. market, with approximately 80% of our customers based in the United States, reflecting our extensive adoption across public safety agencies, government entities, and corporate sectors. | * |

15	What is your Canadian market share for the Solutions that you are proposing?	While VIDIZMO currently does not have any active customers or market share in Canada, we are not limited by region and can seamlessly provide all products, services, and support to all provinces and territories across Canada.	*
		Our software is highly flexible and can be deployed in multiple configurations to meet the diverse needs of Sourcewell's Participating Entities in Canada, including:	
		1. Private Cloud Deployment 2. On-Premises Deployment 3. Software as a Service (SaaS)	
		Our deployment flexibility ensures that Participating Entities can choose the most suitable infrastructure for their operational, security, and compliance requirements, without being limited by geographic or regional constraints. VIDIZMO is fully compatible with leading cloud platforms, enabling deployment in Microsoft Azure and Amazon Web Services (AWS) data centers across Canada.	
		VIDIZMO provides end-to-end support and professional services to ensure seamless deployment, integration, and operational efficiency for Participating Entities in Canada. VIDIZMO also delivers ongoing technical support and maintenance, including 24/7 technical assistance to resolve issues promptly, proactive monitoring and maintenance for optimal system performance and security, and automated updates to provide the latest features, enhancements, and security patches. All our services are conducted remotely, ensuring operational efficiency and convenience; however, if on-ground support is required, we collaborate with trusted local partners capable of delivering on-site services, ensuring a seamless experience for all Participating Entities across Canada.	
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	VIDIZMO LLC has no current or completed bankruptcy proceedings involving our company or any included Responsible Party within the past seven years.	*

| 17 | How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).
a)   If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?
b)   If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party? | Option B is applicable to VIDIZMO.

1.   VIDIZMO AS A SERVICE PROVIDER & MANUFACTURER

VIDIZMO is best described as both a service provider and manufacturer of AI-driven digital evidence management, redaction & video content management solutions. We are the manufacturer of all our solutions, which we design, develop, and deploy using in-house resources. Our comprehensive off-the-shelf solutions, including DEMS (Digital Evidence Management System), are created entirely within our company and do not require any third-party manufacturers. As a service provider, we offer full-service support and deployment, ensuring that our clients can seamlessly integrate our solutions into their operations.

2.   RELATIONSHIP WITH SALES AND SERVICE FORCE

VIDIZMO's sales and service force consists primarily of in-house staff who handle all aspects of customer engagement, from initial consultations to post-sales support. Our sales team is responsible for understanding the unique needs of each client and guiding them in selecting and deploying the appropriate VIDIZMO solutions. This team works closely with our internal solution architects, developers, and support teams to ensure that every product or service we offer is delivered efficiently and effectively.

3.   SALES AND SERVICE DELIVERY APPROACH

Since VIDIZMO is the manufacturer of our products, we directly oversee the entire sales and delivery process—from demonstrations, providing quotations, responding to RFPs/RFIs/RFQs, design, development, and deployment of our solutions to the ongoing support and maintenance. All DEMS and Redactor solutions are developed and managed in-house, ensuring that we maintain full control over the product lifecycle. This enables us to provide a high standard of quality, as well as rapid updates and improvements to our solutions.

Although the majority of the work is handled by VIDIZMO's internal team, we occasionally collaborate with a network of authorized resellers and system integrators. These partners may assist with localized services, such as installation, training, or regional customer support, depending on the scope and geographical requirements of the project. However, any additional services from third-party resellers or system integrators are strictly non-customized and only for deployment and support, with VIDIZMO retaining full responsibility for product functionality, quality, and overall solution delivery.

4.   COLLABORATIVE SALES AND SERVICE MODEL

Our authorized resellers and partners extend our reach by providing localized support and assisting with product deployment when necessary. While these partners are responsible for selling and implementing our off-the-shelf solutions, they do not customize or alter the products in any way. We ensure that these resellers are fully trained and equipped with the necessary tools and knowledge to support VIDIZMO's solutions. | * |
| 17 | | Option B is applicable to VIDIZMO. | |

| 18 | If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP. | VIDIZMO is a registered business in the state of Virginia, USA, and holds all the necessary legal registrations and business licenses required to operate and offer our products and services across the country. As a software provider of off-the-shelf solutions, we do not require additional industry-specific certifications to deliver our solutions, such as DEMS (Digital Evidence Management System) or Redactor, to public safety agencies and other government entities.

STATE REGISTRATIONS & CERTIFICATIONS

VIDIZMO LLC is a legally registered business entity in Virginia, New Hampshire, and Georgia and holds the following certifications and registrations:

1.   Virginia: VIDIZMO LLC holds a Business, Professional, and Occupational License (BPOL) in Virginia.
2.   VIDIZMO LLC is Small, Women-owned, and Minority-owned Business (SWaM) certified by the Commonwealth of Virginia.
3.   New Hampshire: VIDIZMO LLC holds a Certificate of Good Standing from the State of New Hampshire.
4.   Georgia: VIDIZMO LLC is registered for sales tax purposes in the State of Georgia.

Federal Certifications & Registrations

1.   GSA Schedule Contractor: VIDIZMO LLC is an authorized GSA Schedule Contractor, allowing us to provide solutions to U.S. government agencies through the General Services Administration (GSA).
2.   System for Award Management (SAM.gov): VIDIZMO LLC is actively registered in SAM, enabling us to conduct business with the U.S. federal government.

Additionally, we engage only with trusted third parties and subcontractors, if any, who also comply with the legal and industry standards required to support our solutions. These subcontractors do not require additional certifications specific to the business activities contemplated by this RFP.

Importantly, Participating Entities do not need to hold any additional business licenses or certifications in order to use VIDIZMO's products and services. Our solutions are ready to deploy with no further regulatory hurdles required on their part.
If any Participating Entity has additional security, compliance, or certification requirements specific to their needs, VIDIZMO is fully committed to working collaboratively with them to understand their requirements and obtain any necessary certifications or registrations to meet those standards. | * |
| 19 | Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation. | VIDIZMO LLC and its Responsible Parties have had no current or past debarments or suspensions within the last seven years. We maintain a strong commitment to compliance, ethical business practices, and adhering to all regulatory standards | * |

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	VIDIZMO has been recognized by Gartner Inc., a leading global research and advisory firm, in its Magic Quadrant for its AI-powered Enterprise Video Content Management (EVCM). This recognition underscores VIDIZMO's capabilities in delivering AI-powered video content management solutions that drive innovation and efficiency for organizations. According to the report, Gartner defines Challengers as companies with a "defensible business position" that have "demonstrated a commitment to the market." As a recognized Challenger, VIDIZMO is actively expanding its vision for the future by investing in AI-driven capabilities such as automated video redaction, advanced content analytics, and intelligent transcription. This recognition emphasizes VIDIZMO's strategic focus on providing innovative solutions that empower organizations to harness the full potential of AI for managing and analyzing video content at scale. 1. RECOGNITION BY IDC MARKETSCAPE VIDIZMO has been recognized as a Major Player in the IDC MarketScape: Worldwide Digital Evidence Management Solutions for Law Enforcement 2020 Vendor Assessment. The IDC MarketScape employs a rigorous methodology to evaluate vendors, providing a comprehensive assessment of their competitive fit within the market. This recognition underscores VIDIZMO's strategic focus on leveraging artificial intelligence (AI) to deliver innovative digital evidence management solutions tailored to the needs of law enforcement agencies. 2. RECOGNITION BY FROST RADAR In the 2023 Frost Radar™ report for the global Enterprise Video Platforms (EVP) market, VIDIZMO stands out with its advanced AI-driven video analytics capabilities. These features empower organizations to monitor content performance, leverage intelligent video insights, and convert video data into actionable intelligence to measure and increase ROI. This innovative approach allows companies to make data-driven decisions and optimize their video strategies in areas like marketing, sales, and customer engagement. The report highlights VIDIZMO's opportunity to enhance and promote its AI-powered video analytics to attract customer segments interested in leveraging video for strategic marketing and sales initiatives. Additionally, VIDIZMO's interactive, video-based learning capabilities—enhanced by AI for personalized and engaging experiences—position the company to capitalize on opportunities in digital education and training. By continuously advancing its AI-driven solutions, VIDIZMO is well-positioned to expand its user base, foster customer loyalty, and sustain future growth. 3. VIDIZMO – A MICROSOFT SOLUTIONS PARTNER VIDIZMO has a strong and strategic relationship with Microsoft Azure, one of the leading cloud service providers globally. As a Microsoft Solutions Partner, VIDIZMO leverages the robust capabilities of the Azure platform to deliver AI-powered video content management and digital evidence management solutions. This partnership signifies VIDIZMO's proven expertise in deploying solutions on Azure, utilizing cutting-edge Azure services, and delivering reliable, scalable, and secure solutions to customers. VIDIZMO's designation as a Microsoft Solutions Partner highlights our deep integration with Azure's infrastructure and AI services. Additionally, through Microsoft's IP Co-Sell Program, VIDIZMO collaborates closely with Microsoft's sales channels and resources to promote and sell its AI-driven enterprise solutions to a broader range of customers.	*
21	What percentage of your sales are to the governmental sector in the past three years?	25% of our customers from the past 3 years are government customers.	*
22	What percentage of your sales are to the education sector in the past three years?	VIDIZMO does not primarily target the education sector; however, EnterpriseTube can be effectively used for training and learning services, supporting educational institutions and organizations in managing and delivering video content. While our core focus is on public safety, government, and enterprise clients, we are fully prepared to provide our solutions and services to the education sector as needed.	*

| 23 | List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years? | VIDIZMO has been prequalified for AI and innovation-related opportunities through various state-led initiatives, including the Georgia Technology Authority (GTA) Innovation Laboratory. VIDIZMO currently holds a contract with GTA that allows us to participate in AI-driven Proof-of-Concept (POC) engagements and emerging technology solutions for state agencies.

Moreover, VIDIZMO holds a GSA (General Services Administration) schedule contract which offers a Cooperative Purchasing Program that allows state and local governments to purchase IT, law enforcement, and security-related products and services from GSA Schedule contracts. Our GSA Contract Number is provided in the following response. In addition, VIDIZMO maintains a strong network of authorized distributors & government aggregators, such TD SYNNEX and Carahsoft, through which state agencies have procured VIDIZMO solutions via one of the following contracting vehicles; OMNIA, EUQALIS, NCPA, Ites, Texas DIR etc. Through these strategic partnerships, we are able to extend our reach and provide streamlined procurement options for Sourcewell's Participating Entities across different states. | * |
| 24 | List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years? | VIDIZMO's GSA Contract Number: GS35F432GA. Sharing sales volume requires an NDA as per our current policy. | * |

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Attorney General's Office, Georgia	Clark Rainer - Chief Information Officer	Office Number: +1 (404) 458-3243 Mobile Number: +1 (256) 980-0871	*
DuPage County Sheriff's Office, Illinois	Jason Snow - Information Technology Operations Manager	Office Number: 630-407-2072 Mobile Number: 630-234-9111	*
White & Case LLP	Everton McLean, Supervisor, Video Production	+1 (518) 330-6569	*

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

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
26	Sales force.	VIDIZMO has a dedicated teams supporting our sales, customer success, technical support, professional services, and research & development efforts. Our workforce is structured to effectively market, sell, and deliver off-the-shelf (OTB) solutions while ensuring a seamless customer experience for Sourcewell's Participating Entities. To achieve this, VIDIZMO has specialized teams focused on different aspects of the sales process, ensuring that each customer touchpoint— from awareness to procurement, onboarding, and long-term retention— is managed efficiently and effectively. 1. BUSINESS DEVELOPMENT TEAM - GENERATING LEADS & DRIVING OUTREACH VIDIZMO's Business Development Team plays a critical role in generating leads, identifying new sales opportunities, and driving outreach campaigns. This team is responsible for targeted prospecting efforts, leveraging email campaigns, cold outreach, industry events, and thought leadership content to engage law enforcement, public safety agencies, and government organizations. By proactively identifying potential customers and educating them on the benefits of VIDIZMO's OTB solutions, the Business Development Team ensures that our sales pipeline remains strong and that Sourcewell's Participating Entities have easy access to digital evidence management, redaction, and video content solutions that enhance operational efficiency. Their work directly supports revenue growth by increasing market awareness, generating inbound leads, and ensuring that potential customers are informed about the solutions available to them through the Sourcewell contract. 2. PARTNERSHIP TEAM - EXPANDING MARKET REACH & FACILITATING PROCUREMENT

VIDIZMO has a dedicated Partnership Team responsible for managing strategic alliances with technology partners, resellers, and procurement facilitators. Our partnerships with organizations like TD SYNNEX and Carahsoft ensure that VIDIZMO solutions are easily accessible through government-approved procurement channels, simplifying the purchasing process for Sourcewell's Participating Entities. Additionally, the Partnership Team works with cloud providers such Microsoft & AWS, integration partners, and technology vendors to enhance the compatibility and interoperability of our solutions, ensuring seamless deployment within existing IT ecosystems. These partnerships extend our market reach, reduce procurement barriers, and enhance solution delivery by leveraging the expertise and networks of established resellers and technology firms.

3. SALES & ACCOUNT MANAGEMENT TEAM – PERSONALIZED CONSULTATION & CUSTOMER ENGAGEMENT

Our Sales & Account Management Team consists of experienced Account Executives, Solution Specialists, and Sales Managers who engage directly with Sourcewell's Participating Entities to understand their specific needs, demonstrate our solutions, and guide them through the procurement process.
This team ensures that every customer receives:

•   Expert consultation on selecting the right deployment model (On-Premises, Private Cloud, or SaaS).
•   Guidance on integration capabilities, ensuring seamless connectivity with existing public safety systems like RMS, CAD, LEMS, and case management platforms.
•   A streamlined purchasing process, working alongside procurement teams to facilitate contract approvals and compliance reviews.

By providing a personalized, consultative approach, the Sales & Account Management Team ensures that agencies receive the right solution for their needs while making the procurement process as smooth and efficient as possible.
VIDIZMO's Customer Success Team is dedicated to ensuring successful deployment, adoption, and ongoing support for Sourcewell's Participating Entities.

Their role is to:
•   Facilitate onboarding & training to ensure customers can fully utilize VIDIZMO solutions.
•   Provide ongoing support & troubleshooting to address technical or operational challenges.
•   Drive customer engagement & retention by continuously identifying ways to enhance value and optimize solution usage.

By working closely with customers post-deployment, the Customer Success Team ensures that agencies maximize the benefits of their investment, leading to higher retention rates, improved operational efficiency, and long-term customer satisfaction.

4. MARKETING STRATEGY – DRIVING AWARENESS & SUPPORTING SALES GROWTH
VIDIZMO's Marketing Strategy is designed to drive brand awareness, generate demand, and support the sales pipeline
By aligning marketing efforts with sales initiatives, VIDIZMO accelerates revenue growth and ensures that agencies looking for digital evidence management and video content solutions can easily discover and evaluate our offerings. For a more detailed overview of our marketing approach, please refer to Table 4: Marketing Plan.
VIDIZMO's structured approach ensures that Sourcewell's Participating Entities receive expert guidance, fast response times, and tailored support, making the adoption of our secure and scalable OTB solutions as seamless as possible.

| 27 | Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods. | VIDIZMO leverages a comprehensive network of resellers, distributors, technology partners, and hosting providers to effectively deliver our off-the-shelf (OTB) solutions. Our strategically selected partner ecosystem ensures that Sourcewell's Participating Entities have seamless access to VIDIZMO's solutions through pre-approved procurement channels, localized support, and system integrations.

RESELLERS AND SYSTEM INTEGRATORS

VIDIZMO collaborates with trusted resellers and system integrators to expand solution availability and ensure compatibility with existing public safety and government IT ecosystems. These partners facilitate the procurement, integration, and implementation of VIDIZMO solutions, ensuring compliance with regulatory requirements while enabling seamless adoption.

1.   Carahsoft (US & Canada): A leading government-focused reseller that connects VIDIZMO with federal, state, and local agencies. Carahsoft's network of 10,000+ value-added resellers, system integrators, and contractors ensures that VIDIZMO solutions are available through government-approved procurement contracts. |

2.   Thomson Reuters (US & Canada): A reseller and technology partner that integrates VIDIZMO DEMS with Thomson Reuters Case Center, enabling secure evidence sharing and case management workflows.

3.   HxGN (US & Brazil): Resells VIDIZMO DEMS and integrates it with their CAD and Records Management Systems (RMS), allowing agencies to enhance digital evidence workflows and decision-making.

These reseller partnerships allow VIDIZMO to expand its market reach, providing flexible purchasing options for Sourcewell's Participating Entities while ensuring efficient deployment and integration with existing public safety solutions.

DISTRIBUTORS

VIDIZMO's distributor network supports market expansion and facilitates procurement for public safety and government agencies through pre-approved procurement frameworks and vendor contracts.

1.   TD SYNNEX (US & Canada): TD SYNNEX acts as a distributor, connecting VIDIZMO with resellers focused on digital evidence management and public safety solutions.

2.   Carahsoft (US & Canada): Enables Sourcewell's Participating Entities to acquire VIDIZMO's OTB solutions through established government purchasing contracts, simplifying the procurement process.

3.   West Telco (Mexico & Latin America): Distributes VIDIZMO's solutions in Mexico and Latin America, ensuring that government and law enforcement agencies in these regions can access VIDIZMO's evidence management and video content solutions.

Our distributors ensure that agencies can procure VIDIZMO solutions efficiently, eliminating unnecessary delays and ensuring regulatory compliance with public sector procurement processes.

TECHNOLOGY PARTNERS

VIDIZMO collaborates with industry-leading technology providers to enhance solution scalability, interoperability, and security, ensuring seamless integration with existing IT ecosystems used by Sourcewell's Participating Entities.

1.   Microsoft Azure (Worldwide): As a Microsoft Solutions Partner, VIDIZMO leverages Azure services for scalable cloud deployments, AI-driven content processing, and secure hosting. Our deep partnership with Microsoft enables us to provide compliant, government-grade cloud deployments on Azure Government and FedRAMP-approved infrastructure.

2.   Amazon Web Services (AWS): VIDIZMO solutions can be deployed on AWS GovCloud to ensure secure, compliant cloud hosting for US government agencies.
3.   Thomson Reuters: VIDIZMO DEMS integrates with Thomson Reuters Case Center, allowing seamless evidence submission and case management.

4.   Wowza (Worldwide): Provides secure video streaming technology, enhancing VIDIZMO EnterpriseTube's live and on-demand content management capabilities.

5.   Axis Technology: Supports integration with VIDIZMO DEMS for evidence ingestion from Axis body-worn cameras and surveillance systems, improving digital evidence workflows.

Our technology partnerships enhance solution capabilities, enable seamless integration with existing law enforcement and public safety systems, and ensure VIDIZMO solutions remain interoperable with widely used government technology stacks.

HOSTING PARTNERS

For agencies requiring secure, cloud-based deployments, VIDIZMO collaborates with leading hosting providers to ensure data security, compliance, and scalability.

1.   Microsoft Azure (Worldwide): VIDIZMO is a Gold Partner with Microsoft, offering secure Azure-based deployments that comply with CJIS, FedRAMP, HIPAA, and GDPR regulations.

2.   Amazon Web Services (AWS): Provides scalable and secure cloud infrastructure for VIDIZMO's SaaS and private cloud deployments.

3.   ProjectHost (US): A specialized FedRAMP-certified hosting provider, ensuring VIDIZMO solutions meet stringent federal security requirements.

		VIDIZMO's flexible hosting options allow Sourcewell's Participating Entities to deploy solutions in the cloud, on-premises, or hybrid environments while ensuring compliance with government security standards.
28	Service force.	At VIDIZMO, our Service Force is structured to provide comprehensive professional services, implementation, and ongoing support to Sourcewell's Participating Entities, ensuring seamless deployment, integration, and maintenance of our off-the-shelf (OTB) solutions. Our team is dedicated to delivering expert technical support, implementation assistance, and customer success services to ensure efficient adoption and long-term operational excellence for solutions such as VIDIZMO Digital Evidence Management System (DEMS), VIDIZMO Redactor, and VIDIZMO EnterpriseTube.

Our implementation and support teams are designed to provide rapid, scalable, and effective services, ensuring that law enforcement agencies, public safety organizations, and government entities can deploy and utilize VIDIZMO solutions with minimal disruption.

VIDIZMO's Implementation and Professional Services Team is responsible for deploying, configuring, and integrating our solutions into the existing IT ecosystems of Sourcewell's Participating Entities. This team ensures that solutions are operational from day one and aligned with the agency's security, compliance, and infrastructure requirements.

VIDIZMO's Solution Architects and Project Managers play a critical role in ensuring the successful deployment, configuration, and integration of our solutions within the existing law enforcement and public safety ecosystems of Sourcewell's Participating Entities.

Project Managers ensure that deployments stay on track, coordinating between technical teams and agency stakeholders to ensure timely execution and alignment with operational objectives. They oversee implementation roadmaps, set project timelines, track progress, and mitigate risks while ensuring that agencies receive comprehensive training, ongoing support, and long-term value from their VIDIZMO solutions. Project Managers also streamline communication between technical teams, end-users, and agency leadership, ensuring that expectations are met, and potential challenges are addressed proactively.

Solution Architects work closely with agencies to assess system requirements and define technical specifications. They collaborate with IT teams and agency stakeholders to ensure VIDIZMO solutions integrate seamlessly with existing RMS, CAD, LEMS, case management systems, and cloud storage platforms. Their deep understanding of system architecture, security policies, and data management allows them to design scalable and secure deployments tailored to the agency's operational needs.

Our Deployment Engineers handle the technical setup, configuration, and optimization of VIDIZMO solutions, ensuring that hardware, software, and network infrastructure meet performance and security standards. They work closely with agencies to customize security settings, access controls, and storage configurations, ensuring compliance with CJIS, FedRAMP, HIPAA, GDPR, and other relevant regulations.

To maintain the highest quality standards, Quality Assurance (QA) Engineers conduct comprehensive testing of VIDIZMO solutions before deployment. This includes basic functional testing to validate core features and integrations, as well as advanced testing for performance, security, and scalability. QA ensures that Sourcewell's Participating Entities receive a fully optimized and stable solution that meets operational demands and compliance requirements.

Additionally, Solution Specialists provide specialized training programs to ensure that law enforcement personnel and agency staff can fully leverage the capabilities of VIDIZMO's solutions. This includes hands-on guidance on system navigation, feature utilization, and workflow optimization, ensuring agencies can efficiently manage digital evidence, redaction workflows, and video content.

Through this structured and expert-driven approach, VIDIZMO's Implementation and Professional Services Team ensures that Sourcewell's Participating Entities receive seamless deployment, expert training, and long-term system stability, allowing them to focus on public safety, law enforcement, and mission-critical operations without technology-related disruptions. |

| 29 | Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others. | VIDIZMO follows a streamlined and efficient ordering process designed to facilitate easy procurement for Sourcewell Participating Entities. Entities have the option to place orders directly with VIDIZMO's sales team. This process involves direct engagement with our Customer Success Managers and Solution Consultants to discuss requirements, finalize specifications, and prepare custom quotes based on the entity's needs.

In addition to directly communicating with VIDIZMO, VIDIZMO also works closely with our network of authorized distributors and resellers to facilitate procurement for Sourcewell Participating Entities. Distributors like TD SYNNEX and Carahsoft play a critical role in managing orders from federal, state, and local agencies, ensuring compliance with regional procurement guidelines. These partners act as intermediaries, helping entities connect with VIDIZMO and help streamline procurement by connecting clients with localized support and facilitating compliance with regional regulations. | * |
| 30 | Describe your product implementation strategy. If utilizing installation partners, describe and define their role in the strategy. | VIDIZMO follows a structured and flexible implementation strategy to ensure seamless deployment and adoption of our solutions by Sourcewell's Participating Entities. Our approach begins with a gap analysis in collaboration with the customer to identify specific use cases, operational needs, and system requirements. Based on this assessment, we develop a tailored implementation strategy that aligns with the entity's workflow, security, and compliance requirements.

We offer three primary implementation approaches, each catering to different levels of customization and integration needs.

1.   Standard Off-the-Shelf (OTB) Implementation

This is the most efficient and commonly used approach for customers whose requirements are met by VIDIZMO's existing features and configurations. It includes account setup, workflow configuration, Single Sign-On (SSO) integration, and user training. This approach ensures a quick deployment with minimal disruptions, allowing agencies to start using VIDIZMO solutions within a short timeframe.

2.   Phased Implementation with Custom Integrations & Testing
If the customer requires additional integrations, API-based custom workflows, or advanced security configurations, we follow a phased approach based on the Pareto Principle. In Phase 1, we deploy the Minimum Viable Product (MVP) that covers the core use cases and provides immediate ROI. In Phase 2, we introduce customizations and enhancements iteratively, incorporating feedback and evolving business needs. This approach provides greater flexibility while ensuring a stable, scalable deployment.

3.   Fully Customized Implementation
For agencies with highly specific or complex operational requirements, VIDIZMO offers a fully customized implementation strategy. This approach involves in-depth workflow analysis, API integrations with proprietary systems, custom-built features, and dedicated testing cycles. The implementation roadmap is adjusted based on customer priorities, ensuring that every aspect of the solution is aligned with the entity's operational, compliance, and IT requirements.

Regardless of the implementation approach, VIDIZMO ensures structured deployment, rigorous testing, and comprehensive training to facilitate smooth adoption.

For reference, we have attached sample implementation plans showcasing our standard and phased implementation methodologies. | * |

31	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.	VIDIZMO offers four different support plans: Basic, Standard, Premium, and Premium Plus. Generally, they can be differentiated as follow:

VIDIZMO offers four different support plans: Basic, Standard, Premium, and Premium Plus. Generally, they can be differentiated as follow:

1.   The Basic plan includes web incident submission and unlimited break/fix support, with the fastest response time within 48 hours.

2.   The Standard plan includes the same features as the Basic plan, but with a faster response time within 24 hours and unlimited phone support.

3.   The Premium plan includes all the features of the Standard plan, but with an even faster response time of within 4 hours and priority handling.

4.   The Premium Plus plan includes all the features of the Premium plan, but with the fastest response time within 60 minutes and an escalation phone line.

All plans offer 24x7x365 coverage, but only the Premium and Premium Plus plans include advisory support and developer/enterprise integration support. The latter is included with SaaS/Cloud deployment but is optional for on-premises deployment. VIDIZMO's support plans adopt a tiered support approach to provide assistance to its customers. The tiered support system includes 1st, 2nd, and 3rd tier support. The 1st tier support is responsible for providing assistance to simple and generic how-to questions, while the 2nd tier support may directly work with the customer to resolve the issue. The 3rd tier support team becomes involved when a workaround is not possible, and the problem must be prioritized and resolved in upcoming service packs, patches, or hotfixes. VIDIZMO aims to promptly resolve each case, and the actual resolution time depends on the nature of the case and the resolution. The support plans also offer different response times, methods of communication, and additional features based on the plan purchased, such as phone support, advisory support, and escalation phone line.

VIDIZMO offers a wide range of resources that address user queries and concerns.
1.   Chat With Us: Users can also send queries and get assistance through the 24/7 live chat for instant information. The chat also includes a list of relevant helpsite articles that users can conveniently click on for more details.
2.   Submit a Ticket: Users can easily raise tickets, providing detailed information about their inquiries or issues. VIDIZMO's dedicated support team then employs this system to efficiently address and resolve concerns. These tickets are addressed according to the
3.   Email: For support via email, users can send emails to You can send your queries at support@VIDIZMO.com.
4.   Phone Support: VIDIZMO also offers its customers phone support, with the option of callback and escalated phoneline available for premium and premium plus support plans.

For a detailed overview, please visit https://vidizmo.com/support/support-plans/

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	VIDIZMO is fully committed to providing secure, scalable, and compliant off-the-shelf (OTB) solutions to Sourcewell's 50,000+ Participating Entities, including government agencies, law enforcement, education institutions, and nonprofit organizations across the United States. With over 20 years of experience in digital content management, VIDIZMO has a proven track record of serving public sector organizations with secure evidence management, automated redaction, and AI-powered video content solutions that align with regulatory and operational requirements. VIDIZMO's customer-centric sales and service approach ensures that each participating entity receives tailored guidance, seamless implementation, and ongoing support. Our solutions, including VIDIZMO Digital Evidence Management System (DEMS), VIDIZMO Redactor, and VIDIZMO EnterpriseTube, are designed to enhance operational efficiency, ensure compliance with regulatory standards (CJIS, HIPAA, FedRAMP, and GDPR), and integrate seamlessly with existing IT ecosystems. Our Implementation and Professional Services Team works closely with agencies to deploy, configure, and integrate VIDIZMO solutions within on-premises, private cloud, or SaaS environments. We provide training, technical support, and customization to ensure successful solution adoption. Post-deployment, our Customer Success Team engages with agencies to optimize solution performance, provide ongoing technical support, and ensure long-term value. Additionally, VIDIZMO's strong partner network, including TD SYNNEX, Carahsoft, and Microsoft, enables us to extend our market reach, streamline procurement, and enhance solution capabilities. As a Microsoft Solutions Partner, we leverage Azure infrastructure, Cognitive Services, and Media Services to provide highly reliable and secure cloud-based deployments. Through direct sales, reseller partnerships, and government procurement channels, VIDIZMO ensures efficient solution delivery, compliance, and seamless integration for Sourcewell's Participating Entities. Our structured service delivery, technical expertise, and commitment to customer success make VIDIZMO a trusted provider of evidence management, redaction, and video content solutions for public sector organizations across the U.S.	*
33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	VIDIZMO is committed to delivering secure, scalable, and compliant solutions to Sourcewell's Participating Entities in Canada. While we may not have direct experience with Canadian government agencies, our extensive public sector experience in the U.S., along with flexible deployment options and regulatory compliance capabilities, ensures we can meet Canadian requirements. With a proven track record in public safety and government deployments, VIDIZMO is well-equipped to support Canadian agencies with secure evidence management, automated redaction, and AI-powered video solutions tailored to their operational needs.	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	VIDIZMO is committed to providing its products and services comprehensively across all geographic areas of the United States and Canada. We do not have any limitations on service coverage through the proposed agreement	*
35	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	VIDIZMO is committed to providing full licensed access to its solutions for all Sourcewell Participating Entities across various sectors, including government, education, and nonprofit organizations. We do not impose restrictions based on the type of participating entity. Our flexible and scalable solutions are designed to cater to a wide range of needs, from public safety and law enforcement to education and healthcare.	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	VIDIZMO is committed to providing comprehensive support and services to all Sourcewell Participating Entities, including those located in Hawaii, Alaska, and U.S. Territories.	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	VIDIZMO is fully committed to extending the terms of any awarded master agreement to all 50,000+ Sourcewell Participating Entities, including nonprofit organizations.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	
38	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	At VIDIZMO, we employ a comprehensive, multi-channel marketing strategy designed to maximize visibility and engagement for our solutions under the Sourcewell contract. Our approach strategically combines digital marketing techniques to reach key decision-makers in the government and public safety sectors. The following are the key elements of our marketing strategy: a. Press Release: Upon receiving a Sourcewell contract, we will issue a press release to formally announce the partnership. This press release will be shared through our PR network, distributed to leading industry publications and featured on our corporate website. The announcement will be targeted to gain media attention and establish credibility in the market. By publicizing this achievement, we aim to build confidence among Sourcewell's	

Participating Entities that VIDIZMO is a trusted partner for AI Readiness, Implementation, and Support Services. Each press release's effectiveness will be measured through reach metrics, media pickups, and website traffic generated.

(Please refer to "38.A" in Marketing Plan Attachments). The sample shows a press release announcing VIDIZMO's participation in IACP 2024, demonstrating our commitment to engaging with public safety and justice and promoting AI-driven solutions at key industry events. VIDIZMO leverages media channels to increase visibility and inform target audiences about product advancements, collaborations and event participation. This approach showcases VIDIZMO's commitment to innovation and positions the company as a thought leader in AI solutions.

b.   Dedicated Web Page: A dedicated page on our website will highlight our solutions available through the Sourcewell contract. This page will be optimized for search engines to ensure it ranks highly in relevant searches and is easily accessible by government and public safety customers. This dedicated page will include detailed descriptions of our AI-powered public safety solutions, use cases, customer testimonials, purchasing information through Sourcewell, and educational content to guide potential clients in making informed decisions. We will also tailor content for different audience segments, such as IT administrators and procurement leaders, ensuring relevance. We will track conversions, page visits, and average time on page to measure the success of this dedicated section.

(Please refer to "38.B" in Marketing Plan Attachments). The sample shows webpage on VIDIZMO's contracting vehicles, a dedicated space for government and public sector contracts, making it easy for participating entities to learn about and engage with our services. This page is optimized for visibility and designed to guide prospective clients through available procurement options. The Sourcewell contract will be listed here, also allowing entities to view detailed contract information with a single click.

c.   Content Marketing: We will create a series of informative blogs, case studies, whitepapers, and solution briefs that demonstrate our expertise and emphasize the benefits of our services for public safety sector entities. These materials will not only showcase our successes but also guide Participating Entities on how to leverage our AI-powered public safety solutions through the Sourcewell cooperative purchasing process. By consistently publishing high-quality content, we aim to establish ourselves as thought leaders in the public safety space. To enhance engagement, we will include interactive infographics and video testimonials to provide a richer user experience. Engagement metrics such as content downloads, blog views, and clicks on call-to-actions will help us refine our content strategy for maximum impact.

•   A blog post on digital evidence management solution considerations, highlighting important features to look for in a digital evidence management solution.
(Please refer to "38.C.1" in Marketing Plan Attachments)
•   A case study showcasing the successful implementation of VIDIZMO's AI solutions by the Adams County Sheriff's Office, emphasizing real-world results and benefits.
(Please refer to "38.C.2" in Marketing Plan Attachments)
•   A whitepaper on the challenges of managing digital evidence, storage complexities, and cost control, with insights on how a Digital Evidence Management System can streamline the process.
(Please refer to "38.C.3" in Marketing Plan Attachments)

d.   Email Drip Campaigns: We will implement targeted email drip campaigns to reach key decision-makers in government and public safety agencies. These campaigns will include personalized messaging that educates recipients on the importance of AI-powered digital evidence management solution and its impact on operational efficiencies. Each drip sequence will progress from awareness to consideration, ultimately prompting recipients to explore our solutions available through Sourcewell that can solve their pain points. Post-engagement, we will deploy nurturing campaigns for ongoing communication and retention, focusing on delivering case studies and solution updates. The success of these campaigns will be gauged through open rates, click-through rates, and conversions from emails.

e.   Social Media Promotions: We will execute a coordinated social media campaign across LinkedIn, X (formerly Twitter), Facebook, BlueSky and other platforms. These posts will include a mix of informational content, customer success stories, contract announcements, and visuals aimed at promoting our solutions to public safety audiences. We will leverage paid promotions and strategically chosen hashtags to increase reach and engagement, ensuring our messages resonate with government and public safety professionals. Key performance indicators (KPIs) like engagement rates, follower growth, and social shares will be monitored to refine our strategy.

Representative sample:
•   A carousel post to highlight our AI-powered features:
(Please refer to "38.E.1" in Marketing Plan Attachments)
•   Announcement post of VIDIZMO coming to IACP 2024:
(Please refer to "38.E.2" in Marketing Plan Attachments)
•   A 'Did you know?' post highlighting the growth of AI market for Public Security and

Safety: (Please refer to "38.E.3" in Marketing Plan Attachments)
• A product video:
(Please refer to "38.E.4" in Marketing Plan Attachments)
• A customer success story post:
(Please refer to "38.E.5" in Marketing Plan Attachments)

f. Newsletters: VIDIZMO's regular newsletters will feature updates on our public safety offerings and emphasize the ease of procurement through the Sourcewell contract. These newsletters will target our existing client base, prospects, and partners in the public sector, creating an ongoing channel to communicate developments and maintain engagement. Newsletter success will be evaluated through open rates, click-throughs, and subscriber growth.

g. Conferences and Trade Shows: VIDIZMO will engage with public safety and government agencies through industry conferences and trade shows, providing opportunities to showcase our AI-powered public safety solutions, connect with decision-makers, and distribute targeted marketing materials. If we participate in relevant events, we will incorporate Sourcewell branding to highlight our status as an awarded vendor and explore speaking opportunities to emphasize the role of AI in modern public safety.

h. Account Based Marketing (ABM): Leveraging an account-based marketing (ABM) approach, VIDIZMO's dedicated sales team will engage directly with key technology leaders and procurement officers within the public safety sector, focusing on building deep, personalized relationships. By tapping into our existing government and public safety sector client base, our team will conduct targeted, one-on-one meetings, and customized email campaigns. This tailored outreach strategy is designed to educate stakeholders on the specific benefits of partnering with VIDIZMO through Sourcewell's cooperative purchasing model, demonstrating how our public safety solutions address their unique needs and streamline procurement. Personalized interactions will be tracked using CRM tools to ensure successful engagements and relationship building.

i. Collaborative Marketing with Sourcewell: We will collaborate closely with Sourcewell to align our marketing messages and leverage Sourcewell's established communication channels. This collaboration will include co-branded materials, joint announcements, and promotions on Sourcewell's website and newsletters to broaden our reach.

j. Go-To-Market (GTM) Strategy: As a Microsoft and AWS partner, we will integrate our Go-To-Market (GTM) strategy with Sourcewell's contract, leveraging the combined strengths of these industry leaders. This partnership enables us to co-market through Microsoft's and AWS's extensive ecosystems, utilizing resources such as joint webinars, online marketplace listings, and co-branded marketing materials. Additionally, by collaborating with key distribution and technology partners, we can further enhance our market reach, ensuring seamless procurement and adoption of our AI-powered public safety solutions. This strategic alignment significantly amplifies our visibility and credibility, positioning our solutions at the forefront of innovation in video data and AI-driven applications.

39	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Our marketing strategy leverages advanced digital technologies and data-driven tactics to maximize effectiveness and outreach. We extensively utilize the following approaches:
		• Social Media Engagement: We strategically use key platforms such as LinkedIn, Twitter (X), and Facebook to engage with our target audience, particularly focusing on sectors like government, and public safety. We design tailored messaging and content formats, such as infographics, case studies, and thought-leadership articles, to resonate with specific audience segments within these sectors. Our campaigns incorporate tailored messaging and relevant hashtags, supported by a content calendar that aligns with industry events and trends. We also track the performance of posts, engagement rates, and reach, allowing us to optimize ongoing campaigns.

• SEO and Metadata Optimization: Our website and digital content are optimized through best-in-class Search Engine Optimization (SEO) techniques, structured metadata, and a comprehensive sitemap with breadcrumb navigation to enhance visibility and usability. These efforts ensure our public safety solutions are discoverable in online searches relevant to government, and public safety sector entities.

By using industry-specific keywords, we align our content with the needs of key sectors, making it easier for target users to find us. We also leverage schema markup to better communicate our content's structure to search engines, helping to display our content in rich results and increasing visibility.

The sitemap improves SEO by allowing search engines to efficiently crawl and index all pages, ensuring critical resources are readily discoverable. Breadcrumb navigation supports a seamless user experience by clearly outlining the site structure, guiding users back through sections, and encouraging exploration. Altogether, these SEO elements maximize organic reach and streamline user access, aligning with our audience's needs while enhancing search engine performance.

• Data-Driven CRM: We leverage HubSpot as our core Customer Relationship Management (CRM) system to manage customer interactions, track engagement, and nurture relationships effectively. HubSpot's CRM capabilities provide a centralized view of customer activities, allowing us to maintain organized records, monitor the sales pipeline, and personalize communications based on past interactions and preferences.

To enhance our CRM strategy, we also use complementary tools such as ZoomInfo, Salesloft, and Sales Navigator:

o   ZoomInfo: Provides enriched data on target companies and key contacts, offering insights into organizational structures, roles, and contact information. This data allows us to identify and connect with the most relevant decision-makers in public safety, and other targeted segments.

o   Salesloft: Acts as a sales engagement platform, enabling our team to automate outreach sequences and follow-ups while tracking customer engagement. This helps us maintain consistent and timely communication with prospects, ensuring they receive relevant information at each stage of the buying journey.

o   Sales Navigator: A LinkedIn-based tool that allows us to identify, track, and engage with potential leads within professional networks. With Sales Navigator, we can gain valuable insights into prospects' professional backgrounds and preferences, allowing for more personalized and targeted outreach.

Together, these tools empower us to utilize data-driven analytics to refine our targeting and messaging, ensuring that our outreach is precise, relevant, and resonates with key decision-makers. By using these platforms, we enhance the efficiency and effectiveness of our marketing and sales strategies, building stronger connections with our audience.

• AI-Driven Marketing: Utilizing cutting-edge AI tools, including ChatGPT and Microsoft Copilot, we streamline marketing processes such as content generation, campaign management, and personalized engagement. These tools help automate repetitive tasks, allowing our team to focus on strategy and execution. Moreover, we leverage AI to analyze campaign performance, track user behavior patterns, and make real-time adjustments to optimize outcomes.

For instance, AI-powered analytics revealed a drop in engagement for long-form content on LinkedIn, prompting a shift towards shorter, more visual posts that increased click-through rates by 20%.

Through these digital and data-driven initiatives, we aim to consistently refine our approach, engage effectively with our target audiences, and amplify the impact of our marketing campaigns. |

| 40 | In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process? | We view Sourcewell as a key strategic partner in promoting and facilitating agreements that arise from this RFP. Sourcewell's role is vital in:

1.   Endorsing the Agreements: Sourcewell's established reputation and network across government, and public safety sectors add significant credibility to our solutions. Sourcewell's endorsement reassures potential clients of our reliability and compliance with industry standards, helping us to reach a wider audience and attract new clients who prefer Sourcewell's trusted vetting process.

2.   Facilitating Access and Procurement: Sourcewell's platform provides streamlined access to VIDIZMO's AI-powered public safety solutions for government entities, simplifying the often-complex procurement process. Through Sourcewell's cooperative purchasing program, public safety sector organizations can efficiently acquire our services without needing to conduct separate RFP processes, saving time and resources. This ease of access is highlighted in our messaging to demonstrate the convenience and cost-effectiveness of procurement through Sourcewell.

3.   Driving Awareness and Engagement: Sourcewell's extensive promotional activities, including event participation, press release, direct outreach, and digital marketing, help generate awareness for awarded agreements. By leveraging Sourcewell's established communication channels, we can connect with more Participating Entities who are actively seeking solutions within Sourcewell's network.

To integrate a Sourcewell-awarded agreement into our sales process, VIDIZMO will:

1.   Train Our Sales Teams: Our sales team will undergo comprehensive training to fully understand the benefits of the Sourcewell agreement and how to effectively communicate these advantages to public safety sector clients. The training will include interactive workshops and mock client meetings to equip the team with the necessary skills to present the benefits of the Sourcewell partnership confidently. Feedback sessions with sales teams will be conducted regularly to gather insights and refine training materials. We will track training success through metrics such as sales cycle times, conversion rates, and the number of new client engagements generated by Sourcewell entities. This will allow our team to position the Sourcewell contract as a key differentiator in our discussions with prospective clients.

2.   Incorporate the Agreement in All Marketing Initiatives: We will prominently feature the Sourcewell-awarded contract across our marketing materials, including our website, email campaigns, social media, and presentation decks, especially in content aimed at government and public safety sector audiences. By integrating the Sourcewell partnership into our branding and promotional strategies, we enhance the visibility and appeal of our solutions to a broader audience.

3.   Develop Co-Branded Content: In collaboration with Sourcewell, we will develop co-branded webinars, case studies, and targeted content to highlight the benefits of our solutions within Sourcewell's cooperative purchasing model. These efforts will build credibility, align our messaging with Sourcewell's objectives, and foster deeper engagement with potential clients.

4.   Engage in Cross-Promotion Initiatives: We will work closely with Sourcewell's marketing team to engage in joint promotional efforts. This will include promoting VIDIZMO's AI-powered public safety solutions through Sourcewell's events, procurement platform, newsletters, and industry channels. Additionally, we will leverage Sourcewell's social media channels and network to reach Participating Entities, encouraging them to utilize the Sourcewell contract for convenient procurement.

We will establish feedback loops through regular sales team reviews and collaborative sessions with Sourcewell to identify areas of improvement in our messaging and engagement tactics. Client feedback will be gathered post-engagement to further refine our marketing approach and training materials.
By aligning our strategies with Sourcewell's promotional efforts, VIDIZMO aims to maximize the reach and impact of the Sourcewell-awarded agreement, making it an integral part of our sales and marketing approach. This collaboration strengthens our market presence and offers public sector organizations an efficient, trusted way to procure our solutions. | * |

| 41 | Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it. | Yes, VIDIZMO solutions are available through an e-procurement ordering process via the Azure Marketplace, making it easy for government, educational, and public safety sector customers to discover, procure, and deploy our solutions directly within their Azure environments. Through the Azure Marketplace, customers can choose between Pay-As-You-Go (PAYG) and Bring Your Own License (BYOL) models, offering flexibility to match their budgeting and licensing needs.
With PAYG, customers can start using VIDIZMO solutions immediately and only pay for what they use, while the BYOL option allows organizations with existing licenses to integrate and deploy VIDIZMO seamlessly. This setup consolidates procurement with their Azure subscription, simplifying billing, vendor management, and deployment.
Governmental and educational institutions frequently utilize Azure Marketplace to implement VIDIZMO's AI-powered digital evidence management solutions. Azure Marketplace's compliance with standards such as FedRAMP, GDPR, and ISO/IEC 27001 ensures that our solutions meet stringent government security and privacy requirements. This makes it a preferred choice for public safety sector clients, particularly those who prioritize secure and compliant infrastructure that supports scalability and aligns with internal procurement policies. The procurement process through Azure Marketplace includes a streamlined user experience from initial solution discovery to deployment. VIDIZMO offers dedicated onboarding support to assist clients with configuration and integration within their Azure environments. Our support team is accessible for ongoing technical assistance, ensuring that clients maximize the benefits of VIDIZMO's solutions.
VIDIZMO's solutions are designed to scale seamlessly within Azure, allowing clients to expand capacity as their needs evolve. This flexibility ensures that clients can adapt their deployments to accommodate increased demand or additional features without complex reconfigurations | * |

Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *	
42	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	At VIDIZMO, we prioritize comprehensive training and support to ensure that users can fully leverage the capabilities of our solutions. We offer a range of product and operator training programs tailored to meet the diverse need of Sourcewell participating entities. These include both standard and optional training services, delivered by our dedicated solution specialist to enhance proficiency and confidence in using the VIDIZMO AI solutions. COMPREHENSIVE TRAINING PROGRAMS At VIDIZMO, we prioritize comprehensive training and support to ensure users can fully leverage the capabilities of our solutions. We offer a range of training programs tailored to meet the diverse needs of Sourcewell participating entities, delivered by our dedicated solution specialists. Our training approach includes both Standard Training Resources and Optional Customized Training Services, designed to enhance proficiency and confidence in using VIDIZMO solutions. Our standard training resources are designed to provide users with all the necessary tools and knowledge to efficiently use VIDIZMO solutions: 1. Online Help Site: a. Detailed documentation covering all aspects of system usage, including articles, guides, release notes, and videos. b. Over 800 explanatory articles, how-to guides, step-by-step tutorials, and a robust FAQ section for instant access to commonly asked questions. c. A dedicated developer's guide which includes technical insights, coding examples, and best practices for seamless integration and customization. d. Compliance Reports to offer comprehensive insights into the platform's adherence to regulatory standards such as CJIS, GDPR and HIPAA. 2. Interactive Training Sessions: a. Hands-on training tailored to different user groups, customized to their roles and operational needs. b. Practical demonstrations of system functionalities to enhance user confidence and proficiency. 3. Ongoing Support: a. Post-go-live support to assist users with any issues encountered, ensuring a smooth transition to the new system. b. Feedback from training sessions is used to continuously refine training materials and approaches, ensuring users feel confident using the system. TRAINING SERVICES To supplement standard resources, VIDIZMO offers several training services to cater to	*

specific organizational requirements. Our Train-the-Trainer Program empowers designated personnel within the organization to internally disseminate knowledge and enhances platform adoption and consistent usage by leveraging internal expertise.

We recognize that different organizations have unique needs, and therefore, VIDIZMO offers the flexibility to collaborate and develop customized training plans. Tailored Training Plans are designed to outline specific training session frequency, duration, and content, and are customized as a professional service to align with the operational requirements of Sourcewell's Participating Entities. Additionally, Role-Based Training sessions are specifically tailored to different user roles, ensuring relevant and impactful learning experiences that effectively address the unique needs of each group.

COST CONSIDERATIONS
While standard training resources are provided at no additional cost, personalized training sessions, customized modules, and in-person trainings are offered as professional services and incur additional fees based on the scope and requirements of the training. We work closely with participating entities to outline any costs upfront and ensure transparency.

CONTINUOUS PRODUCT AND SOFTWARE UPDATES

VIDIZMO follows a continuous improvement approach, ensuring Sourcewell's Participating Entities always have access to the latest advancements in our AI-powered solutions. This includes:

1.   Quarterly Software Updates: Introduction of new features, AI model enhancements, workflow optimizations, and integration improvements. Updates are based on customer feedback, regulatory changes, and technological advancements.

2.   Security Patches and Enhancements: Security patches are released as needed to address vulnerabilities, enhance data protection, and maintain compliance with industry standards.

3.   Release Notes: Detailed documentation outlining updates, enhancements, and fixes in each software release. It ensures transparent communication to keep users informed about the latest features and improvements.

To view VIDIZMO's detailed help documentation, please visit
https://help.vidizmo.com/support/home
https://help.vidizmo.com/support/solutions/articles/17000107290

| 43 | Describe any technological advances that your proposed solutions offer. | VIDIZMO leverages a combination of state-of-the-art models and in-house expertise to create customized AI solutions. Depending on the identified use cases, we select and fine-tune foundational models in the following areas:

OPTICAL CHARACTER RECOGNITION (OCR)

VIDIZMO's OCR capabilities use PaddleOCR, Tesseract, and Azure Cognitive Services to extract text from images and videos, including complex layouts and multilingual content. PaddleOCR excels in detecting and recognizing text in challenging scenarios, like low contrast and curved text, while Tesseract provides lightweight, offline recognition capabilities. Azure Cognitive Services, on the other hand, offers a cloud-based scalable OCR solution with support for handwritten text and large-scale applications. This robust OCR functionality is critical for extracting valuable data from documents, evidence, and visual content in real-time. Our OCR models are trained to achieve an accuracy rate of 95% or higher for printed text recognition, with a target precision score of at least 92%. We measure this accuracy using metrics such as Word Error Rate (WER) and Character Error Rate (CER).

OBJECT DETECTION

VIDIZMO employs YOLOv5 and YOLOv8 models for real-time object detection, enabling the identification of various objects like faces, vehicles, license plates, weapons, and personal protective equipment (PPE). We set a benchmark accuracy target of 95% for object detection models with a false positive rate of less than 3%. YOLOv5 is known for its balance of speed and accuracy, making it ideal for surveillance tasks, while YOLOv8 offers enhanced accuracy for complex detections and works effectively in low-resource environments. This capability is crucial for public safety applications, allowing agencies to automate incident detection and improve security. We set a benchmark accuracy target of 95% for object detection models with a false positive rate of less than 3%. Precision, recall, and F1-score are used to evaluate model effectiveness, aiming for an F1-score of 0.90 or higher in critical detection tasks.

ACTIVITY RECOGNITION

Leveraging VideoMAE, VIDIZMO enables accurate activity recognition within video streams. VideoMAE excels in capturing spatial and temporal dynamics to identify complex sequences of actions over time, such as monitoring interactions or compliance activities. This capability is particularly effective for long-term tracking and recognizing interactions in real-world |

scenarios, enhancing surveillance and operational efficiency. For activity recognition, we aim to achieve an accuracy rate of 92% or higher, evaluated through confusion matrices and average precision (AP) metrics for each activity category. Our goal is to achieve an emotion detection accuracy of at least 90%, assessed through precision-recall analysis and cross-validation techniques.

SENTIMENT AND EMOTION ANALYSIS

Using Azure Cognitive Services Video Indexer and DeepFace, VIDIZMO provides comprehensive sentiment analysis that evaluates spoken words, facial expressions, and textual content to derive emotional tones. This multimodal analysis is vital for applications such as public safety monitoring, customer service, and marketing analytics. Azure's Video Indexer automates the extraction of sentiment from speech and visuals, while DeepFace offers in-depth analysis of facial expressions to detect nuanced emotions like happiness, sadness, or anger. Our goal is to achieve an emotion detection accuracy of at least 90%, assessed through precision-recall analysis and cross-validation techniques.

SPEECH-TO-TEXT AND TRANSLATION

VIDIZMO's speech-to-text capabilities leverage OpenAI Whisper, Meta MMS, Azure Cognitive Services, and Amazon Transcribe. These models support multiple languages, accents, and dialects with high accuracy, allowing entities to process audio content effectively. Whisper excels in noisy environments, making it ideal for real-world applications, while Meta MMS provides extensive language coverage for diverse audiences. We aim for a transcription accuracy rate of 95% for clear audio and 85% or higher in noisy environments. Performance is measured through Word Error Rate (WER) and Sentence Error Rate (SER). We aim to achieve a summarization accuracy rate of at least 90% in extracting key content, evaluated using ROUGE (Recall-Oriented Understudy for Gisting Evaluation) and BLEU (Bilingual Evaluation Understudy) scores.

CONTENT SUMMARIZATION, TOPIC MODELLING, AND CHAPTERING

For summarization and topic modeling, VIDIZMO uses LLAMA 3.1 and Azure Cognitive Services. LLAMA 3.1 provides high-quality, context-aware summaries and dynamic topic extraction in real-time. It also supports automated chaptering, which divides lengthy content into logical sections, making it easier for users to navigate and access key insights. This feature is critical for government and educational entities managing large video and document repositories. We aim to achieve a summarization accuracy rate of at least 90% in extracting key content, evaluated using ROUGE (Recall-Oriented Understudy for Gisting Evaluation) and BLEU (Bilingual Evaluation Understudy) scores.

NAMED ENTITY RECOGNITION AND PII DETECTION

VIDIZMO employs BERT and spaCy for named entity recognition (NER) and PII detection. BERT's deep contextual understanding enables accurate identification of sensitive entities, such as names or financial data, while spaCy offers fast, API-based integration for quick deployment. This capability ensures compliance with privacy regulations by detecting and redacting sensitive information within text-based content. Our NER models are fine-tuned to achieve at least 93% accuracy in identifying critical entities like names, locations, and financial details, measured using precision, recall, and F1-score.

DIARIZATION AND SPEAKER IDENTIFICATION

VIDIZMO uses Azure Cognitive Services and Amazon Transcribe for speaker diarization, allowing the system to differentiate between speakers in multimedia content. This feature enhances the accuracy of meeting transcriptions and legal recordings by correctly attributing dialogue to individual speakers. Our target accuracy for speaker identification is 90% or higher, evaluated using the Diarization Error Rate (DER).

| 44 | Demonstrate your solution's capabilities in data privacy, integrity, storage and protection standards, and the adherence of your products and services to applicable cybersecurity and industry standards, such as but not limited to the requirements of the Criminal Justice Information Services (CJIS), the Health Insurance Portability and Accountability Act (HIPAA), etc. | 1.   DATA ACCESS & CONTROL MECHANISMS

VIDIZMO prioritizes data security and implements a comprehensive suite of access control and data protection mechanisms to ensure the integrity, privacy, and compliance of the data managed through our solutions. Our systems are designed to meet the specific needs of Sourcewell and its Participating Entities, ensuring that data is securely accessed, shared, and protected while maintaining the highest standards of compliance with industry regulations like CJIS, HIPAA, and other cybersecurity requirements.

1a. Role-Based Access Control (RBAC)

VIDIZMO employs Role-Based Access Control (RBAC), which restricts system access to users based on their roles and responsibilities within the organization. This allows Participating Entities to grant permissions tailored to specific job functions, ensuring that only authorized individuals have access to sensitive data. Law enforcement agencies or public safety organizations using DEMS (Digital Evidence Management System) can define access levels based on user roles such as administrators, officers, or investigators, ensuring that users can only access the data relevant to their function, minimizing risk and enhancing |

security.

1b. Multi-Factor Authentication (MFA)

VIDIZMO integrates Multi-Factor Authentication (MFA) to provide an added layer of security during the login process. MFA requires users to authenticate their identity using two or more verification methods (e.g., password and a one-time authentication code sent via SMS or email).

This ensures that even if a password is compromised, unauthorized access is prevented. For Sourcewell's Participating Entities, this is a critical feature, especially when dealing with sensitive or regulated data, such as criminal justice records or healthcare information.

1c. Single Sign-On (SSO) Integration

VIDIZMO supports Single Sign-On (SSO), which simplifies access while maintaining security. SSO allows users to access VIDIZMO's solutions using their existing corporate credentials (e.g., Active Directory, Azure AD, or LDAP). This reduces the complexity of managing multiple usernames and passwords while ensuring secure, centralized authentication. SSO ensures compliance with organizational access policies and provides Participating Entities with a seamless user experience across multiple systems, while also simplifying user management for administrators.

1d. Encryption at Rest and in Transit

VIDIZMO secures all data both at rest (stored data) and in transit (data being transferred) using strong encryption protocols like AES-256 for data at rest and TLS 1.2/1.3 for data in transit. This ensures that sensitive data, whether it is stored on VIDIZMO's servers or being transmitted between Participating Entities' networks and the cloud, is always protected from unauthorized access. These encryption standards are critical in compliance with CJIS, HIPAA, and other regulatory frameworks.

1e. Secure Sharing and Data Collaboration

VIDIZMO offers secure sharing capabilities through its Limited Sharing feature, enabling Participating Entities to share on digital evidence, video content, and other sensitive information while maintaining security. Through VIDIZMO, users can control access to shared content by applying specific permissions to who can view, modify, or share the data. Additionally, VIDIZMO also offers time-limited access, ensuring that shared data can only be accessed for a designated period and that any changes made to the content are tracked.

1f. Audit Logs and Chain of Custody

VIDIZMO maintains comprehensive audit logs that track all system activities, such as user login attempts, file access, modifications, and data exports. These logs are immutable and provide a clear, transparent record of who accessed the data, when, and what actions were taken including the user, IP Address, date, time & detailed description. The logs are available for export in PDF & CSV format & can be filtered based on user, date, IP Address or other activity.

Similarly, to ensure the integrity of evidence and data, VIDIZMO includes a Chain of Custody feature within DEMS. This feature ensures that every piece of evidence is tracked and logged, maintaining a secure and auditable trail from the point of collection to the final disposition of the evidence. The Chain of Custody functionality in VIDIZMO's solutions ensures that digital evidence can be securely shared, maintained, and presented for legal purposes, with each action on the evidence being recorded in a verifiable manner. This is crucial for Participating Entities in public safety sectors, ensuring that data can be legally used and defended in court.

1g.. Data Retention and Deletion Policies

VIDIZMO provides customizable data retention and deletion policies for Participating Entities, ensuring that data is only retained for as long as it is required. Our solutions comply with legal requirements by securely deleting data when no longer needed, ensuring that VIDIZMO follows best practices in data lifecycle management. These policies can be defined on various metrics or factors including but not limited to author, file type, metadata, last opened etc. Participating entity can have full autonomy on whether the file should be purged, soft-deleted, archived, or moved to cold storage.

These policies ensure that data is retained for the appropriate period—whether it's for legal reasons, compliance, or operational requirements—and deleted securely when no longer required, reducing the risk of data breaches or unauthorized access.

2.   DATA INTEGRITY AND STORAGE STANDARDS

VIDIZMO is committed to maintaining the highest standards of data integrity and storage security. Ensuring the accuracy, consistency, and reliability of data is fundamental to our solutions, particularly for public safety and government entities that rely on VIDIZMO for

managing sensitive digital evidence and video content.

2a. Data Integrity

VIDIZMO ensures data integrity by using checksum and hashing methods to verify the accuracy of stored data and prevent tampering or corruption. Each file uploaded into DEMS (Digital Evidence Management System) is automatically verified during upload and periodically checked for integrity throughout its lifecycle. Our audit logs track any changes made to the data, including who made the change, when, and what was modified, ensuring that every action on the data is transparent and traceable. This allows Participating Entities to ensure that their data remains unaltered and accurate, even as it moves through various stages of processing or sharing.

2b.Data Storage

VIDIZMO uses industry-leading storage providers like Microsoft Azure to ensure that data is stored securely and redundantly. We employ Global Redundant Storage (GRS), Locally Redundant Storage (LRS), and Zone Redundant Storage (ZRS), ensuring that data is protected from hardware failures, data center outages, or even regional disasters. Our data retention policies allow Participating Entities to configure storage to retain only the necessary data for a defined period, ensuring compliance with data protection regulations while reducing unnecessary storage costs.

3. ADHERENCE TO CJIS, HIPAA & OTHER COMPLIANCES

VIDIZMO is dedicated to ensuring the highest levels of security, privacy, and regulatory compliance for Sourcewell's Participating Entities, particularly in law enforcement, public safety, healthcare, and government organizations that handle sensitive data, digital evidence, and protected health information. Our platform aligns with key compliance frameworks, including CJIS, HIPAA, NIST SP 800-53, FIPS 199, FIPS 200, FIPS 140-2, and NIST SP 800-115, ensuring that agencies using VIDIZMO Digital Evidence Management System (DEMS), VIDIZMO Redactor, and EnterpriseTube can confidently meet federal, state, and industry-specific security requirements.

3a. CJIS

VIDIZMO ensures CJIS compliance by implementing strict access controls, multi-factor authentication (MFA), role-based permissions, encryption, auditing, and incident response measures. Our platform is hosted on CJIS-compliant cloud environments such as Microsoft Azure Government and AWS GovCloud, ensuring that all data is stored, processed, and transmitted in accordance with FBI security requirements. VIDIZMO's AES-256 encryption for data at rest and in transit, along with detailed audit logs and chain of custody tracking, further enhances security for criminal justice agencies managing digital evidence.

3b. HIPAA

VIDIZMO is fully aligned with HIPAA's Privacy, Security, and Breach Notification Rules, ensuring the secure handling of Protected Health Information (PHI). Our access controls, encryption, and audit logging protect ePHI, while role-based permissions and Single Sign-On (SSO) integration help agencies enforce secure access policies. VIDIZMO also maintains a structured incident response plan to mitigate security breaches and ensure compliance with HIPAA's Breach Notification Rule.

3c. Compliance with NIST & FIPS Security Standards
VIDIZMO adheres to key National Institute of Standards and Technology (NIST) and Federal Information Processing Standards (FIPS) security controls, ensuring a robust cybersecurity framework for federal and state agencies:

•   NIST SP 800-53 Compliance – Ensures comprehensive security controls covering access control, encryption, risk assessment, incident response, and auditing.

•   FIPS 199 & FIPS 200 Compliance – Implements minimum security requirements and risk categorization to protect sensitive government data.

•   FIPS 140-2 Compliance – Uses FIPS-validated cryptographic modules to secure sensitive information, ensuring compliance with federal encryption requirements.

•   NIST SP 800-115 Compliance – Conducts regular vulnerability assessments, penetration testing, and security audits to strengthen system resilience.

3d. Ongoing Commitment to Security: ISO 27001 Certification

In addition to meeting current regulatory requirements, VIDIZMO is actively pursuing ISO 27001 certification, a globally recognized standard for information security management

systems (ISMS). This certification process involves comprehensive risk assessments, security policy enhancements, and continuous monitoring, further demonstrating our commitment to data security, privacy, and compliance.

4. SECURE SOFTWARE DEVELOPMENT LIFECYCLE (SDLC) PRACTICES

At VIDIZMO, security is integrated at every stage of the Software Development Lifecycle (SDLC). We adopt best practices in secure coding, rigorous testing, and regular vulnerability assessments to ensure that all VIDIZMO products meet the highest standards of security before they are released.

4a. Secure Development Practices

We follow secure coding standards to ensure that our software is free from common vulnerabilities such as SQL injection, cross-site scripting (XSS), and buffer overflows. Our development team is trained in the latest security practices to identify and mitigate potential security risks during the development phase.

VIDIZMO implements a "secure-by-design" approach, incorporating security features such as encryption and authentication mechanisms into the design of each product from the outset.

4b. Testing and Validation

We conduct penetration testing and vulnerability assessments throughout the development process to identify and address security weaknesses before deployment. We also engage in third-party security audits to validate the robustness of our solutions.

4c. Regular Updates and Patches

VIDIZMO releases regular security updates and patches to address any vulnerabilities that may arise after a product is deployed. These updates are rolled out efficiently, ensuring that Participating Entities receive timely patches and can maintain the highest level of security in their environments.

5. ONGOING COMPLIANCE AND SECURITY MONITORING

To ensure that VIDIZMO continues to meet the evolving security and compliance requirements, we maintain ongoing compliance and security monitoring throughout the life of our solutions.
VIDIZMO employs continuous security monitoring tools to track the health of the system and detect potential vulnerabilities. These tools provide real-time alerts for any suspicious activity, enabling our team to quickly respond to emerging threats and mitigate risks.

| 45 | Describe your data backup and recovery solutions. | At VIDIZMO, we understand the importance of ensuring data integrity, availability, and quick recovery for our customers, especially in mission-critical sectors like public safety. Our SaaS deployment leverages Microsoft Azure's disaster recovery and redundancy solutions to provide robust data backup and recovery capabilities. This comprehensive approach ensures that our clients' data is protected, easily recoverable, and resilient to various disaster scenarios, minimizing downtime and data loss. |

DATA BACKUP AND STORAGE ACCOUNT REDUNDANCY

Our data backup strategy is designed to guarantee high availability and rapid recovery of critical data through the use of Azure's storage redundancy options. We use a combination of Global Redundant Storage (GRS), Locally Redundant Storage (LRS), and Zone Redundant Storage (ZRS) to meet the diverse needs of our clients and ensure data protection.

1.   .Global Redundancy (GRS): VIDIZMO utilizes Azure GRS to replicate data to a secondary geographically distant Azure region, ensuring that data remains available in the event of a regional disaster. GRS provides a robust, disaster-resilient solution, maintaining the highest level of data protection and availability.

2.   Locally Redundant Storage (LRS): In addition to GRS, we also employ LRS, which provides data replication within a single Azure data center across multiple physical locations. This ensures that data remains accessible even if one location within a data center fails.

3.   Zone Redundant Storage (ZRS): For even higher availability, we leverage ZRS, which distributes data across multiple availability zones within the same region. This ensures fault tolerance and continues availability in case one zone experiences an issue, making ZRS ideal for critical workloads requiring continuous uptime.

DATA BACKUP STRATEGY AND RETENTION
VIDIZMO ensures that all production databases are regularly backed up to prevent data loss. Our backup strategy is designed to meet the following Recovery Time Objective (RTO) and Recovery Point Objective (RPO):

1.   RTO (Recovery Time Objective): 2 hours — The maximum time allowed for restoring

services after an outage.

2.   RPO (Recovery Point Objective): 24 hours — The maximum amount of data loss considered acceptable during an incident.

BACKUP FREQUENCY AND RETENTION

1.   Daily backups: 6 backup copies retained.
2.   Weekly backups: 4 backup copies retained.
3.   Monthly backups: 6 backup copies retained.
4.   Bi-annual backups: 2 backup copies retained.

This ensures that we always have multiple backup copies, which are systematically stored and preserved to provide maximum data integrity.

DISASTER RECOVERY (DR) OVERVIEW

Our Disaster Recovery (DR) solution is powered by Azure Site Recovery (ASR), which is a Disaster Recovery-as-a-Service (DRaaS) solution built specifically for workloads in Azure. ASR orchestrates the replication of virtual machines (VMs), ensuring that they are protected from potential disasters and can be recovered quickly with minimal downtime.

DISASTER RECOVERY COMPONENTS

1.   Traffic Manager: DNS traffic routing is managed via Traffic Manager, which ensures that traffic is redirected to a failover site if the primary site becomes unavailable.

2.   Site Recovery: Azure Site Recovery (ASR) manages the replication of critical systems and ensures that failover processes are automatic, reducing recovery time.

3.   Blob Storage: Stores backup replicas of virtual machines and critical systems to ensure the data can be restored quickly.

4.   Azure Active Directory (AAD): Replicates the Azure Active Directory to ensure that cloud applications can continue to function securely even during a disaster.

5.   VPN Gateway: Secure communication between the primary network and the cloud network is maintained via the VPN Gateway, ensuring private and secure connections.

FAILOVER PROCESS

1.   Test Failover: Regular test failovers are conducted to validate the replication of data and systems. These tests ensure that the failover process works seamlessly without affecting the ongoing operations of VIDIZMO's services.

2.   Planned Failover: In the event of a planned failover, all virtual machines are shut down, and any unsynchronized data is synchronized before the failover occurs. This ensures that services can be quickly redirected to a backup site.

EMERGENCY RECOVERY AND TIMELINE

In case of an unexpected disaster, the VIDIZMO Disaster Recovery (DR) team follows a structured recovery procedure:

1.   Prerequisite Check: Ensures all conditions for failover are met.

2.   Data Synchronization: Syncs the latest data to ensure there is no data loss during the failover process.

3.   Failover Activation: Initiates the failover to the secondary site using the most recent backup point, ensuring the least amount of disruption to services.

All recovery procedures are executed with the goal of meeting our RTO of 2 hours and RPO of 24 hours, ensuring that services are quickly restored with minimal data loss.

DATA PROTECTION AND COMPLIANCE

We are committed to protecting our clients' data with stringent security measures. The following aspects are addressed in our Disaster Recovery strategy:

1.   Data Backup Redundancy: All production data is replicated and backed up at least once a day. Backup copies are stored across multiple regions (via GRS, LRS, and ZRS) to provide fault tolerance and ensure that data can be quickly recovered from any disaster scenario.

2.   Disaster Recovery Testing: To ensure that our disaster recovery capabilities work as

expected, we perform regular failover drills. These tests validate the failover process, ensure that the RTO and RPO objectives are met, and that systems can be restored to a working state without any service disruption.

3.   Emergency Contacts: For any disaster recovery scenario, VIDIZMO has designated emergency contacts who are responsible for executing the disaster recovery plan and managing communication throughout the recovery process.

This comprehensive approach to data backup, disaster recovery, and storage redundancy ensures that VIDIZMO is fully equipped to protect participating entities data and recover quickly in any disaster scenario, ensuring continuous service availability.

| 46 | Demonstrate your connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems. | VIDIZMO is committed to providing seamless connectivity and interoperability between our off-the-shelf solutions—DEMS (Digital Evidence Management System), Redactor, and EnterpriseTube—and other software and hardware platforms. Our solutions are built on an open architecture framework designed to integrate effortlessly with a broad range of third-party systems. This ensures that our solutions complement and enhance the existing IT environments of Sourcewell's Participating Entities, delivering improved operational workflows without disrupting existing technology infrastructures. |

OPEN ARCHITECTURE AND FLEXIBLE INTEGRATION

VIDIZMO's open architecture enables integration with a variety of public safety systems, government databases, case management systems, and more, facilitating operational efficiency for Participating Entities. This flexible approach allows Sourcewell's Participating Entities to:

1.   Connect with Public Safety Systems: Our solutions can seamlessly integrate with Law Enforcement Management Systems (LEMS), Computer Aided Dispatch (CAD), RecordManagement Systems (RMS), and Body Worn Camera (BWC) systems, ensuring secure data exchange and streamlined workflows via standard API interfaces.

2.   Integrate with Case Management Platforms: VIDIZMO supports integration with case management systems such as Thomson Reuters Case Center, enhancing legal proceedings by enabling secure and efficient evidence management.

3.   Leverage Cloud Storage Platforms: Our solutions are compatible with popular cloud storage services like Microsoft Azure and Amazon AWS, ensuring flexible and scalable data management.

4.   Content Management Systems: VIDIZMO integrates seamlessly with Microsoft SharePoint, enabling Sourcewell's Participating Entities to export content fromVIDIZMO DEMS directly to SharePoint while maintaining secure storage and access. Users can open and view digital evidence/content within the SharePoint app, ensuring a streamlined workflow and enhanced productivity without leaving the SharePoint environment.

This adaptable integration capability empowers Sourcewell's Participating Entities to use VIDIZMO solutions alongside their existing tools and systems, optimizing operational workflows while maintaining their preferred technology ecosystems.

OTB INTEGRATIONS FOR RAPID DEPLOYMENT

1.   Case Management Integrations: Our out-of-the-box integration with Thomson Reuters Case Center allows seamless evidence management and legal case presentation, enhancing the efficiency of court proceedings and legal documentation.

2.   SSO/IAM Integrations: Seamless integration with Single Sign-On (SSO) and Identity and Access Management (IAM) solutions like Okta, Ping Identity, and Azure AD ensures secure user access and role management.

3.   Video Conferencing Integrations: Integration with platforms such as Microsoft Teams, Zoom, Webex, and BlueJeans allows users to launch and manage video conferencerecordings directly within VIDIZMO.

4.   Content Processing App Integrations: VIDIZMO integrates with Azure Cognitive Services, Azure Video Analyzer, and AWS Video Indexer for advanced content processing and optimization.

These pre-configured integrations reduce deployment time, enabling quick incorporation of VIDIZMO solutions into existing infrastructures without requiring complex customization.

COMPREHENSIVE API SUITE FOR CUSTOM INTEGRATIONS

VIDIZMO provides a comprehensive suite of REST APIs to facilitate custom integrations with third-party applications. Our APIs offer:

1.   Secure and Scalable Integration: Designed with OAuth 2.0 and JWT for token-based

authentication, ensuring secure data transfers between systems.

2.   Comprehensive API Documentation: VIDIZMO provides detailed API documentation, including implementation guidelines, sample code, and error handling procedures, ensuring easy and efficient integration for developers.

3.   Developer Support: We offer dedicated developer support to assist Participating Entities in navigating the integration process, addressing specific API-related issues, and ensuring smooth deployment.

Our API-first approach ensures that all our solutions are designed for interoperability and extensibility, allowing Participating Entities to create tailored integrations that fit their unique operational needs.

To accommodate diverse integration scenarios, VIDIZMO provides additional integration options beyond REST APIs, including:

1.   Webhook API: Ideal for scenarios where external systems need real-time notifications of user actions within VIDIZMO. This allows for automated logging and tracking of activities such as video playback or evidence sharing.

2.   HTML Widgets: Securely embed VIDIZMO's functionalities, such as evidence upload, search, and playback, within external systems like Case Management Systems, ensuring seamless user experiences without leaving their primary applications.

3.   VIDIZMO App Model: Custom apps can be developed and registered within VIDIZMO's ecosystem, enabling Participating Entities to create bespoke solutions for their operational needs.

These advanced integration capabilities provide Sourcewell's Participating Entities with the flexibility to incorporate VIDIZMO's features into their existing workflows while maintaining a high level of security and operational efficiency.

To view VIDIZMO's API Technical specification & detailed documentation, please visit:
1.   https://help.vidizmo.com/support/solutions/articles/17000107290-vidizmo-rest-api-reference-guide
2.   https://help.vidizmo.com/support/solutions/articles/17000110485-vidizmo-webhooks-reference-guide
3.   https://help.vidizmo.com/support/solutions/articles/17000122203-getting-started

INTEGRATION SECURITY AND COMPLIANCE

Security is a top priority in VIDIZMO's integration architecture. All integrations, including those involving VIDIZMO's APIs, adhere to the highest standards of security:

1.   Token-Based Authentication: Using OAuth 2.0 and JWT for secure authentication and authorization.
2.   Data Encryption: Following the AES-256 encryption standard, we encrypt data at rest and in transit to ensure secure data transfer between integrated systems, safeguarding the integrity and privacy of information throughout the integration workflow.

3.   Compliance with Industry Standards: VIDIZMO's solutions comply with public safety and government data security regulations, ensuring the protection of sensitive information.

These security measures provide Sourcewell's Participating Entities with the confidence that their data is protected throughout the integration lifecycle.

47	Describe any "green" initiatives that relate to your company or to your solutions, and include a list of the certifying agency for each.	As a software-based company, VIDIZMO primarily focuses on delivering digital solutions, which do not involve physical products or traditional manufacturing processes. Therefore, our direct environmental impact is minimal, and we do not currently have specific "green" initiatives certified by third-party agencies.	
48	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	As a software-based company, VIDIZMO primarily focuses on digital solutions that do not directly involve physical products, manufacturing processes, or significant environmental impacts related to energy consumption, material usage, or life-cycle design. Consequently, VIDIZMO has not sought third party-issued eco-labels, ratings, or certifications related to energy efficiency, conservation, or sustainability factors such as cradle-to-cradle design	*
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?	Our deep understanding of the key challenges and pain points faced by public safety agencies drives our innovation and product development, making us uniquely positioned to address critical public safety needs for Sourcewell's Participating Entities. By continuously evolving our solutions to meet real-world operational demands, we offer both pre-incident and post-incident software, enabling efficient situational awareness, digital evidence management, AI-powered redaction, secure video content distribution, and seamless system integrations that enhance law enforcement, emergency response, and government operations.	

Due to our customer-centric approach, open architecture framework, and flexible deployment options, we enable agencies to seamlessly integrate VIDIZMO into their existing IT ecosystems, ensuring compliance, operational efficiency, and enhanced public safety workflows.

OPEN ARCHITECTURE FRAMEWORK

An interoperable system is crucial for Sourcewell's Participating Entities as it enables seamless data exchange, real-time collaboration, and operational efficiency across multiple public safety and government platforms. By ensuring integration with existing RMS, CAD, LEMS, case management systems, and cloud storage, agencies can eliminate data silos, enhance cross-departmental coordination, and improve decision-making—all while maintaining compliance and security standards essential for law enforcement, emergency services, and justice systems.

VIDIZMO's open architecture framework allows for seamless integration with existing law enforcement and public safety systems, ensuring operational continuity and efficiency. Our REST APIs, Webhooks, and HTML Widgets provide agencies with multiple integration pathways to connect VIDIZMO with their existing infrastructure.

VIDIZMO's integration capabilities have enabled several customers to automate their workflows including The Georgia Attorney General's Office, which integrated VIDIZMO DEMS with their Law Enforcement Management System (LEMS) using REST APIs, enabling automated video evidence ingestion, seamless metadata tagging, and improved searchability and case management efficiency.

For more details on our integration capabilities please refer to Row 46, which highlights our REST APIs, Webhooks, and HTML Widgets that enable seamless system connectivity and workflow automation.

SOLVING CRITICAL PUBLIC SAFETY CHALLENGES WITH PROVEN SUCCESS

VIDIZMO has a strong track record of helping law enforcement, government agencies, and justice departments tackle complex challenges, particularly in digital evidence management, video content security, automated redaction, and training modernization. Below are real-world examples of how we've addressed key pain points for public safety organizations.

1.   Secure & Efficient Digital Evidence Management for Criminal Investigations

Law enforcement agencies must handle large volumes of digital evidence, ensuring chain of custody, secure sharing, and rapid access to mission-critical files. However, many agencies struggle with outdated, siloed, and unsecured storage solutions.

1a.   Georgia Attorney General's Office

The Georgia Attorney General's Office serves as the state's chief legal authority, overseeing legal guidance and law enforcement collaboration. Managing digital evidence from 29 to 50 law enforcement agencies posed challenges, as their existing LEMS system on AWS S3 lacked playback, advanced search, and redaction capabilities. Reviewing evidence was manual and inefficient, and handling FOIA requests required time-consuming redaction. Additionally, monitoring live surveillance footage in high-crime areas was difficult without a streamlined evidence review system.
VIDIZMO DEMS was integrated with LEMS, enhancing evidence accessibility with AI-powered search, automated ingestion, and metadata tagging. Legal teams could now quickly locate and analyze digital evidence, eliminating manual inefficiencies.

VIDIZMO Redactor enabled automated redaction of personally identifiable information (PII), ensuring compliance with FOIA and court regulations. Additionally, VIDIZMO's live surveillance integration allowed law enforcement to monitor and store crime scene footage efficiently, improving response times.

The Georgia AG's Office now benefits from a secure, AI-driven digital evidence management system that streamlines legal processes and enhances investigative collaboration.

1b.   California DMV
The California DMV, responsible for vehicle registration and fraud investigations across 170 field offices, faced difficulties in managing digital evidence. Investigators stored evidence on CDs and thumb drives, making retrieval slow and collaboration between offices inefficient. Decentralized storage increased security risks and compromised the chain of custody, while Internal Affairs faced restricted access to critical case evidence, limiting transparency.

VIDIZMO DEMS centralized the DMV's digital evidence on Azure Government Cloud, enabling secure, remote access to case-related files. Automated transcription and metadata tagging enhanced searchability, saving investigators significant time. Role-based access control protected sensitive information while ensuring appropriate visibility for authorized personnel. Internal Affairs received a dedicated evidence portal, allowing them to manage classified investigations securely. The implementation streamlined investigations, improved

collaboration across field offices, and ensured compliance with legal standards, providing a structured and tamper-proof approach to evidence management.

1c. Adam's County

The Adams County Sheriff's Office struggled with disorganized evidence management, relying on physical media such as DVDs and hard drives to share evidence with courts and neighboring agencies. This method delayed investigations, increased security risks, and lacked clear access controls. Ensuring an audit trail and maintaining long-term evidence retention were also key concerns.

VIDIZMO DEMS provided a secure, centralized evidence repository, allowing role-based access for legal teams through dedicated portals. Prosecutors and public defenders could securely access relevant evidence without manual submissions. Integration with Azure SSO enabled seamless access for officers, while multi-view streaming allowed investigators to analyze footage from multiple perspectives simultaneously. The system also introduced long-term evidence retention and archiving features, improving compliance and security. Automated redaction tools ensured sensitive data remained protected, making case processing faster and more efficient while eliminating reliance on physical storage media.

1d. DuPage County Illinois Sheriff's Office

The DuPage County Sheriff's Office faced inefficiencies in evidence handling, with files scattered across USB drives, DVDs, and portable hard drives. While SharePoint was introduced for sharing, it lacked security controls, making it impossible to prevent unauthorized downloads or modifications. This posed risks to evidence integrity and compliance with legal standards.

VIDIZMO DEMS centralized all digital evidence, improving organization, security, and tracking. Administrative controls ensured restricted access to sensitive case files, preventing unauthorized alterations. Built-in tamper detection allowed the office to track all activities related to evidence, ensuring legal credibility. Investigators benefited from advanced search and automated transcription, significantly reducing the time needed to retrieve case-related evidence.

The system's redaction capabilities allowed for secure sharing of case files while protecting personally identifiable information. By eliminating the risks associated with physical media and unstructured storage, VIDIZMO enabled the Sheriff's Office to manage digital evidence efficiently, ensuring secure collaboration and compliance.

2. Automated AI-Powered Redaction for Privacy & Compliance

With increasing public safety surveillance and body-worn camera footage, agencies face challenges in complying with privacy regulations such as FOIA, CJIS, and GDPR. Manually redacting personally identifiable information (PII), such as faces, license plates, and identities of minors, is time-consuming and inefficient, leading to delays in responding to public records requests. VIDIZMO's redaction capabilities directly addresses this issue through its AI Powered Redaction Solution.

2a. Major County in California

One of the largest counties in California faced a privacy challenge while analyzing 1.1 million annual call recordings for experience management and service improvement. These calls contained Personally Identifiable Information (PII), including names, phone numbers, and Social Security Numbers (SSNs), making it legally impossible to share them with external analytics providers due to California's stringent data privacy regulations (CCPA, CPRA). To proceed with analysis, the county needed a secure redaction solution that could automatically remove sensitive information while keeping the recordings usable for insights. Additionally, the solution had to be deployed within the county's own infrastructure to ensure compliance with state regulations.

VIDIZMO Redactor provided bulk audio redaction, allowing the county to automate the removal of PII from thousands of call recordings efficiently. By deploying Redactor within their private cloud, the county ensured that sensitive data never left state jurisdiction, maintaining compliance with CCPA and CPRA. The AI-powered solution streamlined the privacy protection process, allowing them to safely share redacted recordings with third-party analytics providers. This eliminated legal barriers to service improvement while maintaining the security and privacy of residents' data. By implementing VIDIZMO Redactor, the county successfully scaled its redaction process, ensured data compliance, and improved operational efficiency in service evaluation.

3. Enhancing Law Enforcement Training & Compliance with Video Management

3a. Baltimore Police Department

The Baltimore Police Department plays a critical role in public safety, with its Police Academy serving as the primary training ground for law enforcement personnel. However, managing live training sessions across multiple classrooms proved challenging due to the lack of a centralized system for viewing and supervising sessions in real-time. Police heads struggled to oversee multiple training streams simultaneously, and without a consistent streaming infrastructure, managing live events and encoders was complex. The inability to

record live sessions for on-demand review further limited the department's ability to provide feedback and improve training programs. Budget constraints also added to the challenge, making it difficult to maintain server performance while ensuring high-quality training experiences.

VIDIZMO EnterpriseTube provided a centralized solution for the Baltimore Police Academy, allowing them to efficiently manage live training sessions. A single-page portal was created, where all classroom streams could be viewed in real time, enabling better supervision and evaluation. The system established persistent live stream links for each encoder, ensuring reliable access to training content while integrating seamlessly with their Learning Management System (LMS), such as Blackboard or Canvas. Training sessions could now be recorded and stored for on-demand access, allowing police heads to review materials and provide constructive feedback. EnterpriseTube also provided secure storage for sensitive training materials, ensuring restricted access to authorized personnel only.

By adopting VIDIZMO, the department improved training efficiency, eliminated complexities in managing multiple streams, and ensured a cost-effective solution that met their budgetary constraints.

3b.   California Department of Corrections and Rehabilitation (CDCR)
CDCR oversees prison management and rehabilitation programs across California, requiring a secure platform to stream live and on-demand video content for internal training and communication across its 30+ facilities. They needed a solution to facilitate secure information-sharing between different correctional centers, live town hall meetings for real-time updates, and a public-facing video portal for external communications, all while maintaining strict access controls to prevent unauthorized viewing. Security was a top priority, necessitating a deployment model that prevented sensitive internal content from being accessed by the public.

VIDIZMO EnterpriseTube provided a secure, scalable video streaming solution deployed on-premises and integrated with Wowza servers, ensuring that CDCR could stream live and recorded content with role-based access control. The system enabled segregated access by implementing multitenancy, allowing CDCR to manage internal and public-facing content separately while avoiding complex manual permissions. EnterpriseTube provided a hybrid infrastructure, allowing CDCR to store confidential training videos on-premises while hosting public-facing content in the cloud. With EnterpriseTube, CDCR streamlined its internal communications, enabled real-time updates across multiple locations, and improved accessibility to training materials, ensuring secure and efficient content distribution across their facilities.

3c.   US Department of State
As the lead foreign affairs agency, the US Department of State (DOS) needed a high-performance video streaming and content management system to maintain communication with over 270 embassies and consulates worldwide. DOS struggled with latency issues, inconsistent video quality, and difficulties in delivering simultaneous live broadcasts to its global workforce of over 120,000 employees. Additionally, ensuring secure delivery of confidential video content while maintaining access control was a major challenge. Without a centralized and scalable video management system, managing electronic program guides, scheduling live broadcasts, and ensuring seamless distribution became increasingly difficult.

VIDIZMO EnterpriseTube offered a secure, white-labeled video content management solution that enabled scalable live and on-demand streaming for DOS's global operations. The platform reduced latency issues, optimized bandwidth usage, and maintained consistent video quality for events such as town hall meetings and diplomatic briefings. EnterpriseTube's integrated scheduling system provided a structured approach for organizing broadcasts while allowing embassies and consulates worldwide to stay informed. End-to-end encryption and access controls ensured that confidential policy updates and classified communications were securely distributed, only accessible to authorized personnel. The solution was device-agnostic, allowing staff to stream content from any device, increasing accessibility and operational efficiency while reducing infrastructure costs. With EnterpriseTube, the US Department of State established a secure, scalable, and high-quality streaming solution, ensuring seamless global communication and content management.

3d. The Missouri Department of Revenue (DOR) needed a SCORM-compliant platform to host and manage 300GB of training videos for its Motor Vehicle Driver License (MVDL) division. Their existing compliance and training system lacked video hosting capabilities, preventing effective distribution of training content to employees. Ensuring course completion tracking and interactive assessments was also critical, as was the ability to support live training sessions for new employees. Additionally, they required AI transcription for subtitles, improving accessibility and engagement.

VIDIZMO EnterpriseTube provided SCORM-compliant video hosting, allowing MVDL to upload, organize, and distribute training content seamlessly. The platform enabled interactive learning, incorporating unskippable quizzes within videos, ensuring employee engagement and

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compliance with training requirements. Live streaming capabilities allowed Missouri DOR to conduct real-time training sessions, extending accessibility across the state. AI-powered transcription and multilingual subtitles improved inclusivity, ensuring that training materials were comprehensible to all employees. By implementing EnterpriseTube, Missouri DOR successfully modernized its training system, ensuring efficient content delivery, employee engagement, and compliance tracking across its workforce.

Supporting Documents: We have attached the case studies for these implementations as supporting documents.

FLEXIBLE DEPLOYMENT OPTIONS

Public safety and government agencies operate under varying security, compliance, and operational mandates, making flexible deployment essential for meeting their unique needs. Some agencies must store digital evidence on-premises due to legal requirements, while others prefer cloud-based deployments for their scalability, cost-efficiency, and remote access capabilities. By offering multiple deployment options, VIDIZMO ensures that agencies can adopt digital evidence and video management solutions without being restricted by infrastructure limitations.

Security and compliance are critical for public safety agencies, requiring adherence to CJIS, HIPAA, FedRAMP, and FISMA regulations. VIDIZMO's on-premises, private cloud, and SaaS deployment options allow agencies to select a model that meets their regulatory needs. Additionally, data sovereignty is a key concern, particularly in Canada and Europe, where on-premises and private cloud deployments ensure full control over data storage and accessibility.

In light of this, VIDIZMO offers multiple deployment models to accommodate the unique security, compliance, and operational needs of Sourcewell's Participating Entities. By providing options for on-premises, private cloud, and SaaS deployments, agencies can choose the most suitable infrastructure for their digital evidence and video management requirements. Our flexible deployment models ensure that agencies can align their IT strategy with security policies, compliance regulations, and operational efficiency.

1.   On-Premises Deployment

For agencies with strict regulatory requirements, VIDIZMO can be fully deployed on-premises, giving organizations complete control over their infrastructure, storage, and security policies. This deployment model is particularly beneficial for law enforcement agencies that must comply with CJIS regulations and government bodies that require all digital evidence to be stored within a government-owned facility. On-premises deployment ensures full control over infrastructure, updates, and access permissions, allowing agencies to maintain data sovereignty while adhering to local and federal compliance mandates.

2.   Customer Private Cloud Deployment

For agencies that require a solution within their own cloud environment, VIDIZMO supports private cloud deployment in Microsoft Azure Government or AWS GovCloud. This ensures compliance with stringent security frameworks such as FedRAMP, GDPR, and HIPAA while offering the scalability and flexibility of the cloud. Agencies choosing private cloud deployment can leverage cloud-based storage and computing power while maintaining strict security controls and ensuring that data remains within designated regions. This model is ideal for agencies that need to balance security with cloud-based efficiency, allowing them to benefit from remote access and seamless collaboration without compromising compliance or operational security.

3. SaaS Deployment – Shared or Dedicated Cloud Environment

For agencies seeking cost-effective, rapid deployment without the complexity of infrastructure management, VIDIZMO offers SaaS solutions that eliminate the need for agencies to handle hardware maintenance or software updates. SaaS deployment is available in two configurations: shared SaaS in a multitenant environment or dedicated SaaS in a single-tenant environment. Shared SaaS is a scalable and cost-effective solution where multiple agencies share the same cloud infrastructure, with strict data segregation ensuring that access controls remain in place. This option is well-suited for agencies that do not have strict regulatory requirements surrounding dedicated infrastructure but still require secure cloud-based evidence management.

Dedicated SaaS, on the other hand, offers a more secure and isolated environment where an agency gets its own private cloud instance, ensuring full data isolation, enhanced security, and compliance with CJIS, FedRAMP, and other regulatory standards. Dedicated SaaS allows agencies to customize security settings, implement advanced encryption protocols, and maintain complete control over their digital evidence while leveraging the scalability and convenience of the cloud.

While VIDIZMO primarily deploys SaaS solutions in Microsoft Azure and AWS, we offer the flexibility to deploy in any cloud environment based on agency preferences. Whether an

agency requires Google Cloud, Oracle Cloud, or a locally hosted cloud provider, VIDIZMO's open architecture allows for deployment in any cloud infrastructure that meets security and compliance needs. This level of deployment flexibility ensures that Sourcewell's Participating Entities can implement VIDIZMO's solutions without worrying about vendor lock-in, enabling seamless integration with existing IT ecosystems while maintaining data security and compliance.

OVERALL VALUE ADDED FOR SOURCEWELL PARTICIPATING ENTITIES

Sourcewell Participating Entities need reliable, secure, and scalable solutions that can integrate seamlessly into existing infrastructures, enhance operational efficiency, and comply with strict security policies. VIDIZMO's proven success with government agencies, law enforcement, and justice departments, combined with our customer-centric approach, open architecture, and flexible deployment models, ensures we can adapt to the unique needs of each entity.

VIDIZMO has already helped government agencies across the U.S. improve digital evidence management, automate redaction, enhance operational workflows, and strengthen public safety capabilities. By leveraging our experience, technological expertise, and customer-driven approach, we ensure Sourcewell's Participating Entities receive the most secure, efficient, and adaptable solutions for their mission-critical operations.

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
50	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		○ Yes ◉ No	N/A	*
51		Minority Business Enterprise (MBE)	◉ Yes ○ No	VIDIZMO is a small minority owned business. Please find attached VIDIZMO's Small & Minority Owned business Certificate as part of our submission.	*
52		Women Business Enterprise (WBE)	○ Yes ◉ No	N/A	*
53		Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	N/A	*
54		Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	N/A	*
55		Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	N/A	*
56		Small Business Enterprise (SBE)	◉ Yes ○ No	VIDIZMO is a small minority owned business. Please find attached VIDIZMO's Small & Minority Owned business Certificate as part of our submission.	*
57		Small Disadvantaged Business (SDB)	○ Yes ◉ No	N/A	*
58		Women-Owned Small Business (WOSB)	○ Yes ◉ No	N/A	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
59	Describe your payment terms and accepted payment methods.	• All quoted prices for services are provided in USD and are exclusive of any applicable taxes. • All optional components will incur an additional cost as specified. • 3 Year Terms Paid yearly in Advance. For Renewal Year 1 and onwards: A yearly invoice for the yearly subscription licenses, hosting, maintenance & support will be generated immediately upon the start of subscription period & will be due for payment within 30 days of receipt. • Payments due within 30 days of invoice. • All prices are discounted based on the 3-year contract price. In the event that this contract is cancelled for any reason prior to 3 years from the date of contract award, the customer will be responsible for paying an early cancellation fee equivalent to 3% of the 3-year contract value. To ensure flexibility and convenience, VIDIZMO accepts payments through multiple secure methods, including: 1. Checks 2. Automated Clearing House (ACH) transfers 3. Wire transfers Having prior experience working with government entities, VIDIZMO is familiar with standard payment schedules and terms commonly followed by such organizations. We remain flexible in adapting to these schedules to accommodate the financial and procedural requirements of Sourcewell Participating Entities.	*
60	Describe any leasing or financing options available for use by educational or governmental entities.	While VIDIZMO does not offer direct leasing or financing options, we are committed to making our secure, scalable, and AI-powered solutions accessible to educational institutions and government entities through cost-effective pricing structures and tailored discounts.	*
61	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	VIDIZMO utilizes a Software Subscription License Agreement to govern the use, deployment, and access of our software solutions by Sourcewell's Participating Entities. This agreement outlines the terms of use, licensing rights, service commitments, and compliance requirements to ensure a transparent and structured engagement with our customers. We offer two separate agreements based on the deployment model chosen by the customer: 1. SaaS Deployment Agreement – Governs the use of VIDIZMO's cloud-hosted SaaS solutions 2. Customer Cloud / On-Premises Deployment Agreement – Applicable when VIDIZMO software is deployed in the customer's private cloud or on-premises environment. Both agreements ensure that Sourcewell's Participating Entities receive clear, comprehensive, and legally structured terms tailored to their chosen deployment model. These documents have been attached as part of our response for review and reference	*
62	Explain your licensing process and the service agreements required of end users.	VIDIZMO follows a structured subscription-based licensing process to ensure that Sourcewell's Participating Entities receive the appropriate software licenses, pricing models, and service agreements tailored to their operational and compliance requirements VIDIZMO offers various licensing options, including Server Licenses, Client Access Licenses (CALs), and consumption-based pricing for storage, bandwidth, and AI-powered features such as transcription and redaction. The type of license required depends on the chosen deployment model, whether Shared SaaS, Dedicated SaaS, Private Cloud, or On-Premises. Additionally, VIDIZMO requires a Service Agreement to govern the use of our software, subscription terms, support levels, and compliance obligations. The specific agreement varies based on the deployment model selected, ensuring that agencies understand their licensing terms, infrastructure costs, and service-level commitments. For a detailed information of our licensing models and service agreements, please refer to Row 61 for service agreements and Row 64 for our pricing models and licensing options.	*

63	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Yes, VIDIZMO accepts the P-Card (Government Purchase Card) procurement and payment process. This payment method aligns with our commitment to providing convenient and flexible procurement options for Sourcewell Participating Entities.
		However, please note that there is an additional P-Card transaction fee applicable. The standard P-Card transaction fee typically ranges from 1.5% to 3% of the transaction amount. This fee covers the administrative and processing costs associated with credit card payments, and it may vary depending on the card-issuing bank and the payment network used (such as Visa or Mastercard).
		We aim to be transparent about these costs to help Participating Entities plan their budgets effectively. If needed, we can provide more specific information regarding the transaction fees based on the chosen card network.
64	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the 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.	VIDIZMO's pricing model is designed to be flexible, scalable, and cost-effective, ensuring that Sourcewell's Participating Entities can select the most suitable option based on their operational, compliance, and budgetary needs. Our pricing is structured around several key factors, allowing agencies to optimize costs while ensuring they receive the necessary features, security, and support.
		OVERALL PRICING FACTORS
		VIDIZMO's pricing is determined by the following key factors:
		1. Deployment Model – Whether the solution is hosted in VIDIZMO's shared SaaS environment, dedicated SaaS, or deployed on private cloud/on-premises, each impacting pricing based on infrastructure and management requirements.
		2. Software Subscriptions – Includes VIDIZMO server software licenses and Client Access Licenses (CALs), ensuring agencies can scale user access as needed.
		3. Support & Training – VIDIZMO offers tiered support plans, from standard support to Premier and Premier Plus plans, as well as customized training programs to facilitate adoption.
		4. Consumption Costs – Includes AI-powered features (such as transcription and redaction), storage capacity, bandwidth usage, and encoding requirements, ensuring agencies can scale resources as needed.
		5. Professional Services – Covers data migration, system integration, custom development, and managed services for private cloud deployments or specific agency requirements.
		6. Service Level Agreements (SLAs) – Additional pricing considerations apply for agencies requiring High Availability (HA), Disaster Recovery (DR), or custom SLA agreements to meet their operational needs.
		VIDIZMO'S SHARED SAAS PRICING
		VIDIZMO's default pricing SKUs (as attached) are based on Shared SaaS Deployment in Microsoft Azure Government Cloud. This model provides a cost-effective and scalable solution where agencies subscribe to VIDIZMO's fully managed cloud platform, eliminating the need for infrastructure management. Pricing is determined by:
		1. Software Subscription – Agencies pay for a subscription-based licensing model, which includes user licenses (Client Access Licenses - CALs). Based on the number of users requiring access to the system.
		2. Storage Allocation- Pricing is determined by the amount of storage required for digital evidence, training videos, and other media content.
		3. Bandwidth Consumption- Agencies are allocated a bandwidth limit, with additional bandwidth available as needed.
		4. Encoding Services- Video and evidence files are automatically transcoded for universal playback, included as part of the pricing plan.

5.   AI Consumption – AI Processing such as hours of transcription, translation, detection, summarization, chaptering etc.

6.   Multi-tenant portals for agencies needing separate environments for different departments or user groups.

7.   Support & Training - VIDIZMO offers tiered support plans (Standard, Premier, and Premier Plus) and customizable training programs to ensure seamless adoption, user proficiency, and ongoing system optimization.

8.   Set up & Implementation - VIDIZMO can provide standard setup or and custom implementation such as custom integrations, configurations, and data migration as needed.

DEDICATED SAAS PRICING

VIDIZMO's Dedicated SaaS model provides a single-tenant cloud environment fully managed by VIDIZMO, ensuring enhanced security, compliance, and performance. This deployment is hosted on Microsoft Azure, AWS, or any other cloud provider of the agency's choice, allowing agencies to meet specific data residency, security, and compliance requirements. The key difference in Dedicated & Shared SaaS pricing comes from additional infrastructure costs. Pricing is determined by:

1.   Managed Infrastructure Costs: Dedicated SaaS includes dedicated cloud infrastructure managed by VIDIZMO, covering compute resources, storage, networking, security, and bandwidth for live and on-demand streaming.

2.   Software Subscription – Agencies pay for a subscription-based licensing model, which includes user licenses (Client Access Licenses - CALs). Based on the number of users requiring access to the system.

3.   Storage Allocation- Pricing is determined by the amount of storage required for digital evidence, training videos, and other media content.

4.   Bandwidth Consumption- Agencies are allocated a bandwidth limit, with additional bandwidth available as needed.

5.   Encoding Services- Video and evidence files are automatically transcoded for universal playback, included as part of the pricing plan.

6.   AI Consumption – AI Processing such as hours of transcription, translation, detection, summarization, chaptering etc.

7.   Multi-tenant portals for agencies needing separate environments for different departments or user groups.

8.   Managed Services: VIDIZMO offers fully managed services, handling system monitoring and maintenance.

9.   Support & Training - VIDIZMO offers tiered support plans (Standard, Premier, and Premier Plus) and customizable training programs to ensure seamless adoption, user proficiency, and ongoing system optimization.

10.   Set up & Implementation - VIDIZMO can provide standard setup or and custom implementation such as custom integrations, configurations, and data migration as needed.

PRIVATE CLOUD & ON-PREMISES DEPLOYMENT

For agencies requiring full control over their infrastructure, VIDIZMO offers Private Cloud and On-Premises Deployment options. This model allows agencies to host VIDIZMO solutions in their own data centres or private cloud environments, ensuring complete control over data security, privacy, and compliance requirements. Pricing is determined by:

		1. VIDIZMO Server Software Licenses – Includes EnterpriseTube, DEMS, and Content Processing Servers for encoding, AI processing, and redaction. 2. Client Access Licenses (CALs) – Tiered pricing based on authenticated users who access the system. 3. Setup & Installation Fees – One-time costs for deployment, configuration, and integration, varying based on complexity. 4. Support & SLA Requirements – Includes custom support tiers, disaster recovery, and high availability configurations. VIDIZMO's pricing structure ensures that Sourcewell's Participating Entities can choose the most cost-effective deployment and subscription model while scaling their storage, bandwidth, AI features, and security services as needed. Whether deployed in shared SaaS, dedicated SaaS, private cloud, or on-premises, agencies receive a comprehensive, scalable, and budget-friendly solution tailored to their operational requirements. For a detailed breakdown of VIDIZMO's SKU pricing and Sourcewell discounts, please refer to the attached pricing documents.	
65	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	For Sourcewell Participating Entities, VIDIZMO proposes a tiered discount structure based on contract value. 1. Below $100,000 - 5% Discount 2. $100,000 or Above $100,000 - 7% Discount 3. $500,000 or Above $500,000 - 10% Discount	*
66	Describe any quantity or volume discounts or rebate programs that you offer.	For Sourcewell Participating Entities, VIDIZMO proposes a tiered discount structure based on contract value. 1. Below $100,000 - 5% Discount 2. $100,000 or Above $100,000 - 7% Discount 3. $500,000 or Above $500,000 - 10% Discount	*
67	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Not Applicable – VIDIZMO is a software provider offering off-the-shelf (OTB) digital evidence management, redaction, and video content management solutions. We do not resell or source third-party hardware, software, or related services beyond our own licensed products and professional services. All pricing and services offered to Sourcewell's Participating Entities are fully covered under our proposed contract terms, eliminating the need for open market or non-contracted items. If additional customizations or integrations are required, they are handled through our professional services and clearly defined within the scope of our implementation plans.	*
68	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	VIDIZMO has included all standard costs in the pricing submitted with our response, ensuring full transparency in the total cost of acquisition. Standard services covered in our pricing include train-the-trainer sessions for training and simple deployment of our off-the-shelf (OTB) solution, as outlined in our implementation approach in Table 3. For any on-site training, custom implementation, or customized training programs, we will need to work with the Participating Entity to determine the scope of work and additional costs based on specific requirements. Since VIDIZMO directly conducts all implementation and training, there are no third-party-imposed costs associated with our solutions.	*
69	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Not Applicable. As a software provider, VIDIZMO does not involve physical freight, shipping, or delivery. All VIDIZMO solutions, including VIDIZMO Digital Evidence Management System (DEMS), VIDIZMO Redactor, and VIDIZMO EnterpriseTube, are delivered digitally and accessed remotely. All support, training, and implementation services are also provided remotely, eliminating the need for physical delivery. While VIDIZMO primarily delivers training and implementation services remotely, we can provide on-site training or implementation activities as a professional service if required by a specific Sourcewell Participating Entity. However, our solutions and deployment approach are not dependent on in-person services, ensuring seamless adoption regardless of location.	*

| 70 | Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery. | Not Applicable. VIDIZMO's solutions are delivered entirely online, making freight and shipping irrelevant to our deployment model. All support, training, and implementation services are also provided remotely, eliminating the need for physical delivery. While VIDIZMO primarily delivers training and implementation services remotely, we can provide on-site training or implementation activities as a professional service if required by a specific Sourcewell Participating Entity. However, our solutions and deployment approach are not dependent on in-person services, ensuring seamless adoption regardless of location. | * |
| 71 | Describe any unique distribution and/or delivery methods or options offered in your proposal. | VIDIZMO offers flexible distribution and delivery methods, ensuring that Sourcewell's Participating Entities can procure and implement our solutions directly through VIDIZMO or via our authorized partners. Our solutions and services are delivered remotely by VIDIZMO, allowing for efficient setup, training, and support without requiring physical distribution. If on-ground support or implementation services are required, VIDIZMO can leverage our network of authorized partners, as described in Table 3, to facilitate localized deployment, training, and technical assistance. This approach ensures that agencies receive seamless access to VIDIZMO's solutions while maintaining flexibility in how they receive implementation and support services. | * |

| 72 | Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing. | VIDIZMO is committed to maintaining full compliance with our agreement with Sourcewell and ensuring that all Participating Entities consistently receive the correct pricing, discounts, and services as outlined in the contract. To achieve this, VIDIZMO has implemented a structured self-audit program that includes periodic pricing reviews, automated system checks, compliance oversight, and a customer feedback mechanism.

1. Periodic Internal Pricing Audits

VIDIZMO conducts regular internal pricing audits to verify that all pricing, discounts, and contract terms are accurately applied to Sourcewell Participating Entities. Our Finance and Compliance Teams perform these audits quarterly, reviewing:

•   Pricing tables against contract terms to ensure all invoices and quotes reflect the correct Sourcewell-specific discounts and rates.

•   Billing records against customer agreements to confirm that all Participating Entities receive the correct pricing and applicable volume-based discounts.

2. Automated System Checks for Pricing Accuracy

VIDIZMO's customer relationship management (CRM) and billing systems are configured with contract-specific pricing rules, ensuring that Sourcewell Participating Entities automatically receive the correct rates and discounts. Our system includes:

•   Automated pricing validation checks that flag discrepancies or unauthorized deviations from contract pricing.

•   Proactive alerts for manual review in case of pricing errors, allowing immediate correction and contract alignment.

3. Compliance and Contract Review Team

VIDIZMO has a dedicated Compliance and Contract Review Team that conducts semi-annual contract compliance reviews to:

•   Ensure pricing alignment between Sourcewell agreements and customer invoices.

•   Identify and address discrepancies, updating internal processes to maintain compliance.

•   Provide training and guidance to sales and support teams to reinforce contract compliance requirements.

4. Customer Feedback and Issue Resolution Mechanism

VIDIZMO actively encourages Participating Entities to report any concerns regarding pricing or invoicing. Any issues raised are:

•   Escalated to our Compliance Team for immediate review.

•   Documented and investigated, with corrective actions implemented to prevent recurrence.

•   Resolved through a structured issue resolution process, ensuring transparency and customer satisfaction.

Through this comprehensive self-audit process, VIDIZMO ensures ongoing compliance with Sourcewell agreements, accurate pricing for all Participating Entities, and a commitment to fairness and transparency in all transactions. | * |

| 73 | If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement. | If awarded an agreement, VIDIZMO will track key internal metrics to measure the success and effectiveness of our engagement with Sourcewell's Participating Entities. These metrics will ensure that we are delivering value, driving adoption, and maintaining customer satisfaction.

Key Success Metrics:

1.   Customer Adoption & Engagement:

o   Number of Participating Entities that have procured VIDIZMO solutions.
o   Active user adoption rates across VIDIZMO DEMS, Redactor, and EnterpriseTube.
o   Frequency of feature utilization and system engagement metrics.

2.   Sales & Procurement Performance:

o   Total contract value and revenue generated through Sourcewell.
o   Average deal size and growth in procurement volume over time.
o   Number of agencies benefiting from volume discounts and flexible pricing structures.

3.   Implementation & Support Efficiency:

•   Average time taken for setup, deployment, and onboarding.
•   Number of successful standard and custom implementations.
•   Support ticket resolution times and frequency of escalations.

By tracking these quantifiable metrics, VIDIZMO ensures that we are maximizing adoption, delivering a seamless customer experience, and continuously improving our services to meet the evolving needs of Sourcewell's Participating Entities. | * |
| 74 | Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement. | VIDIZMO proposes 2% administrative fees to Sourcewell. | * |

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
75	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	VIDIZMO is proposing a tiered discount pricing structure for Sourcewell Participating Entities, offering progressive discounts based on contract value to ensure cost efficiency and scalability. The discount structure includes 5% for contracts below $100,000, 7% for contracts above $100,000, and 10% for contracts above $500,000. Additionally, VIDIZMO proposes a 2% administrative fee to Sourcewell, ensuring seamless contract management and continued support for Participating Entities.	*

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

Line Item	Question	Response *
76	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	Our solutions include VIDIZMO Digital Evidence Management System (DEMS). Alongside DEMS, we are also proposing VIDIZMO Redactor, which can be used either as a standalone solution or integrated with DEMS to automatically redact sensitive information. Additionally, we are proposing VIDIZMO EnterpriseTube as a secure platform for managing, streaming, and sharing video content, supporting training, compliance, and internal communications for law enforcement and public safety agencies. VIDIZMO DIGITAL EVIDENCE MANAGEMENT SYSTEM (DEMS) + VIDIZMO REDACTOR VIDIZMO Digital Evidence Management System (DEMS) is a CJIS-compliant, AI-powered solution designed to securely store, manage, analyze, and share digital evidence while maintaining chain of custody, role-based access control, and compliance with legal and regulatory standards. Law enforcement and public safety agencies handle vast amounts of video, audio, images, and documents as part of their investigations, making it critical to have an efficient, secure, and structured system for evidence management. Key Features of VIDIZMO DEMS: 1. Secure & Compliant Storage: DEMS ensures that digital evidence is stored in a tamper-proof, encrypted environment, maintaining compliance with CJIS, FedRAMP, GDPR, HIPAA, and other regulatory standards. 2. Chain of Custody Management: Every action taken on an evidence file is automatically logged, ensuring a clear audit trail for court admissibility. 3. Role-Based Access Control (RBAC): Agencies can define permissions for different users, ensuring secure access to evidence based on their role and involvement in an investigation. 4. AI-Powered Search & Auto-Tagging: DEMS automatically analyzes and transcribes videos and audio, enabling keyword-based search and metadata tagging to locate evidence quickly. 5. Automated Ingestion & Integration: DEMS can ingest digital evidence from body-worn cameras, dashcams, drones, surveillance systems, RMS, CAD, and case management systems, ensuring a seamless flow of evidence into the repository. 6. Evidence Sharing & Collaboration: Securely share evidence with prosecutors, defense attorneys, courts, and other agencies using expiring access links, watermarking, and restricted downloads. VIDIZMO REDACTOR (ALSO AVAILABLE AS A STANDALONE SOLUTION) VIDIZMO Redactor is a powerful AI-powered redaction software that can be used as an integrated tool within VIDIZMO DEMS or as a standalone solution for agencies that need to protect sensitive information in video, audio, images, and documents. Public safety and law enforcement agencies frequently deal with Freedom of Information Act (FOIA) requests, court submissions, and investigative reports, where personally identifiable information (PII) must be removed before evidence can be shared. Manual redaction is time-consuming, but VIDIZMO Redactor automates this process with AI-driven detection and redaction tools, ensuring compliance with FOIA, CJIS, GDPR, and other privacy laws. Key Features of VIDIZMO Redactor: 1. AI-Powered Detection & Auto-Redaction: Automatically detect and redact faces, license plates, weapons, tattoos, screens, and other sensitive information. 2. Bulk & Automated Processing: Process hundreds of files at once for large-scale investigations, ensuring faster compliance with legal requirements. 3. Audio Redaction: Identify and remove sensitive spoken words, names, addresses, and other confidential information from audio and video evidence. 4. Frame-by-Frame Manual Redaction: For precise control, users can manually adjust redactions for specific frames while keeping the original video intact. 5. Secure Storage & Export Options: Redacted files are stored securely and can be exported in multiple formats for evidence submission, case documentation, or public disclosure. 6. Seamless Integration with VIDIZMO DEMS: Users can apply redactions to digital evidence directly within DEMS, streamlining evidence review and compliance processes. VIDIZMO ENTERPRISETUBE VIDIZMO EnterpriseTube is an AI-powered video content management system that allows law enforcement, public safety agencies, and government organizations to securely stream, manage, and share video content for training, compliance, and internal communications. Agencies require secure platforms to train personnel, manage department-wide communications, and store mission-critical video content, but traditional solutions often lack the security, scalability, and compliance features needed in public safety environments. EnterpriseTube provides a centralized platform where

| | | agencies can store and distribute sensitive video content while maintaining strict access controls.

Key Features of VIDIZMO EnterpriseTube:
1. Live & On-Demand Video Streaming: Broadcast training sessions, department updates, town halls, and critical briefings to authorized personnel in real time.
2. Secure Role-Based Access Control: Restrict access based on user roles, security clearances, or department divisions, ensuring sensitive content remains protected.
3. SCORM Compliance for Training Videos: Supports SCORM-compliant training modules, enabling seamless integration with LMS platforms like Blackboard and Canvas.
4. Automatic Transcription & AI-Powered Search: AI-driven speech-to-text transcription allows users to search within video content for keywords, spoken phrases, and topics.
5. Multitenancy & Public vs. Private Access: Agencies can segregate content into internal and public-facing portals, ensuring that classified training materials remain private while allowing public safety announcements and educational content to be publicly shared.
6. Live Streaming with Adaptive Bitrate: Ensures high-quality streaming regardless of the viewer's internet connection, optimizing bandwidth usage.
7. Tamper-Proof Video Storage & Chain of Custody Tracking: Every action taken on video files is logged for auditability, ensuring compliance with CJIS and federal data security mandates.

Together, these solutions enable Sourcewell's Participating Entities to enhance operational efficiency, improve digital evidence management, ensure privacy compliance, and streamline law enforcement workflows. | |
|---|---|---|---|
| 77 | Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services. | VIDIZMO is responding to Category 2: Public Safety Response – Agency Operations under the following subcategories:
a. Pre-Incident Software
ii – Operational Management (Scheduling, Training, Compliance, etc.)
b. Post Incident Software
iii – Digital and Physical Evidence Management | * |

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

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

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

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

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

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

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

Line Item	Category or Type	Subcategory	Offered *	Comments	
84	Pre-incident planning software	Fire prevention related inspections and enforcement	○ Yes ◉ No	N/A	*
85		Operational management (scheduling, training, compliance, etc.)	◉ Yes ○ No	1.0. VIDIZMO EnterpriseTube Public safety organizations must adhere to strict regulatory and compliance training requirements to ensure officers are prepared for real-world challenges. These training programs cover use-of-force protocols, legal and ethical standards, crisis intervention, community engagement, and emergency response	

procedures. Government agencies require scalable, accessible, and efficient training solutions to maintain compliance, track certifications, and enhance personnel readiness. Traditional training methods often lack interactivity, seamless content management, and integration with existing systems, making it difficult to deliver consistent and effective training. VIDIZMO's EnterpriseTube is an AI-powered Enterprise Video Content Management Solution (VCMS) designed to streamline compliance training for public safety organizations. It enables agencies to deliver on-demand and live video training, ensuring officers receive engaging, interactive, and structured instruction. With adaptive streaming, SCORM compliance, LMS integration, and secure content sharing, EnterpriseTube provides a comprehensive training platform tailored to the specific needs of government entities.

1.1 On-Demand Video Training

VIDIZMO provides a comprehensive suite of on demand video training functionalities that ensures high-quality, uninterrupted training experiences tailored to the needs of government entities.

1.1.1 Seamless Delivery of High-Resolution Video-Based Training Content Effective compliance training demands high-quality video streaming to convey critical details clearly. VIDIZMO ensures seamless delivery of high-resolution training videos to improve engagement and learning outcomes.
•   4K Video Support: VIDIZMO supports 4K video streaming, enabling agencies to provide highly detailed, immersive training experiences that enhance comprehension and retention.
•   Adaptive Bitrate Streaming: VIDIZMO's adaptive bitrate streaming ensures smooth playback by automatically adjusting

video quality based on available bandwidth. Uploaded videos are transcoded into multiple resolutions (e.g., 1080p, 720p, 480p, 360p, 240p) so that users can seamlessly access training content without buffering issues, regardless of device or internet speed.

• Seamless Playability Across Devices and Browsers: VIDIZMO supports all major video file formats (e.g., .mp4, .mov, .avi, .wmv, .mkv) and encodes content into HLS, ensuring universal playback across desktops, tablets, mobile devices, and smart TVs in all bandwidth conditions.

• Optimized Content Delivery Across Regions: VIDIZMO supports all major CDN provider networks, including Microsoft Azure, ensuring fast, reliable, and buffer-free video streaming.

1.1.2 Content Categorization

Public safety organizations manage vast amounts of training content, requiring an efficient system for categorization and structured organization. Without proper content management, compliance training materials become difficult to access, leading to inefficiencies in training delivery and compliance tracking. VIDIZMO provides robust content categorization functionalities, enabling agencies to organize, retrieve, and manage training content with precision.

• Categories: VIDIZMO allows agencies to categorize and sub-categorize training content into structured groups such as use-of-force training, emergency response protocols or de-escalation techniques. By grouping content into distinct categories, public safety agencies can ensure officers quickly find relevant training materials, reducing time spent searching for compliance-related courses and improving training completion rates.

• Playlists: VIDIZMO's playlist functionality enables agencies to curate video content into sequential training courses, ensuring that personnel complete each lesson before advancing. Features like "Enforce Order" ensure officers follow the correct video sequence, reinforcing structured compliance training. The "Auto Advance" feature automatically plays the next video, eliminating manual navigation delays, while the "Loop" feature repeats critical training content to reinforce retention. These features work together to streamline the training process and enhance learning outcomes.

• Collections: VIDIZMO's Collections feature allows agencies to group various media types —such as videos, images, notes, and quizzes—into a cohesive training package. For example, an Emergency Response Training Collection could include training videos that outline step-by-step procedures for handling disasters, policy documents that detail regulatory guidelines officers must follow, and quizzes to assess their understanding of compliance protocols. This organized approach ensures that all necessary training materials are easily accessible in one place.

• Metadata-Based Categorization: VIDIZMO enables agencies to define custom metadata fields and apply tags to enhance content retrieval. This feature allows organizations to categorize and organize training materials for easy access and efficient searchability. For instance, agencies can tag training videos with specific labels such as "Use-of-Force Compliance 2025" for annual certification courses, "On-Field Officer Training" for scenario-based simulations, or "Fire Safety Regulations" for specialized training sessions. These customizable tags help streamline content management and ensure that officers can quickly

find the relevant training materials they need.

1.1.3. Content Discovery

Public safety organizations handle large volumes of training content, making it essential to quickly and accurately locate relevant compliance training materials. Traditional content discovery methods are inefficient, requiring users to manually sift through videos, often leading to wasted time and decreased training effectiveness. VIDIZMO solves this challenge by offering AI-powered search and tagging capabilities, allowing officers and administrators to instantly find the exact training content they need with precision.

• Search Based on Spoken Words: VIDIZMO leverages advanced AI-powered speech-to-text processing to convert spoken words into searchable text.
• Automated AI-Generated Tags: VIDIZMO's AI-powered tagging system automatically generates relevant searchable tags based on the topics discussed in the video. These tags enhance content discoverability and classification.
• Custom Attributes: very public safety organizations have unique training requirements that demand customized categorization and searchability. VIDIZMO allows users to define mandatory or optional custom attributes, improving content retrieval and structured metadata management.

1.1.4 Content Creation

VIDIZMO's Content Creation Tool enables public safety organizations to effortlessly produce training content using screen capture, webcam recording, audio narration, and interactive annotations.

• Effortless Screen, Webcam, and Audio Capture: Enables officers and trainers to record

training videos, demonstrations, and real-world scenarios directly from their devices, ensuring seamless content creation without requiring advanced production tools.

• Screen Sharing: Facilitates real-time demonstrations of compliance procedures, enabling agencies to train officers on policy updates, software tools, or emergency response protocols.

• Template & Layout Switching: Offers the ability to transition between screen views, ensuring dynamic and engaging training presentations for compliance lessons.

• Virtual Backgrounds & Noise Suppression: Allows trainers to remove distractions, ensuring officers focus solely on the training material without interference.

1.1.5 Quizzes, Surveys, and Certification Management

• Quizzes: VIDIZMO strengthens compliance training by embedding quizzes at critical points within training videos to assess officers' comprehension of policies like use-of-force protocols, de-escalation techniques, and crisis intervention procedures. The platform provides real-time feedback and analytics to track officer performance and identify knowledge gaps. Detailed reports on quiz attempts, individual question performance, and officer progression help monitor the effectiveness of compliance training. By incorporating quizzes, agencies ensure officers retain essential compliance information and demonstrate their understanding before certification.

• Handouts: VIDIZMO enhances compliance training by allowing agencies to attach downloadable handouts within training videos. This feature enables officers to access official policy documents, training guides, and procedural checklists directly from the training sessions. Officers can review critical compliance

materials at their convenience, promoting better retention and application of knowledge. Handouts serve as an essential supplement to video-based learning, ensuring officers have easy access to important compliance documents anytime, anywhere.

•   Surveys: Public safety organizations must ensure that officers find training both valuable and effective. VIDIZMO enables agencies to embed surveys directly within training videos to capture officer feedback on the effectiveness of the training and identify areas for improvement. These surveys allow agencies to evaluate training comprehension levels through structured responses and measure the impact of the training using descriptive, multiple-choice, or single-choice questions.

•   Certificate of Completion: Certification tracking is crucial for ensuring compliance and maintaining training records. VIDIZMO provides automated certificates of completion, verifying that officers have successfully completed training videos, quizzes, or learning modules, and met organizational compliance requirements for annual or specialized training. Certificates can be easily accessed and tracked their certification history within VIDIZMO's portal. By automating certification issuance, public safety organizations can streamline compliance verification, reduce administrative overhead, and ensure every officer meets mandatory training requirements.

1.1.6 SCORM File Support

VIDIZMO offers robust SCORM (Shareable Content Object Reference Model) support, ensuring seamless integration with any SCORM-compliant Learning Management System (LMS). SCORM's global standardization allows for compatibility with eLearning content developed using industry-

leading tools like Articulate or Captivate. By ingesting SCORM content into the VIDIZMO platform, public safety organizations can efficiently manage, track, and assess compliance training for officers. VIDIZMO supports SCORM 1.2 and SCORM 2004 3rd Edition, ensuring comprehensive and up-to-date content management for your training needs.

1.1.7. Embedding Capabilities:

VIDIZMO's media embedding functionality allows organizations to securely embed a variety of media types—videos, documents, audio, images, and SCORM content—into web-based platforms. With HTML embed codes and integrated Single Sign-On (SSO), public safety agencies can ensure the security and privacy of training materials while making them accessible across multiple platforms. This capability addresses the challenge of distributing training content across various systems and platforms while maintaining strict access control.

1.1.8 Integration Capabilities

•   LMS Integration: VIDIZMO facilitates seamless integration with your Learning Management System (LMS) via the LTI 1.3 protocol, streamlining the delivery and tracking of compliance training content directly within the LMS interface. This integration not only simplifies the workflow for public safety organizations but also enables the extension of VIDIZMO's powerful features, enhancing the training experience beyond standard LMS capabilities. By bridging the gap between VIDIZMO's EnterpriseTube capabilities and your existing LMS, the integration ensures that public safety organizations can continue to use familiar systems while gaining access to the advanced media management, reporting, and engagement features

*

provided by VIDIZMO.

• Zoom and Teams Integration: VIDIZMO's integration with Zoom and Microsoft Teams enables automatic ingestion of meeting recordings, transforming these sessions into valuable compliance training materials. Public safety organizations often face challenges in efficiently managing and tracking meeting content for training purposes. With this integration, training officers can easily access, review, and track key training sessions without needing to manually upload or organize content. This streamlines the process of capturing training sessions, ensuring compliance and making it easier to store and review meeting-based training material within a centralized system.

• SharePoint Integration: VIDIZMO's native integration with SharePoint addresses the need for centralized content management in public safety organizations. By embedding VIDIZMO within SharePoint, training administrators and officers can access, manage, and share compliance training videos directly from their existing SharePoint interface. This eliminates the challenge of navigating between multiple platforms and provides a unified, efficient solution for video content management. Users can easily stream and access training materials from within their SharePoint environment, ensuring that compliance training content is organized, accessible, and easy to manage across teams.

• APIs, Webhooks, and Widgets: To support a more efficient and integrated compliance training process, VIDIZMO offers a suite of integration tools including REST APIs, webhooks, and widgets. These integration capabilities have been discussed in detail in Table 5A Row 46.

1.1.9 Comprehensive Analytics for Compliance Training

| | | | | • Media Analytics: VIDIZMO provides powerful analytics for every media file uploaded, giving public safety organizations the ability to track the usage and effectiveness of training materials. By analyzing media performance, such as impressions, views, completions, shares, likes, and comments, VIDIZMO helps assess the success of compliance training programs and ensure officers are meeting required training standards.

• User Activity Summary: VIDIZMO's user activity summary allows organizations to track individual engagement with training media, providing insights into media progress, views, downloads, shares, likes, and comments for each user. This detailed activity data helps public safety organizations track officer engagement and identify areas for improvement in training participation. The ability to monitor how officers interact with training materials enhances accountability and gives training administrators the tools they need to optimize training delivery.

• Engagement Trends & Device Insights: VIDIZMO's graphical representations of engagement trends, including impressions, views, completions, and time played, allow organizations to monitor the effectiveness of training content over time. Additionally, data on top devices and browsers used for viewing content helps organizations optimize content delivery across different platforms.

• Geographical & Demographic Insights: With heat maps for geographical locations and user demographics, VIDIZMO enables organizations to understand where training content is most viewed and which regions or officer groups may need additional support. This data helps public safety organizations tailor their training strategies to meet the | |

unique needs of different regions or officer groups, ensuring more targeted and effective compliance training.

By leveraging these insights, agencies can address disparities in training access and focus resources on areas that need improvement, ensuring compliance training is consistent and effective across all officers.

1.1.10 Advanced AI Functionalities for Effective Training

• Automated AI-Powered Transcription and Translation: VIDIZMO offers AI-powered transcription and translation features in over 80 languages that enhance training accessibility and ensure compliance across multilingual officer populations. For public safety organizations, particularly those working in diverse communities, this feature directly addresses the challenge of providing training in multiple languages.

• Content Summarization: VIDIZMO's content summarization feature automatically generates concise summaries of video content by analyzing the audio. This functionality allows public safety organizations to streamline the review process of training materials or video evidence by providing quick, high-level summaries, reducing the need for officers to manually review lengthy footage. For compliance training, this significantly improves training efficiency and time management. Officers can quickly grasp key takeaways from training sessions or evidence without the time-consuming process of watching entire videos.

• Chaptering: VIDIZMO's chaptering feature segments long videos into searchable, time-stamped sections, allowing users to jump directly to relevant moments in the content. This functionality enhances

the usability of lengthy compliance training videos or critical evidence, ensuring that officers can quickly access the most pertinent sections without having to review the entire content.

For public safety organizations, this helps optimize time spent on training, addressing the challenge of managing large volumes of video content.

1.1.11. Secure Sharing of Training Content

• Role-Based Access Control (RBAC): VIDIZMO's Role-Based Access Control (RBAC) ensures that access to training content is governed by precise user roles. Public safety organizations often face challenges in managing who has access to sensitive training materials. With RBAC, VIDIZMO enforces role-specific permissions, allowing only authorized personnel to view, edit, or share content based on their responsibilities. For example, managers have full control over case folders, training materials, and sharing capabilities. Contributors can upload and view content but have restricted rights to edit or share. Viewers only have access to specific materials required for their role, such as training review. This functionality ensures that compliance training materials are securely managed and that sensitive content is only accessible to those who need it, mitigating the risk of unauthorized access and ensuring that training content is used appropriately.

• Limited Sharing Options: VIDIZMO provides granular control over sharing, allowing organizations to limit content visibility based on personnel needs. Files, categories, playlists, and collections can be made visible only to authorized users or groups. Furthermore, training content can be shared with time-based or view-based restrictions, ensuring that officers only access

materials for a specific duration or number of views. This feature addresses the challenge of managing and securing content access in public safety organizations, ensuring compliance with training schedules while protecting sensitive materials.

• Content Theft Security Measures: To prevent unauthorized downloads of training content, VIDIZMO offers view-only access, which ensures that media can be reviewed but not downloaded by unauthorized users. This critical functionality helps public safety organizations safeguard the integrity of compliance training materials and prevents any unauthorized distribution of sensitive content. By restricting downloads, VIDIZMO helps mitigate the risk of data theft, ensuring that officers engage with training content in a secure environment.

• Audit Logs: VIDIZMO's Audit Log feature provides full traceability of all user interactions with training content, including uploads, edits, views, and deletions. This comprehensive logging ensures transparency and compliance with regulatory standards. Public safety organizations can easily track who accessed or modified training materials, helping maintain accountability and meet audit requirements.

2.0 Live Video Training for Compliance and Operational Efficiency

VIDIZMO's EnterpriseTube enables public safety organizations to seamlessly conduct live video training sessions, offering a robust solution for delivering real-time compliance training and interactive town hall meetings. With VIDIZMO, agencies can deliver low-latency, high-quality live streaming for officers, leveraging Wowza Streaming Engine. Organizations can use their existing CDN or request VIDIZMO to set up a

customized CDN based on their specific needs. Additionally, live streams can be recorded for later playback, ensuring that officers who miss live sessions can still access the content. This functionality directly addresses the challenges of real-time training delivery and ensures that compliance training remains accessible to all officers.

2.1 Adaptive Bitrate Streaming

VIDIZMO's adaptive bitrate streaming automatically adjusts video quality based on the viewer's available bandwidth, ensuring smooth playback without interruptions. This is crucial for public safety organizations where officers may be accessing training from various locations with varying internet speeds and devices. By offering multiple resolutions (e.g., 1080p, 720p, 480p, 360p, 240p), VIDIZMO guarantees a consistent and high-quality viewing experience, regardless of device or internet connection. This solves the challenge of ensuring uninterrupted access to training materials, particularly in environments where connectivity can be inconsistent.

2.2 Interactivity
VIDIZMO enhances live video training with interactive features such as quizzes, surveys, handouts, and live chat. These tools enable officers to engage actively with the training material, improving retention and ensuring compliance with training requirements. By incorporating real-time feedback through quizzes and surveys, agencies can assess learning outcomes and adjust content delivery in real time. The live chat function allows officers to ask questions during the training, ensuring that all participants receive the support they need in real time. This level of interactivity solves the challenge of maintaining engagement and ensuring officers are absorbing key

| | | | | compliance training material.

2.3   Live Analytics

VIDIZMO's live analytics provide comprehensive insights into the performance of training sessions. The platform tracks metrics such as Current Live Views, Total Unique Viewers, and Total Views, giving administrators a clear picture of the reach and engagement of each session. Additionally, real-time graphs show fluctuations in live viewership, allowing for immediate adjustments if necessary. These insights are critical for public safety organizations to ensure that training sessions are effective, identify drop-off points, and ensure that officers are attending and completing required compliance training.

2.4   Controlled Access of Streaming

VIDIZMO ensures that live training content is accessible only to authorized personnel through robust authentication options. Public safety organizations can implement Single Sign-On (SSO) to control access to live sessions or provide custom access for specific individuals or groups as needed. This ensures that sensitive training content, particularly related to compliance, is only available to the relevant officers and administrators, addressing security and privacy concerns. By controlling access to live streams, VIDIZMO ensures that training materials are protected and that only those who need to participate in compliance training are able to access the content. |

86		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	○ Yes ● No	N/A	*
87	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	○ Yes ● No	N/A	*
88		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	○ Yes ● No	N/A	*
89		Digital and physical evidence	● Yes	1.0 VIDIZMO Digital	

		management	○ No	Evidence Management Solution (DEMS)
				Public safety organizations require a secure, efficient, and scalable Digital Evidence Management Solution (DEMS) to handle the ever-increasing volume of digital evidence from multiple sources. VIDIZMO DEMS is an AI-powered platform designed to seamlessly ingest, process, categorize, and analyze digital evidence while maintaining a strict chain of custody and audit logs. The solution includes advanced AI-driven redaction to ensure compliance and protect sensitive information. For Sourcewell participating entities, VIDIZMO DEMS simplifies evidence management by enabling seamless ingestion, secure storage, powerful search capabilities, and automated compliance measures. This ensures that law enforcement agencies, district attorneys, and other government entities can efficiently handle digital evidence while maintaining integrity, security, and operational efficiency. 1.1 Evidence Ingestion Efficient evidence ingestion is critical for law enforcement and public safety agencies to ensure smooth workflows and secure handling of digital assets. 1.1.1 Automated Ingestion VIDIZMO DEMS provides multiple automated ingestion methods to align with agency workflows, ensuring rapid and secure acquisition of digital evidence from various sources. Connectors for Seamless Ingestion: VIDIZMO offers out-of-the-box connectors for direct integration with video management systems, web conferencing tools (Zoom, WebEx), and cloud storage solutions (Amazon S3, etc.), minimizing manual effort and streamlining digital evidence workflows.

Integration with Other Solutions: VIDIZMO's robust API framework enables direct transition of evidence from platforms like Evidence.com, and case management solution into DEMS, creating a centralized, searchable, and secure repository for law enforcement agencies.
Watch Folders for Automated Uploads: The VIDIZMO desktop application enables automated evidence ingestion through Watch Folders. Designated folders on local devices are continuously monitored, ensuring any newly added files are automatically uploaded, processed, and categorized without manual intervention.

1.1.2 Manual Upload

For cases where automated ingestion is not feasible, VIDIZMO offers flexible and secure manual upload options.
Secure Web Portal & Batch Uploads: Users can upload evidence manually via a secure portal with intuitive drag-and-drop functionality. Batch uploads allow officers to handle large datasets efficiently.
ZIP File Support: Officers can upload and preview ZIP file contents before extraction.
These capabilities enable officers and forensic analysts to quickly and securely upload evidence, reducing time spent on administrative tasks and improving case resolution efficiency.

1.2 Comprehensive Support for Diverse Evidence Types

Law enforcement agencies work with a wide variety of digital evidence formats. VIDIZMO DEMS ensures that agencies can ingest, store, and manage all relevant file types without additional conversions or third-party tools.
Support for 255+ File Formats: VIDIZMO DEMS is compatible with an extensive range of evidence formats, including

video, audio, images, documents, and proprietary forensic file types, ensuring seamless ingestion and management.

1.3 AI Processing of Digital Evidence

VIDIZMO's AI-powered evidence processing streamlines digital evidence analysis by enhancing efficiency, improving accuracy, and accelerating case resolution. By leveraging AI, agencies can automate the processing of video, audio, document, and image evidence, reducing manual workload and ensuring faster investigations. Evidence can be processed automatically upon upload, enabling seamless and immediate analysis, or manually through on-demand processing, giving users control over when and how AI analysis is applied. This intelligent automation optimizes evidence management, enhances investigative workflows, and ensures timely, data-driven decision-making for public safety organizations.

1.3.1 Video Evidence

Transcription and Translation: Automatically converts speech into text for review and supports translation into multiple languages, including Spanish.
Object and Activity Detection: Identifies objects like faces, person, vehicles, weapons, and activities such as robbery detection for quicker evidence review. Users can directly go to the part of the video where a specific object of interest is detected, avoiding manual review of the whole video.
Keyword Spotting: Locates specific spoken words within transcripts and timestamps them within videos for efficient searching.
Summarization: Automatically generates concise summaries of video evidence by analyzing the audio that is

present within the video. This helps officers avoid manual review of the evidence.

Chaptering: VIDIZMO offers chaptering that segments long video evidence into searchable, time-stamped sections, enabling quick access to relevant moments without manually reviewing the entire footage.

1.3.2 Audio Evidence

Transcription and Translation: Automatically converts speech into text for review and supports translation into multiple languages, including Spanish.

Speaker Identification: Identifies distinct voices within interviews and recordings for enhanced clarity. This Streamlines case analysis by distinguishing between different speakers in complex investigations.

1.3.3 Image Evidence

Object & Activity Detection: Detects objects, faces, and actions in images to categorize and link evidence to cases.

Optical Character Recognition (OCR): Extracts text from images to make it searchable.

1.3.4 Document Evidence

Optical Character Recognition (OCR): Converts scanned documents into searchable text.

Text Analytics: Extracts key phrases, entities, and topics for rapid case preparation.

1.4 Categorization of Evidence

Effective evidence categorization is critical for streamlined investigations, and legal case management. Public safety organizations must ensure rapid retrieval, structured organization, and secure access to digital evidence. VIDIZMO Digital Evidence Management System (DEMS) provides case-based management,

customizable folder hierarchies, and metadata-driven classification.

1.4.1. Case-Based Management

VIDIZMO allows organization of digital evidence within case-based structures, ensuring that all related files—videos, audio, documents, and images—are grouped logically under a single case. This approach accelerates evidence retrieval, and categorization reduces errors.

1.4.2. Customizable Folder & Sub-Folder Structure

VIDIZMO supports a dynamic and hierarchical folder structure to align with agency needs: Department-Specific Top-Level Folders (e.g., Law Enforcement, FOIA Requests, Prosecution) for broad categorization. Nested Sub-Folders (e.g., Surveillance Footage, Forensic Reports, Suspect Interviews) to refine organization.

1.5 Secure Sharing of Evidence

Secure and controlled evidence sharing is essential for collaboration between law enforcement, attorneys, and external stakeholders. VIDIZMO DEMS ensures that evidence remains accessible to authorized personnel while maintaining security, integrity, and chain of custody.

1.5.1. Role-Based Access Control (RBAC)

VIDIZMO employs RBAC to enforce precise access permissions based on user roles such as:
Manager: Full control over case folders, evidence review, annotation, and sharing.
Contributors: Ability to upload and view evidence but with restricted editing and sharing rights.
Viewers: Limited access to case-specific folders or files necessary for

administrative or legal review.

1.5.2. Limited Sharing

Files, cases, and folders can be made visible to only the authorized personnel, or group, ensuring access to only the required officers.

1.5.2. Download Restrictions

VIDIZMO enables view-only access, ensuring that evidence can be reviewed but not downloaded by unauthorized users. This prevents unauthorized duplication and maintains data integrity.

1.6 User and Group Management

VIDIZMO DEMS provides structured user and group management to ensure seamless evidence sharing while maintaining security and compliance. Group-Based Access Control: Users working on the same case can be assigned to a group, allowing evidence to be shared collectively rather than individually. This simplifies administration and ensures consistent access control. Role-Based Customization: Within groups, different access levels can be assigned—e.g., attorneys may have full access to evidence, while investigators may have restricted permissions to view but not edit files.

1.8 Evidence Analysis Tool

VIDIZMO equips public safety organizations with a comprehensive set of tools for analyzing and inspecting digital evidence with precision and efficiency.

1.8.1 Frame-by-Frame Analysis

VIDIZMO DEMS allows investigators to analyze video evidence at the most granular level by navigating frame by frame. This ensures that no

crucial moment is missed in high-speed or complex footage.

Precision Analysis: Users can pause videos and seek forward or backward frame by frame, capturing critical micro-movements, facial expressions, or rapid object transitions.
High-Frequency Frames: Supports videos with high frame rates, allowing the extraction of thousands of individual images for forensic review.

1.8.2 Mosaic Tool

VIDIZMO's Mosaic Tool enables users to combine multiple video feeds into a single screen, creating a synchronized, multi-angle review of evidence.
Multi-Source Video Compilation: Users can stitch together videos from different cameras, locations, and timeframes for a comprehensive view.
Split-Screen Analysis: Investigators can compare before-and-after footage, analyze cause-and-effect relationships, and track multiple subjects in real time.
Seamless Editing Workflow: Users can add, delete, and restore unsaved sessions, ensuring efficient case preparation.

1.8.3 Annotation Tool

VIDIZMO DEMS enables users to mark, tag, and comment on specific frames within videos, making evidence review and collaboration more efficient.

1.8.4 Clipping Tool

VIDIZMO DEMS includes an evidence clipping tool that allows users to extract and segment critical portions of video and audio evidence for focused analysis.

1.8.5 Analysis of Drone Footage

VIDIZMO DEMS offers Geo-Spatial Data Mapping to analyze aerial footage effectively. This helps law

enforcement, border patrol, and emergency responders analyze aerial evidence efficiently and accurately.

1.9 Evidence Searchability

VIDIZMO DEMS provides powerful AI based search functionalities to ensure evidence retrieval is rapid, accurate, and relevant, enhancing case preparation and decision-making for public safety agencies.

1.9.1 AI Based Searchability

VIDIZMO's AI-powered search leverages machine learning and natural language processing (NLP) to provide a search experience that is context-aware and adaptive.

Precise Location in Media: AI can pinpoint the exact location in video or audio where a keyword or phrase appears, streamlining evidence review and minimizing the need for time-consuming manual searches.
Transcription Searchability: Automatic transcription of audio and video files allows keyword searches across spoken content, not just metadata. This is particularly critical in legal contexts where searching through spoken dialogue is essential.

1.9.2 Faceted Search

VIDIZMO DEMS enhances search efficiency through faceted search, allowing users to search based on multiple metadata attributes. This structured approach reduces search time and ensures that only the most relevant evidence is retrieved.
Filter by Evidence Type: Users can narrow down results by file type (e.g., video, audio, document) or evidence type (e.g., witness testimony, physical evidence).
Search by Case Details: Users can filter by Case ID, case name, or date/time of upload to focus on specific evidence.

1.10 Integration

Seamless integration of digital evidence management systems is crucial for public safety organizations to ensure efficiency and compliance. VIDIZMO offers flexible, scalable integration options, including REST APIs, Webhooks, & Widgets enabling smooth data exchange between its DEMS and existing systems for a streamlined workflow. These integration capabilities have been explained in detailed in Table 5A Row 46.

1.11 Audit Log and Chain of Custody

VIDIZMO ensures full traceability and integrity of digital evidence with its Audit Log and Chain of Custody features. The Audit Log records all user actions, including uploads, edits, and redactions, with detailed metadata for transparency and compliance. The Chain of Custody tracks every interaction of specific evidence file, ensuring evidence remains secure and legally admissible. These features help public safety organizations monitor access, prevent tampering, and maintain trust in digital evidence management.

1.12 Tamper Detection

Evidence tampering can compromise investigations and legal proceedings. VIDIZMO's Tamper Detection feature helps ensure the integrity of digital evidence by verifying if a file has been altered. When evidence is uploaded, the system creates a unique digital fingerprint. Each time the file is accessed, the system checks this fingerprint to confirm if the evidence remains unchanged. If any modification is detected, the system flags it as tampered, alerting authorities to possible interference. This ensures

that law enforcement and public safety agencies can trust that their digital evidence remains authentic, secure, and legally admissible.

1.13. Evidence Archival and Purge Policy

Managing digital evidence efficiently is critical for public safety organizations to ensure compliance, optimize storage, and maintain control over sensitive data. VIDIZMO's Evidence Lifecycle Policy allows agencies to define rules for archiving, soft deletion, and permanent purging of evidence files, ensuring they are retained only as long as required.
Archiving: Automatically move inactive evidence to long-term storage while keeping it accessible when needed.
Soft Deletion (Recycle Bin): Temporarily remove evidence with the option to restore within a defined retention period.
Permanent Deletion (Purging): Securely erase evidence when it is no longer required, ensuring compliance with regulatory mandates.

2.0. VIDIZMO AI-Powered Redaction Solution

Public safety organizations manage large volumes of sensitive digital evidence, including audio and video recordings, documents, and images, all of which require strict handling to protect Personally Identifiable Information (PII) and sensitive content. Redaction of this data is critical for compliance with various privacy regulations, such as FOIA, CJIS, HIPPA, and GDPR.
The challenges of manually redacting this information are significant: it's time-consuming, prone to human error, and inefficient when scaled across vast datasets. Public safety organizations must navigate complex formats (video, document, audio, and image) and context-specific PII identification, all while ensuring compliance and maintaining operational

efficiency. Failure to redact sensitive information correctly could expose agencies to legal risks, costly data breaches, and reputational damage. VIDIZMO's AI-powered redaction solution automates the detection and removal of PII across diverse formats—PDFs, Word documents, images, audio, and video—helping public safety agencies streamline their redaction workflows while ensuring full compliance with privacy regulations. By leveraging advanced AI models, VIDIZMO provides an accurate, scalable, and flexible solution that reduces the risks of human error, enhances compliance, and improves operational efficiency. It is available as a standalone product or as part of VIDIZMO's comprehensive digital evidence management solution, tailored to meet the specific needs of public safety agencies.

2.1. Automated PII Detection

VIDIZMO leverages advanced AI technologies, including Natural Language Processing (NLP), Optical Character Recognition (OCR), and Computer Vision, to automatically detect Personally Identifiable Information (PII) such as names, addresses, social security numbers, license plate numbers, and other sensitive data. This AI-powered detection can be customized to different levels of automation, balancing efficiency and control.

2.1.1. Fully Automated Bulk Redaction

Designed for large-scale processing of digital evidence files, this functionality enables complete automation of PII detection and redaction. Evidence files are ingested from storage systems (e.g., SharePoint or AWS S3), processed using AI, and automatically redacted based on pre-configured rules. The redacted files

can then be exported to an existing system or stored within VIDIZMO's redaction solution, depending on the organization's needs. This approach ensures efficiency and compliance at scale—critical for public safety organizations managing high volumes of sensitive data.

2.1.2. Semi-Automated Redaction with Human Oversight

For more complex cases, this workflow runs automated PII detection, flagging sensitive information for user review. Users can then approve, redact, or retain flagged elements, ensuring that context-sensitive decisions are made with human oversight. This approach balances efficiency with the accuracy required in sensitive cases.

2.2. Manual PII Detection

In situations that demand full control or review, VIDIZMO provides manual redaction tools for users to select specific PII elements across multiple file formats. Text-Based Redaction: Users can search and manually redact text-based PII from documents by drawing selection boxes or highlighting specific data points (e.g., addresses, phone numbers, or identification numbers). Audio Redaction: For audio files, VIDIZMO allows users to manually select audio segments or search for specific keywords for redaction, ensuring that sensitive information, such as voices or confidential conversations, is properly protected. Video/Image Redaction: For video files, VIDIZMO enables users to draw redaction boxes around faces, license plates, and other visual PII, ensuring that sensitive elements are accurately removed while preserving the integrity of the rest of the video.

2.3. Comprehensive Redaction Solution for

Public Safety

VIDIZMO offers highly configurable redaction methods, ensuring that sensitive content is thoroughly protected across all evidence types.

2.3.1. Document Redaction

VIDIZMO's document redaction solution allows public safety organizations to automatically detect and redact PII from multiple document formats such as PDFs, Word files, and scanned images. This capability is essential for handling large volumes of documents efficiently while ensuring that sensitive information is fully protected.

Automated PII Detection: Detects and redacts names, Social Security Numbers (SSNs), addresses, phone numbers, driver's license numbers, and financial details.

Complete Data Protection: Redaction is applied using black box overlays to ensure that sensitive information is permanently removed from both the visible content and document metadata.

Review Capabilities: Detected PII can be reviewed in a side pane, providing users with a chance to verify and approve the redaction before finalizing it.

2.3.2. Video/Image Redaction

VIDIZMO's AI-driven redaction solution detects and removes sensitive visual elements from video footage, and images including faces, individuals, weapons, vehicles, and license plates. Redacting video and image evidence is especially critical in maintaining privacy while ensuring that key visual data can still be used for investigation or legal purposes.

Automated PII Detection: Detects and redacts faces, individuals, weapons, vehicles, and license plates using solid boxes, pixelation, or blur effects.

Video Transcoding:

Automatically transcodes video into HLS format, ensuring compatibility with multiple formats, including MP4, for easier sharing and processing.
Review Capabilities: Detected PII can be reviewed in the side pane before redaction is finalized, ensuring context-sensitive decisions are made.

2.3.3. Audio Redaction

VIDIZMO's audio redaction feature enables public safety organizations to automatically detect and redact sensitive spoken content from audio recordings, ensuring compliance with privacy regulations.
Transcription-Based Redaction: Transcribes spoken content for accurate redaction, ensuring that both the audio and transcript are appropriately redacted.
Automated Detection: Automatically flags PII such as names, SSNs, addresses, phone numbers, and financial details for review and redaction.
Bleep or Mute Effects: Redacted sections of audio can be removed using bleep or mute effects, ensuring sensitive information is not audible.
Review Capabilities: Detected PII is flagged for review in the side pane before final redaction, providing an additional layer of oversight.

2.4. Redaction Accuracy

Ensuring the accuracy of redaction is crucial for public safety organizations to comply with privacy regulations and avoid inadvertent data breaches. VIDIZMO's redaction solution employs several advanced techniques to maximize the accuracy of its PII detection and redaction processes.

2.4.1. Confidence Threshold

VIDIZMO's AI-based redaction system utilizes configurable confidence thresholds to refine

				detection accuracy, ensuring that only high-confidence detections are considered for redaction. Threshold Customization: Users can define a threshold value, ensuring that only PII detections with a high level of confidence are processed. False Positive Minimization: Detections below the threshold are automatically disregarded, reducing the likelihood of false positives. 2.4.2. Frame-by-Frame Tracking for Video Detection For video redaction, VIDIZMO employs a frame-by-frame detection mechanism to improve accuracy and consistency across video footage, which is essential for ensuring that all instances of sensitive content are reliably redacted. 2.4.3. Tracking Threshold Users can define a tracking threshold (e.g., 7 consecutive frames) to validate PII detections. Reduced False Detections: Objects detected in fewer frames are ignored, reducing false positives from brief appearances.	
90		E-citation systems	○ Yes ⊙ No	N/A	*
91		Law enforcement case management	○ Yes ⊙ No	N/A	*

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

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

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

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

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 - VIDIZMO Pricing SKUs - Sourcewell .xlsx - Tuesday March 04, 2025 10:39:15
- Financial Strength and Stability - VIDIZMO DUNS & Bradstreet Report.pdf - Friday February 28, 2025 02:58:40
- Marketing Plan/Samples - Sourcewell Minnesota - Public Safety Software - Marketing Plan Attachments.pdf - Monday March 03, 2025 09:12:22
- WMBE/MBE/SBE or Related Certificates - VIDIZMO Small & Minority Owned business Certificate.pdf - Friday February 28, 2025 02:58:57
- Standard Transaction Document Samples - VIDIZMO Standard Transaction Documents.zip - Tuesday March 04, 2025 05:53:02
- Requested Exceptions - RFP_030425_Public_Safety_Software_Master_Agreement_VIDIZMO Redline.docx - Tuesday March 04, 2025 04:18:14
- Upload Additional Document - VIDIZMO Additional Documents.zip - Tuesday March 04, 2025 06:02:08

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

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

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

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

3. The Proposer certifies that:

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

      (i) Those prices;

      (ii) The intention to submit an offer; or

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

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

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

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

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

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

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

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

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

☑ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Akhlaq Khan, Corporate Vice President - Product & Services Delivery, VIDIZMO LLC

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

○ **Yes**   ◉ **No**

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_12_Public_Safety_Software_RFP030425 Mon February 24 2025 04:31 PM	☑	4
Addendum_11_Public_Safety_Software_RFP030425 Fri February 21 2025 08:25 AM	☑	2
Addendum_10_Public_Safety_Software_RFP030425 Wed February 19 2025 02:57 PM	☑	2
Addendum_9_Public_Safety_Software_RFP030425 Wed February 12 2025 04:18 PM	☑	2
Addendum_8_Public_Safety_Software_RFP030425 Mon February 10 2025 10:04 AM	☑	2
Addendum_7_Public_Safety_Software_RFP030425 Mon February 3 2025 04:39 PM	☑	4
Addendum_6_Public_Safety_Software_RFP030425 Fri January 31 2025 10:29 AM	☑	2
Addendum_5_Public_Safety_Software_RFP030425 Wed January 29 2025 03:58 PM	☑	2
Addendum_4_Public_Safety_Software_RFP030425 Fri January 24 2025 11:47 AM	☑	2
Addendum_3_Public_Safety_Software_RFP030425 Tue January 21 2025 02:21 PM	☑	3
Addendum_2_Public_Safety_Software_030425 Fri January 17 2025 03:35 PM	☑	1
Addendum_1_Public Safety_Software_030425 Fri January 17 2025 10:38 AM	☑	1