



MASTER AGREEMENT #030425
CATEGORY: Public Safety Software
SUPPLIER: Echo Data Analytics 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 Echo Data Analytics LLC, 2901 93rd Way, Brooklyn Park, MN 55444 (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 3. Comprehensive Solutions, to Participating Entities. In-scope solutions include:
 - a) Category 1. Public Safety Response – Agency Situational Awareness, including but not limited to:
 - i) Incident command and management (incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.);
 - ii) Mapping (vertical location, indoor, outdoor);
 - iii) Asset tracking and location (personnel, vehicles, controlled substances, equipment, etc.);
 - iv) Community notifications (evacuations, minor crime reporting, shelter in place, etc.);
 - v) One-to-one and one-to-many collaboration and coordination (SMS, push to talk, video, voice, etc.); and
 - vi) Public safety focused data and analysis applications, to include but not limited to video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration.
 - b) 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
 - c) Category 3. Comprehensive Solutions

- i) Solutions that offer at least one (1) or a combination of solutions from BOTH Category 1 and Category 2 above.

Complimentary equipment, accessories, and services must be directly related to the offering of systems or solutions described in sections 7)a) – c) 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.

Article 3: Supplier Obligations to Participating Entities

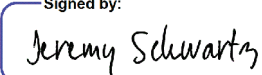
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

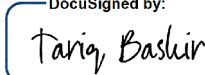
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

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

Sourcewell

Echo Data Analytics LLC

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 7/23/2025 | 8:44 AM CDT

DocuSigned by:

12F43A1DCC6943B...
By: _____
Tariq Bashir
Title: Chief Executive Officer
Date: 7/23/2025 | 6:27 AM PDT

RFP 030425 - Public Safety Software

Vendor Details

Company Name: Echo Data Analytics
2901 93rd Way
Address: Brooklyn Park, MN 55444
Contact: Grant Kramme
Email: gkramme@echodataanalytics.com
Phone: 763-245-2583
HST#: 93-2352278

Submission Details

Created On: Thursday February 13, 2025 10:43:18
Submitted On: Monday March 03, 2025 14:18:46
Submitted By: Tariq Bashir
Email: tbashir@echodataanalytics.com
Transaction #: 5b8e05c2-9baa-407d-97f1-c705cdec32dc
Submitter's IP Address: 147.243.205.230

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.	Echo Data Analytics LLC	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	WLGUADMYF4C1	*
5	Provide your NAICS code applicable to Solutions proposed.	513210	
6	Proposer Physical Address:	2901 93rd Way, Brooklyn Park MN 55444	*
7	Proposer website address (or addresses):	https://www.echodataanalytics.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Tariq Bashir Chief Executive Officer 1286 Yukon Court N, Golden Valley MN 55427 tbashir@echodataanalytics.com 651 274 5572	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Grant Kramme Chief Product Officer 2901 93rd Way, Brooklyn Park MN 55444 gkramme@echodataanalytics.com 763 245 2583	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	N/A - all parties have been listed in the fields above.	*

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

Line Item	Question	Response *	
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Echo Data Analytics provides a state of the art data analytics platform for analyzing and exploring public safety incident data, specifically for EMS, Fire and Dispatch Centers. Echo also offers unique use case dashboards including public facing, staffing, payroll, requirements tracking for Volunteer and Paid On Call departments as well as custom implementations to track special programs, grant data or unique initiatives such as ISO or NFPA compliance.</p> <p>Encompassing the key facets listed below, Echo's core business philosophy is to empower public safety institutions to "Take Command of their Data."</p> <ol style="list-style-type: none"> 1. Big Picture to Detailed Specifics. <ol style="list-style-type: none"> a. Easily see annual or monthly incident volume or key projections and forecasts while providing powerful tools to drill down on any aspect of a given incident. For example, with only a few clicks the user has the ability to see the average response times for a specific address during specific days of the week and specific times of day - even drilling down to an individual responder, unit or other criteria within an incident record. 2. Universal Data Integration <ol style="list-style-type: none"> a. When data exists across multiple systems or if historical data is present in a legacy platform, Echo is able to securely ingest all datasets to provide a single, comprehensive view of all agency data regardless of the source system. Example deployments include pairing data from a current RMS system with 10 years of historical data from a prior legacy system, multiple ALS transport Fire Departments who utilize separate record management systems for Ambulance and Fire Data and the inclusion of CAD/Dispatch records into department incident reporting. 3. Standard implementations to full customization <ol style="list-style-type: none"> a. Through years of industry experience across multiple public safety environments, Echo knows that while all public safety institutions have similar goals, the specific operations, data collection practices and response models vary greatly. Echo provides a number of out of the box solutions while providing ample customizations for each client to ensure each dashboard is able to fully leverage and explore the data captured at each incident. 4. Responsive and dedicated customer support. <ol style="list-style-type: none"> a. Echo prides itself on its ability to support each client's individual needs and has built close relationships with each of our clients, becoming an extension of their analytics team. 	*
12	What are your company's expectations in the event of an award?	In the event that Echo Data Analytics is awarded a Sourcwell contract, Echo will market Sourcwell as a primary procurement method for new clients where applicable. Echo is excited to partner with Sourcwell to bring an easier procurement mechanism for purchasing analytics software and will ensure that each prospective client is aware of the benefits and convenience of utilizing Sourcwell as an easier alternative to the traditional RFP model. Echo also regularly attends industry conferences and tradeshows across the United States and would be excited to communicate to prospective clients with information about Sourcwell and the opportunity to avoid a potentially lengthy RFP process.	*
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.	Echo Data Analytics began in 2023 and has been delivering solutions to Fire Departments and EMS agencies ever since. Echo is a technology first company and our platform is built to scale to hundreds of clients across any incident volume. Since it's inception, Echo has followed conservative business principles to create a sustainable and stable operation and carries no long term debt or bank loans. Attached is our certificate of incorporation documentation with the State of Minnesota.	*
14	What is your US market share for the Solutions that you are proposing?	Although major players exist in the space, Echo's solution is unique in both its customization potential and universal data integration model. Echo currently supports 20+ unique agencies and is positioned to scale across the entire US market.	*
15	What is your Canadian market share for the Solutions that you are proposing?	Echo does not currently have a presence in Canada, however we have been in active discussions with multiple major departments on pursuing analytics solutions and are ready and excited to begin serving the Canadian market.	*
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 Sourcwell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Echo has never been involved in any bankruptcy proceedings.	*

17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Echo Data Analytics can be best described as a service provider, specifically for cloud based software applications. All software and related solutions are managed and developed in-house by Echo staff. Ongoing customer support and sales is also handled by Echo staff and typically facilitated through either a robust ticketing system or a dedicated customer solutions manager.	*
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.	Outside of maintaining stringent and ongoing HIPAA training and secure data practices, there are no additional licenses or certifications required for business as it relates to this contract. As Echo Data Analytics works primarily with public safety and healthcare data, we recognize that required certifications and licenses may vary depending on the solutions delivered and the participating entities. Echo is committed to ensuring full compliance with any requirements.	*
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.	No suspension or disbarments have ever occurred for Echo Data Analytics.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Echo was proud to be the recipient of the 2024 EMS World Innovation awards for our EMS Operations Dashboard. Echo also boasts an extremely happy client base and a near 100% retention rate year over year. Feedback from judges regarding the EMS World Innovation Award is included below: "The developers are passionate about it and are eager to work in the industry. The interface is clean and easy to use. It is web-based, has good security protocols, and the levels of filtering and view types are easy to work with." Additionally, Echo enjoys incredibly strong customer feedback with the Echo platform becoming an integral part of agency operations and decision making as well as often being the first thing leadership looks at during their workday.	*
21	What percentage of your sales are to the governmental sector in the past three years?	95%	*
22	What percentage of your sales are to the education sector in the past three years?	0%	*
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?	Echo does not currently hold any state or cooperative purchasing agreements.	*
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?	Echo does not currently hold any GSA contracts or SOSA agreements.	*

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 *	
West Metro Fire Department	Josh Kunde, Fire Chief	763 230 7000	*
Brooklyn Park Fire Department	Kurt Frison, Assistant Chief of Operations	763 493 8020	*
Edina Fire and EMS	Andrew Slama, Fire Chief	952 927 8861	*

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

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

Line Item	Question	Response *	
26	Sales force.	Echo Data Analytics has a dedicated team of industry professionals that are able to prospect customers across the country including cold calls, conference participation, speaking engagements, thought leadership and industry networking. Training, demos and consultations are all able to be completed via video chat or by phone.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	N/A - Echo does not rely on Authorized Sellers to deliver solutions.	*
28	Service force.	Echo Data Analytics has a dedicated team of customer service professionals committed to ensuring each client's success. Echo answers all customer inquiries typically within the same day and each inquiry is carefully tracked through an internal ticketing system. Training and ongoing consultations are all able to be completed via video chat or by phone.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>The ordering process is clearly communicated to each customer in advance of signing a contract and typically follows the below steps. All orders and customer service are provided in house by Echo's Customer Solutions team.</p> <p>Order Process:</p> <ol style="list-style-type: none"> 1. A platform demo is given and initial questions, capabilities, customizations and data sources are discussed. 2. Once a customer is ready to move forward, additional fact finding occurs to ensure data sources are available and known and that outcomes and project goals are clearly defined. 3. Platform build out then occurs with Echo continuing to gather feedback as needed until deployment. 	*
30	Describe your product implementation strategy. If utilizing installation partners, describe and define their role in the strategy.	<p>All aspects of product implementation are completed by Echo staff. After data access is granted, each customer is provided with an onboarding document where specific information is captured related to department goals, data nuances, custom groupings of data (ie locations, apparatus, stations, incident type etc). During this process and as the dashboard build occurs, ongoing communication between the Echo team and the customer is common as each department's data provides unique opportunities and challenges as it relates both to measurement and data capture.</p> <p>A robust QA process then occurs ensuring data accuracy across all metrics, counts and calculations. This also involves utilizing prior reporting done by the department to ensure parity between historical (typically manually created reports) and ongoing automated reporting through the Echo platform. This also identifies any prior errors, omissions or considerations not taken into account during previous reporting efforts.</p> <p>Once complete, an initial dashboard rollout occurs to key personnel and includes training and a discussion of additional factors potentially not taken into consideration during the initial build. Once finalized, login credentialing is handled, user access control is implemented (either through customer owned single sign on or directly through the Echo platform), and the dashboard is rolled out to the full audience.</p> <p>Additional training is always available and ongoing support is provided for the entirety of the customer's engagement.</p>	*

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.	<p>Each customer is assigned a customer solutions representative as well as a support email for any ongoing needs. Echo has a robust ticketing system and typically handles all inquiries within 24 hours if not considerably sooner.</p> <p>Echo also heavily utilizes robust internal monitoring systems and dashboard "health checks", automatically flagging potential issues with each customer's platform instance or data. These flags are automatically assigned based on severity level to Echo staff for investigation for either immediate resolution or future prioritization.</p> <p>Additionally, global infrastructure monitoring and algorithmically driven system health checks are constantly and automatically performed, immediately alerting the Echo development team to any potential issues.</p> <p>Depending on the severity of the issue, a full post mortem is conducted, findings are documented, and then reviewed by all relevant team members.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Echo's platform and infrastructure is built to scale well beyond hundreds of customers and is positioned to maintain reliability of access, speed and data accuracy. Echo is not limited by geographic boundaries and is able to ingest data via all secure transmission methods.	*
33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Echo's platform and infrastructure is built to scale well beyond hundreds of customers and is positioned to maintain reliability of access, speed and data accuracy. Echo is not limited by geographic boundaries and is able to ingest data via all secure transmission methods.	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	There are no Canadian or US geographic areas that Echo would not fully serve - all departments have full access to Echo's entire suite of products.	*
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.	There are no account types that Echo would not fully serve, however Echo typically restricts customers to those engaged in Fire, EMS, Dispatch and other public safety fields.	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Echo does not have any specific requirements or restrictions related to Hawaii, Alaska or any US territories but would comply with any stipulations unique to those localities.	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, most of Echo's clients or prospective clients are either municipalities, state organizations or 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.	<p>Echo is pleased to attach several marketing materials for review. If Echo is awarded a Sourcewell contract, we would look forward to enhancing our existing marketing efforts and materials with content promoting this contract as well as the benefits of Sourcewell as a procurement method.</p> <p>Marketing mediums would include but are not limited to:</p> <ol style="list-style-type: none"> 1. Email, Social Media and Print initiatives. 2. A specific page on our website detailing the benefits of utilizing Sourcewell as a procurement tool as well as the unique opportunity available for Echo's products. 3. Multiple press releases and other content based marketing designed to promote both Sourcewell opportunities as well as Echo. 4. Organic promotion while talking with public safety leaders during the many conferences/trade shows Echo attends. <p>Echo recognizes that any joint marketing materials would need to be approved by Sourcewell and that Echo would never claim to have an endorsement from Sourcewell other than the award of this contract.</p>
39	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Echo Data Analytics utilizes all common digital marketing venues including LinkedIn, Facebook, Google Adwords and others to ensure advertising reaches our target market. Measurement strategies are employed as applicable to each of these channels and include engagement rates, reach and other marketing key performance indicators. Additionally, all Echo prospect and client communications are captured within our CRM to ensure all touch points and communications meet Echo standards.</p> <p>Echo would be extremely excited to post press releases, social media posts and to utilize other advertising mechanisms related to the award of this Sourcewell contract and would continue to promote the unique opportunity Sourcewell provides for the duration of this contract.</p>
40	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>If awarded a Sourcewell contract, Echo would be excited to partner with Sourcewell on joint marketing efforts including conference attendance, marketing materials, speaking arrangements and other industry thought leadership opportunities. Additionally, Echo would utilize Sourcewell resources to become an expert in Sourcewell's contracting process, benefits and other relevant areas to ensure that each customer onboarded via Sourcewell's procurement mechanisms experience a seamless and easy process. Echo would endeavor to become an extension of Sourcewell's team, championing the benefits of cooperative purchasing agreements while recommending Sourcewell as an Echo preferred procurement path.</p>
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.	<p>Echo does not currently have an e-procurement ordering process, largely due to the complex nature of public safety data and working through municipal contract processes.</p>

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

Line Item	Question	Response *
42	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Standard platform training occurs with every client and is crafted based on client size and needs. This training is typically included in the cost of the proposal and can be done for individuals or large groups. As the platform is very intuitive and easy to use, much of these trainings involve discussions of the nuances of data exploration. For example, if a user wants to compute "Response Time" over a given time frame, it is important to consider whether or not certain incidents should be excluded from the data (ie non-emergent runs, First Arriving unit only, exclude non suppression apparatus etc).</p>

43	Describe any technological advances that your proposed solutions offer.	<p>Echo Data Analytics' platform is custom built to showcase and analyze EMS and Fire based incident data.</p> <p>Key innovations include:</p> <ol style="list-style-type: none">1. Ability to ingest and combine data from multiple sources to form a single view of department or agency activity.2. Industry leading speed and performance as well as a 99.9% uptime rating.3. Powerful cross filtering allows each user to drill down across any field captured within an incident. This includes everything from high level incident descriptions to individual medications and treatments administered to individual providers.4. Powerful but easy to use interface designed with Fire and EMS leaders in mind. Specific views are crafted both for quick analysis on department activities as well as for in-depth data mining within individual incidents.5. Automated QA, flagging common data entry errors with a direct link back to the source data (RMS platform) to allow for quick fixes within an individual incident.6. Pricing is determined based on incident volume and each agency is allowed as many user licenses as needed.7. Each client is offered the use of either Echo managed logins or the opportunity for Single Sign On integration directly with an Agency's internal systems.
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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.	<p>Cybersecurity is foundational to Echo's work. Echo's policies and practices are derived from:</p> <ol style="list-style-type: none"> 1. MNIT Security policies and best practices https://mn.gov/mnit/government/policies/security/ea22-20-faq.jsp CISA Cybersecurity Services and Tools https://www.cisa.gov/resources-tools/resources/free-cybersecurity-services-and-tools 2. FINRA Cybersecurity checklist https://www.finra.org/compliance-tools/cybersecurity-checklist 3. Google Workspace and Cloud Identity HIPAA Implementation Guide https://services.google.com/fh/files/misc/gsuite_cloud_identity_hipaa_implementation_guide.pdf <p>All system access is governed by Echo-controlled accounts. All internal systems are accessible only through Echo-provisioned SSO accounts.</p> <p>All sensitive credentials (i.e. access tokens) are stored in a secure third-party provider.</p> <p>Echo supports single-sign-on for customer dashboard access.</p> <p>Echo uses standard role/permission ACLs for system access to limit access for users to only what is needed for their job.</p> <p>Echo retains client data in compliance with client agreements. If a customer relationship ends, Echo securely deletes that client's data.</p> <p>All customer data stored by Echo is encrypted at rest.</p> <p>Echo uses IP address range limiting to restrict sensitive system access to known IPs.</p> <p>All external network traffic at Echo uses TLS encryption.</p> <p>As a HIPAA business associate, Echo is committed to protecting the privacy and security of Protected Health Information (PHI) in accordance with HIPAA and its implementing regulations.</p> <p>Echo is committed to protecting the privacy and security of Protected Health Information (PHI) in accordance with the Health Insurance Portability and Accountability Act (HIPAA) and its implementing regulations.</p> <p>Leadership within Echo recognizes the importance of HIPAA compliance and provides necessary resources, training, and support to ensure adherence to HIPAA regulations.</p> <p>Regular risk assessments are conducted to identify vulnerabilities in the handling of PHI and to implement appropriate safeguards to mitigate risks.</p> <p>All employees working directly with PHI must maintain current training on HIPAA awareness, security policies, company procedures, and their responsibilities in protecting PHI.</p> <p>Access to PHI is restricted to authorized individuals who require it to perform their job duties. Access controls, including unique user IDs, passwords, and role-based access, are implemented to prevent unauthorized access.</p> <p>Echo enforces measures to ensure the accuracy and integrity of PHI, including data validation procedures and audit trails to track any changes or access to PHI.</p> <p>BAAs are established with third-party vendors and business associates who have access to PHI, outlining their responsibilities in safeguarding PHI and ensuring compliance with HIPAA regulations.</p> <p>Regular monitoring of compliance with HIPAA regulations is conducted, and appropriate enforcement measures are taken in the event of non-compliance.</p>
45	Describe your data backup and recovery solutions.	<p>Echo maintains rolling backups of all platform configurations and customer data. In addition, Echo's real-time data platform supports continuous versioning of customer data, allowing fallback or recovery from previous snapshots.</p> <p>Echo maintains redundant multi-server cloud hardware, with automatic failover in the event of a hardware or network outage.</p> <p>Echo's platform includes robust system monitoring, and checks against individual customer warehouses.</p>
46	Demonstrate your connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems.	<p>Echo's data platform includes data compatibility layers for most major data providers in the space, including but not limited to HealthEMS, ESO, ImageTrend, First Due, Emergency Reporting, tcp (Aladtec) and Tyler CAD.</p>

47	Describe any "green" initiatives that relate to your company or to your solutions, and include a list of the certifying agency for each.	N/A - Echo only sells software products.
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.	N/A - Echo only sells software products.
49	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>Echo Data Analytics is proud to offer our Fire and EMS Operations dashboard to participating Sourcewell Entities. Echo Data is unique in our combination of analytics expertise and boots-on-the-ground experience in both Fire and EMS service capacities. This allows a much quicker on boarding process for our clients as many of the nuanced considerations inherent in public safety data have already been considered and are ready to go out of the box. Our solutions are also priced extremely competitively, allowing both large and small agencies to employ a world class analytics solution.</p> <p>Additionally, Echo's deployment time is extremely fast, typically within 30-90 days depending on build complexity.</p> <p>The Echo platform is unique in that it is extremely fast, intuitive to use, customizable and simultaneously provides a user with the capability to dive deep into individual incidents for QA and review purposes while also allowing for detailed ad hoc reporting and ongoing analysis and KPI measurement.</p>

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.		<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
52		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
56		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> 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.	Echo offers net 30 payment terms and can accept ACH, check or credit card.	*
60	Describe any leasing or financing options available for use by educational or governmental entities.	Although leasing or financing is not applicable to any Echo products, Echo is able to offer a flat rate, predictable monthly subscription cost as well as a 30 day out clause for any participating entity.	*
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.	Echo data analytics uses both a descriptive Statement of Work to clearly describe all deliverables and cost as well as a Service Level Agreement covering the terms and conditions of use. An example template has been included in the attached files.	*
62	Explain your licensing process and the service agreements required of end users.	Customers of Echo Data Analytics are granted a subscription based license to the Echo Analytics platform. This license is subject to the conditions described in the attached template example.	*
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?	While Echo's preferred payment mechanism is through ACH or Check, P-Card or other credit card transactions are may also be accepted and will be reviewed on a case by case basis.	*
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.	Echo Data Analytics offers a flat monthly fee and one time implementation fee based on overall agency incident volume. Echo is excited to offer a 15% discount to Sourcewell participating entities. Please see the attached pricing document for detailed pricing.	*
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.	The attached pricing sheet reflects a 15% discount from typical list prices.	*
66	Describe any quantity or volume discounts or rebate programs that you offer.	Echo typically provides discounts when multiple products are purchased. Discounts are determined at the time of sale and based on build complexity and additional data sources involved. Additionally, as described in the attached pricing document, substantial volume discounts are available depending on overall incident volume.	*
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.	Echo is proud to support each agency's unique differences and frequently builds customized implementations to support specific use cases. Due to the nature of customized software, each of these products would be evaluated on a case by case basis and would be provided at the same price points enjoyed by other Echo customers. It is also worth mentioning that often powerful solutions can be achieved with simple modifications done by Echo and may be offered at no additional cost.	*
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.	N/A - This does not apply to any Echo software products under consideration.	*
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.	N/A - This does not apply to any Echo software products under consideration.	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	N/A - This does not apply to any Echo software products under consideration.	*
71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	All Echo products are cloud based and accessible on any internet browser or connected device.	*

72	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcwell. This process includes ensuring that Sourcwell participating entities obtain the proper pricing.	All new or potential customers are tracked via Echo's CRM system. Participating Sourcwell entities will be immediately flagged and will receive proposals and pricing consistent with those outlined in the attached documentation. For all Echo customers, each proposed Statement of Work is reviewed by at least 2 executive team members and all are subject to review by the CEO. Special attention will be given to Sourcwell sourced opportunities and an additional check will be done by Echo's finance team to ensure proper pricing is presented. Invoices will be flagged in Echo's Accounting system as Sourcwell originated and a line item expense will be created ensuring the proper fee is remitted to Sourcwell.	*
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.	Echo enjoys an extremely high close rate and near 100% renewal rate and would expect that to continue and improve when working with Sourcwell participating entities. Ultimately, our customer's success is our success and Echo will work to ensure that all solutions delivered meet each customer's needs and that each client has the tools and knowledge to successfully utilize the Echo platform. Specific tracked metrics would include: 1. Counts of signed Sourcwell Participating Entities (SPE's) 2. Close rates of prospecting SPE's 3. Length of implementation for SPE's 4. Ongoing customer satisfaction surveys or account management check-ins 5. Year over Year retention rate 6. Time from contract signature to Sourcwell reimbursement	*
74	Provide a proposed Administration Fee payable to Sourcwell. The Fee is in consideration for the support and services provided by Sourcwell. The proposed Administrative Fee will be payable to Sourcwell 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.	In the event that Echo is awarded a Sourcwell contract, Echo proposes a 3% Administration fee payable to Sourcwell. Echo values the opportunity that Sourcwell provides to participating entities and to vendors and endeavors to be a continued strategic partner of Sourcwell. Echo is fully aware that this fee is included in the cost of each product and would promptly pay Sourcwell for all referrals per the terms of the contract.	*

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.	Echo is excited to offer Sourcwell participating entities a 15% discount to list prices.	*

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.	Echo Data Analytics is excited to offer our two flagship product solutions to participating Sourcwell entities including the Echo Fire Operations Dashboard and the Echo EMS Operations Dashboard. Included in all product listings is the incorporation of data from each client's RMS system as well as base level customizations to ensure each dashboard meets the unique needs of each agency. A detailed description of each product is included below: The Echo Fire Operations Platform The Echo Fire Operations Platform is designed to support Fire Department operations by providing an interactive dashboard that allows a user to see high level	

aggregated statistics as well as the details of each individual incident and attending apparatus.

Each dashboard contains dozens of filters to examine operational data across many layers as well as interactive charts, creating both a visualization and ad hoc reporting tool. All data is exportable into .csv files and charts are downloadable as images for easy integration into presentations and emails. The platform also has a dedicated QA tab designed to flag common data entry errors with a dedicated hyperlink for each incident to allow the user to quickly access that record in their RMS system for easy correction.

Key Metrics and Features include:

1. Easily use both global chart filters and interactive charts to drill down, aggregate or visualize data across nearly every dimension of an incident.
2. Annual, Monthly, Daily and Weekly Incident Volume, all controllable through Echo's global or in chart filters.
3. See incident volume totals by NFIRS Category, Dispatch Type, Station, Apparatus and hundreds of others.
4. Response time metrics including but not limited to Turn Out Time, Time To Arrival and others all aggregated by the 90th Percentile, Median or Mean.
5. Stage of Call Metrics - all duration metrics within an incident including dispatch to enroute, enroute to at scene, at scene to clear, clear to back in service all aggregated by the 90th Percentile, Median or Mean.
6. Each of the above metrics is also available for each individual incident as well as groupings created by the user by utilizing any combination of global or in chart filters.
7. Annual incident projections based on historical volume are automatically calculated and can be queried utilizing all global and in chart filters. For example, forecasting total structure fires, EMS calls or overdoses.
8. Customized response goals flag and aggregate each incident as having either met or failed to meet the department's stated goals. (for example, 80 second turn out for Fire incidents).
9. Easy access to counts displaying the number and frequency of co-occurring or overlapping incidents.
10. Detailed breakdown of Mutual Aid activity including the locations Mutual Aid was provided to and the agencies a department received mutual aid from.
11. Powerful Heat Maps displaying incident volume by location. Each map can be color coded to display different dimensions across the data such as using color coding to identify which station responded to a given location.
12. A detailed QA tab flagging common data entry errors at the individual incident level. Each incident is able to be easily accessed via direct hyperlink back to the department's incident management system for quick corrections.
13. Personnel level metrics allow the user to analyze each incident by attending personnel.

The Echo EMS Operations Platform.

The Echo EMS Operations Platform is designed to support EMS Operations specifically for agencies operating in an ambulance transport capacity, including as an additional product for Fire Departments that have patient transport capabilities. This dashboard provides an interactive environment that allows a user to see high level aggregated statistics as well as the details of each individual incident and attending apparatus.

Each dashboard contains dozens of filters to examine operational data across many layers as well as interactive charts, creating both a visualization and ad hoc reporting tool. All data is exportable into .csv files and charts are downloadable as images for easy integration into presentations and emails. The platform also has a dedicated QA tab designed to flag common data entry errors with a dedicated hyperlink for each incident to allow the user to quickly access that record in their RMS system for easy correction.

Key Metrics and Features include:

1. Easily use both global chart filters and interactive charts to drill down,

		<p>aggregate or visualize data across nearly every dimension of an incident.</p> <ol style="list-style-type: none"> 2. Annual, Monthly, Daily and Weekly Incident Volume, all controllable through Echo's global or in chart filters. 3. See incident volume totals by Dispatch Reason, Chief Complaint, EMD Code, Provider Impression and hundreds of others. 4. Detailed tracking by medication administered or treatment provided including administering provider, dosage, route, success rate among others. 5. Easily see each medication or treatment by ordered timestamp for every incident as well as information aggregated by each medication or treatment. (For example, every time aspirin has been given including dosage, route, chief complaint and administering provider among others. 6. Easily see a timestamped event log of all medications and treatments delivered within a single incident including provider name, dosage, route among others. 7. A detailed description of destination hospitals and data on interfacility transfers including volume, mileage, duration and timestamp metrics and others. 8. Detailed data across many dispositions including patient, crew, billing, transport and others. 9. Response time metrics including Dispatch to Enroute, Time To Scene Arrival, Time to Patient Arrival, Time to Hospital Arrival and others all aggregated by the 90th Percentile, Median or Mean. 10. Stage of Call Metrics - all durations within a call including dispatch to enroute, enroute to at scene, at scene to destination hospital arrival, and hospital to clear, all aggregated by the 90th Percentile, Median and Mean. 11. Each of the above metrics is also available for each individual incident as well as groupings created by the user by utilizing any combination of global or in chart filters. 12. Annual incident projections based on historical volume are automatically calculated and can be queried utilizing all global and in chart filters. For example, forecasting total difficulty breathing, overdoses or calls where a certain medication or treatment were administered. 13. Customized response goals flag and aggregate each incident as having either met or failed to meet the agency's stated goals. (for example, 6-minute time to arrival). 14. Simple counts displaying the number and frequency of co-occurring or overlapping incidents. 15. Detailed breakdown of Mutual Aid activity including the locations Mutual Aid was provided to and the agencies a department received mutual aid from. 16. Powerful Heat Maps displaying incident volume by location. Each map can be color coded to display different dimensions across the data such as using color coding to identify which station responded to a given location. 17. A detailed QA tab flagging common data entry errors at the incident level. Each incident is able to be easily accessed via direct hyperlink back to the department's incident management system for quick corrections. 18. Personnel level metrics allow the user to analyze each incident by attending personnel. 	
77	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	54151 - Computer Systems Design and Related Services 51821 - Data Processing, Hosting, and Related Services 518210 - Data Processing, Hosting, and Related Services 541519 - Other Computer Related Services	*

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

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

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

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

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

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

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

Line Item	Category or Type	Subcategory	Offered *	Comments	
84	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input type="radio"/> No		*
85		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input type="radio"/> No		*
86		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input type="radio"/> Yes <input type="radio"/> No		*
87	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input type="radio"/> No		*
88		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input type="radio"/> No		*
89		Digital and physical evidence management	<input type="radio"/> Yes <input type="radio"/> No		*
90		E-citation systems	<input type="radio"/> Yes <input type="radio"/> No		*
91		Law enforcement case management	<input type="radio"/> Yes <input type="radio"/> No		*

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

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

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

Line Item	Category or Type	Subcategory	Offered *	Comments	
92	Category 1 - Public Safety Response Agency Situational Awareness		<input checked="" type="radio"/> Yes <input type="radio"/> No	The Echo Platform increases situational awareness by providing clarity and context around historical incidents.	*
93	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	The Echo Platform is centered around incident tracking and capturing all relevant data points associated with an individual incident.	*
94	Mapping	Vertical location, indoor, outdoor	<input checked="" type="radio"/> Yes <input type="radio"/> No	The Echo Platform provides a robust heatmap solution plotting incident locations across many different dimensions.	*

95	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	The Echo Platform enables the tracking of individual personnel attending incidents as well as data around each apparatus attending an incident.	*
96	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	The Echo Platform does not provide community notifications.	*
97	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	The Echo Platform does not provide a communication mechanism.	*
98	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input checked="" type="radio"/> Yes <input type="radio"/> No	The Echo Platform has a robust predictive analysis tool designed to project incident volume based on historical data and other criteria.	*
99	Category 2 - Public Safety Response Agency Operations		<input checked="" type="radio"/> Yes <input type="radio"/> No	The Echo Platform contains multiple ways to analyze public safety response.	*
100	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input checked="" type="radio"/> No	The Echo Platform does not provided pre incident planning software.	*
101		Operational management (scheduling, training, compliance, etc.)	<input checked="" type="radio"/> Yes <input type="radio"/> No	The Echo Platform allows detailed tracking of individual personnel of scheduling and training records.	*
102		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input checked="" type="radio"/> Yes <input type="radio"/> No	The core functionality of Echo's Platform is to inform staffing, deployment and other management decisions through the use of data.	*
103	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input checked="" type="radio"/> No	The Echo Platform is not a CAD or RMS system.	*
104		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input checked="" type="radio"/> No	The Echo Platform does not currently support data transfers to hospitals.	*
105		Digital and physical evidence management	<input type="radio"/> Yes <input checked="" type="radio"/> No	The Echo platform does not support digital or physical evidence management.	*
106		E-citation systems	<input type="radio"/> Yes <input checked="" type="radio"/> No	The Echo Platform does not have an e-citation system.	*
107		Law enforcement case management	<input type="radio"/> Yes <input checked="" type="radio"/> No	The Echo Platform does not support Law Enforcement Case Management.	*

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

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

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
 2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
 3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
 4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
- [Pricing](#) - Price List for Sourcewell Submission.csv - Sunday March 02, 2025 09:47:53
 - [Financial Strength and Stability](#) - 2024 Annual Renewal - Limited Liability Company (Domestic).pdf (3).pdf - Sunday March 02, 2025 09:48:54
 - [Marketing Plan/Samples](#) - Example Marketing Material - EMS and Fire Operations One Sheet - Sourcewell.pdf - Sunday March 02, 2025 09:49:27
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Sourcewell RFP Sample - Statement of Work.pdf - Monday March 03, 2025 11:45:54
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - Pricing Discount Statement - Echo Data Analytics (1).pdf - Monday March 03, 2025 11:39:41

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. - Grant Kramme, Chief Product Officer, Echo Data Analytics LLC

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

☒ Yes ☐ No

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

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

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