



MASTER AGREEMENT #030425
CATEGORY: Public Safety Software
SUPPLIER: Navjoy, Inc.

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 Navjoy, Inc., 7340 E. Caley Ave., Suite 100W, Centennial, CO 80111 (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 1. Public Safety Response – Agency Situational Awareness, 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.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

The Report must contain the following fields:

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

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

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

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

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

19) Grant of License.**a) During the term of this Agreement:**

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

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

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

c) Use; Quality Control.

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

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

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

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

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

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

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

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

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

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

Article 3: Supplier Obligations to Participating Entities

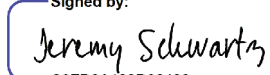
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

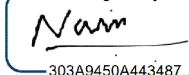
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

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

Sourcewell

Navjoy, Inc.

Signed by:

 By: C0FD2A139D06489...
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 7/31/2025 | 8:02 AM CDT

DocuSigned by:

 By: 303A9450A443487...
 Navin Nageli
 Title: CEO
 Date: 7/31/2025 | 6:35 AM MDT

RFP 030425 - Public Safety Software

Vendor Details

Company Name: Navjoy Consulting Services, Inc.
Address: 7340 E. Caley Ave
Suite 100W
Centennial , Colorado 80111
Contact: Kandace Greene
Email: kgreene@navjoyinc.com
Phone: 720-399-4402
HST#: 371457370

Submission Details

Created On: Tuesday January 14, 2025 12:20:21
Submitted On: Tuesday March 04, 2025 16:01:10
Submitted By: Kandace Greene
Email: kgreene@navjoyinc.com
Transaction #: dd784d40-f24c-459c-8046-bac8172fdd75
Submitter's IP Address: 147.243.183.40

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.	Navjoy, Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	8AEG7	*
5	Provide your NAICS code applicable to Solutions proposed.	N/A	
6	Proposer Physical Address:	7340 E. Caley Ave., Suite 100W Centennial, CO. 80111	*
7	Proposer website address (or addresses):	www.navjoyinc.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):	Navin Nageli, CEO 7340 E. Caley Ave., Suite 100W Centennial, CO. 80111	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Navin Nageli, CEO nnageli@navjoyinc.com 303.886.9648 7340 E. Caley Ave., Suite 100W Centennial, CO. 80111	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Kandace Greene, Business Manager kgreene@navjoyinc.com 720.838.0413 7340 E. Caley Ave., Suite 100W Centennial, CO. 80111	*

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

Line Item	Question	Response *
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11	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p>Navjoy Inc. was founded in 2003 in Colorado with a mission to assist Departments of Transportation and Public Safety ("public sector agencies") to improve their operational efficiency and facilitate business agility through the use of real-time and data-driven technology applications. With over two decades of experience in working closely with public sector agencies to understand their needs, Navjoy has established itself as a leader in identifying, evaluating, developing, and implementing cutting-edge technologies that enhance operational performance and provide direct benefit to the agencies.</p> <p>Core Values Navjoy's core values include:</p> <ul style="list-style-type: none"> • Drive • Creativity • Commitment • Transformation • Innovation • Integrity <p>Business Philosophy The company's business philosophy is centered on empowering public sector agencies with cutting-edge technologies, exceptional industry expertise, and relentless innovation. Navjoy believes in creating efficiency and business agility for its clients, focusing not just on incremental improvements but on solutions that can have a profound impact, both from an immediate and long-term perspective.</p> <p>Industry Longevity and Solutions</p> <p>Over its 22-year history, Navjoy has developed a comprehensive suite of solutions to address the evolving needs of the transportation industry:</p> <ol style="list-style-type: none"> 1. NueGOV Platform: A cloud-based collaboration platform that streamlines operations and provides an elevated level of operational awareness for public sector agencies. 2. Integrating Technologies: This includes intelligent cameras, Bluetooth devices, and platforms such as Axon, Active Directory, SAP and On-Base. 3. Consulting Services: Providing expertise in technology, business requirements development, data analytics, grant writing and technical project management. <p>Navjoy's longevity in the industry is reflected in its adaptability to technological changes. The company was able to recognize the technology gap regarding both antiquated and disparate systems in public sector agencies and developed the NueGOV platform to address industry-specific needs across departments and agency boundaries.</p> <p>Navjoy's commitment to innovation and transformation is evident in its approach to solving long-standing industry challenges. The company seeks to dismantle industry barriers and encourage data sharing among Federal, State, and local agencies to enhance collective operations and processes.</p> <p>As a Disadvantaged Business Enterprise (DBE) certified in 21 states and a Minority Business Enterprise (MBE) in Colorado and New York, Navjoy demonstrates its commitment to be a premier provider of technology services and solutions.</p>
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12	What are your company's expectations in the event of an award?	<p>In the event of an award, our company's expectations for marketing and selling NueGOV would include:</p> <p>Strategic Marketing Approach</p> <ol style="list-style-type: none"> 1. Targeted Outreach: Focus on reaching each of the 50 States and Top 100 Regional, county, and municipal agencies, and public safety sectors by leveraging our existing relationships and network. 2. Showcasing Success: Highlight case studies, such as our work with the Colorado Department of Public Safety and Department of Transportation, to demonstrate NueGOV's effectiveness in digitized processes across boundaries, shared assets, incident management, management of assets and equipment. 3. Multi-Channel Marketing: Utilize a combination of digital marketing strategies, including email campaigns, social media, specialized marketing providers, and content marketing to reach potential clients. <p>Sales Strategy</p> <ol style="list-style-type: none"> 1. Custom Configured Solutions: Emphasize NueGOV's commitment to work closely with the agency to clearly understand the client's need(s) so that our solution can be configured and tailored to specific agency needs, focusing on how it can save money and time for each unique client while demonstrating the operational improvements. 2. Demonstrations and Trials: Offer live demonstrations and trial periods to showcase NueGOV's user-friendly interface and comprehensive features. 3. Consultative Selling: Our sales team will focus on understanding each agency's challenges, and demonstrate how NueGOV can address their specific pain points and provide an effective solution. <p>Implementation and Support</p> <ol style="list-style-type: none"> 1. Seamless Integration: Highlight NueGOV's compatibility with existing systems such as Axon Evidence system, etc., and its support for industry standards for emergency management. 2. Training and Onboarding: Provide comprehensive training and support to ensure smooth adoption and maximize the platform's benefits for new users. 3. Continuous Improvement: Gather feedback from new clients to further enhance NueGOV's features and functionality, ensuring it remains at the forefront of public safety management solutions. <p>By focusing on these areas, we expect to successfully market and sell NueGOV, expand its adoption among public sector agencies, and solidify our position as a leader in public safety & transportation technology operations solutions.</p>	*
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>To demonstrate our financial strength and stability, we will focus on key financial metrics that provide meaningful insights into our company's performance. These metrics are based on our most recent financial statements and industry benchmarks.</p> <ul style="list-style-type: none"> • Zero Debt • Zero Client Churn on our NueGOV Platform • 100 Percent Accounts Receivable Collection <p>Please also find attached letter of good standing from the State of Colorado & the 2024 financial statements. Please note that Navjoy intends to file tax returns by March 15, 2025.</p>	*
14	What is your US market share for the Solutions that you are proposing?	Our US market share is approximately five (5) percent	*
15	What is your Canadian market share for the Solutions that you are proposing?	Our Canadian market share is zero (0) percent. We believe the Sourcwell award could be immensely beneficial to expand into this 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.	There are no current and completed bankruptcy proceedings including Responsible Party within the past seven years, and furthermore none at all since Navjoy was formed in 2003. We understand and agree that if the aforementioned proceedings were to occur during the pendency of this RFP evaluation, we will provide notice in writing to Sourcwell.	*

17	<p>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).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Navjoy Inc. is best described as a manufacturer and service provider, specifically for our NueGOV software platform and related services. Following provides a description of our relationship with our sales and service force in delivering NueGOV, and including other associated services:</p> <ol style="list-style-type: none"> 1. Sales Force: <ul style="list-style-type: none"> - Our sales team consists primarily of direct employees of Navjoy Inc. - These employees are thoroughly trained in the features and benefits of NueGOV, as well as the specific needs of our target market in the transportation and public safety sectors. - We maintain a small, specialized sales force that can provide in-depth consultations and demonstrations for potential clients. 2. Service Force: <ul style="list-style-type: none"> - Our service and support team are composed of Navjoy Inc. employees, including software engineers, customer support specialists, and implementation experts. - This team handles all aspects of customer service, from initial implementation and training to ongoing support and software updates. - By keeping our service force in-house, we ensure consistent quality and deep product knowledge. 3. Implementation Specialists: <ul style="list-style-type: none"> - We employ a team of implementation specialists who work directly with clients to customize NueGOV to their specific needs, integrate it with existing systems, and provide on-site training when necessary. - These specialists are Navjoy Inc. employees with extensive knowledge of both our software and the public safety & transportation sectors and the operational relationship between them. 4. Partner Network: <ul style="list-style-type: none"> - While we primarily rely on our in-house team, we do maintain a small network of carefully selected partners for specific geographic regions or specialized integrations. - These partners are thoroughly vetted and trained to ensure they meet our standards of service and core values. - Partner employees are not Navjoy Inc. employees, but they work closely with our team and adhere to our quality standards. 5. Continuous Training: <ul style="list-style-type: none"> - All our employees, whether in sales, service, or implementation, undergo regular training to stay updated on the latest features of NueGOV and industry trends. - This ensures that our entire team can provide expert guidance and support to our clients. <p>By maintaining direct control over our sales and service force, we can ensure high-quality service, rapid response to client needs, and consistent messaging about our products and services. This approach allows us to build strong, long-term relationships with our clients and provide them with the best possible experience using NueGOV.</p>	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	We are compliant with latest web content accessibility. This certification is included.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	There are no current and past debarments or suspensions including Responsible Party within the past seven years, and furthermore none at all since Navjoy was formed in 2003. We understand and agree that if the aforementioned proceedings were to occur during the pendency of this RFP evaluation, we will provide notice in writing to Sourcwell.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<ol style="list-style-type: none"> 1. 2020 Technology Innovators – Top 25 Smart City Technology CEOs 2. 2025 CDOT Innovative Digital Solution Award 	*
21	What percentage of your sales are to the governmental sector in the past three years?	One hundred (100) percent	*
22	What percentage of your sales are to the education sector in the past three years?	Zero (0) percent	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>North Central Texas Council of Governments (NCTCOG) – Recently awarded-Anticipated 2025 sales volume is \$500,000</p> <p>North Carolina Sherriff's Association (NCSA) – Submitted proposal February 2025, anticipated Award notice March 2025.</p>	*

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?	Navjoy does not have any GSA or SOSA contracts.	*
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Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Colorado Department of Transportation (CDOT)	San Lee	303-757-9345	*
Terre Haute Police Department	Stephen Lockard	812-244-2701	*
Colorado Department of Public Safety (CDPS)	Sean Schlessman	303-273-1900	*

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

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

Line Item	Question	Response *	
26	Sales force.	<p>Navjoy Inc. has the capability to meet the needs of Sourcwell participating entities across the US and Canada through our strategic network and workforce. The following provides a detailed breakdown of our sales team general responsibilities:</p> <ul style="list-style-type: none"> As part of marketing campaigns, the marketing team will pass the customer lead to the sales team. Also, the sales team generates leads with cold calling, attending trade shows and networking with existing clients and partners. Our sales team understands that the sales cycles in the public sector can take longer sometimes due to budget allocations and approvals, extensive stakeholder involvement and other institutional challenges. As a result, they take a well-thought out and planned sales approach that understands such nuances and identifies the best approach to address these issues within each organization. The sales process pipeline stages are clearly defined in our PipeDrive CRM tool. Each sales team member is responsible for tracking all the activities in the CRM tool to ensure effective and productive collaboration between the members. Our sales team consists of direct Navjoy employees, ensuring consistent quality and deep product knowledge. We have: <ul style="list-style-type: none"> A core sales team based at our headquarters in Centennial, Colorado. Satellite offices in Florida and Illinois to extend our reach throughout the country with sales and service support staff. Approximately 10 dedicated sales professionals span across these locations. About 5 of these professionals also provide service functions such as customer engagement every quarter including identifying needed enhancements, overall usage and expansion to other areas of business. 	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>While we primarily rely on our in-house team to promote, sell and deliver our solution, we maintain a small network of carefully selected partners for specific geographic regions or specialized integrations with complementary solution vendors. These partners are thoroughly vetted and trained to meet our standards.</p> <p>Our distribution network includes:</p> <ol style="list-style-type: none"> Direct sales through our own employees, across multiple states Technology integration partners, such as consulting firms, CAD or RMS vendors, etc., for specialized implementations and complementary solution packages We are planning to work with a very limited number of authorized resellers in strategic geographical locations 	*

28	Service force.	<p>Our service and support team is comprised only of Navjoy Inc. employees, including:</p> <ol style="list-style-type: none"> 1. Software engineers 2. Customer support specialists 3. Implementation experts 4. Approximately 20-25 service professionals <p>There is an official hand-off by the sales team to the service team at the first implementation meeting with the customer. This service team handles all aspects of customer service, from initial implementation, account setup, on-boarding, data migration and training to ongoing support and software updates. By keeping our service team in-house, we ensure consistent quality and deep product knowledge.</p> <p>Geographic coverage:</p> <ol style="list-style-type: none"> 1. We can serve the entire US and Canada through our Colorado headquarters and satellite offices 2. Our primary and satellite offices provide additional support and development capabilities, such as sales and service support 3. Remote support and cloud-based solutions allow us to serve clients regardless of location <p>Our cloud-based NueGOV Software platform allows for effective remote implementation and support in most cases.</p>
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 for NueGOV Software involves direct interaction between the Navjoy Inc. sales/customer service team and the client, without intermediaries. The following provides an overview of the process:</p> <ol style="list-style-type: none"> 1. Initial Consultation: Our sales team engages with potential clients to understand their specific needs and requirements. 2. Customization: We work with the client to customize NueGOV Software to their specific needs, including any necessary integrations with existing systems. 3. Proposal and Quote: Based on the client's requirements, we provide a detailed proposal and quote in accordance with the NueGOV Software Pricing Sheet, which is attached in Table 6A: Pricing . 4. Order Placement: The client places an order directly with Navjoy Inc., through our sales team. 5. Order Processing: Our internal business team processes the order, setting up the necessary software licenses and preparing for implementation. 6. Implementation: Our implementation specialists work directly with the client to set up NueGOV Software, including data migration if required. 7. Training: We provide comprehensive training to the client's team to ensure they can effectively use NueGOV Software. 8. Ongoing Support: Post-implementation, our in-house support team handles any queries or issues. <p>As Navjoy Inc. is the manufacturer and service provider for NueGOV Software, we handle the entire ordering process directly. We do not typically use distributors or dealers for NueGOV Software, ensuring that clients receive expert support and service directly from the source. However, we are exploring a very limited number of distributors at strategic locations. This direct approach allows us to maintain quality control, provide specialized knowledge, and offer tailored solutions to each client's unique needs.</p>

30	Describe your product implementation strategy. If utilizing installation partners, describe and define their role in the strategy.	<p>Our product implementation strategy for NueGOV Software is designed to ensure smooth, efficient, and successful deployment for our clients. The strategy involves several key phases:</p> <ol style="list-style-type: none"> 1. Initial Consultation: Our service team engages with the client to understand their specific needs and requirements. 2. Customization: We tailor NueGOV Software to meet the client's unique needs, including necessary integration with existing systems if applicable. 3. Data Migration: We assist in importing existing data, such as current spreadsheets, to ensure rapid implementation and eliminate manual data entry. 4. Configuration: Our software team configures the software, including setting up role-based access controls and audit trails. 5. Testing: We conduct thorough testing to identify and rectify any issues before "going-live". 6. Training: Comprehensive training is provided to the client's staff to ensure proficiency in using NueGOV Software. 7. Go-Live: We oversee the deployment of NueGOV Software and provide hands-on support the first 2 weeks. 8. Post-Implementation Support: Our service team offers ongoing support and maintenance services. <p>Navjoy Inc. primarily handles the implementation process directly, without utilizing external installation partners. This approach allows us to:</p> <ul style="list-style-type: none"> • Maintain direct control over the implementation process • Ensure consistent quality and deep product knowledge • Provide specialized expertise in public safety and transportation sectors • Offer tailored solutions to each client's unique needs <p>Our implementation team consists only of Navjoy Inc. employees, including software engineers, customer support specialists, and implementation experts. This in-house approach enables us to streamline the implementation process, reduce potential disruptions, and provide a high level of service to our clients.</p> <p>By managing the entire implementation process ourselves, we can typically have an agency up and running with NueGOV Software in as little as a few weeks. This efficient timeline is made possible by our implementation team's expertise and the software's design, which allows for rapid integration of existing data and systems.</p>
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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>Navjoy Inc. provides comprehensive customer service for our NueGOV Software platform, focusing on rapid response times and personalized support. Our customer service program includes:</p> <p>Response-Time Capabilities and Commitments</p> <ul style="list-style-type: none"> • Initial response to support requests within 2 business hours • Resolution of minor issues within 24 hours • For complex issues, we provide a detailed action plan within 72 hours <p>Support Channels</p> <ul style="list-style-type: none"> • 24/7 access to our online knowledge base and FAQ • Email support during business hours (Monday -Friday, 8am -5pm Mountain Time) • Phone support for urgent issues (Monday -Friday, 8am -5pm Mountain Time) • Remote assistance capabilities for direct rapid response and hands-on troubleshooting <p>Personalized Support</p> <ul style="list-style-type: none"> • Dedicated account managers for each client • Quarterly check-ins and performance reviews • Customized training sessions for new features or updates <p>Continuous Improvement</p> <ul style="list-style-type: none"> • We gather feedback after each support interaction to improve our service • Regular analysis of common issues to update our knowledge base and product features <p>Service Level Agreements (SLAs)</p> <ul style="list-style-type: none"> • Clearly defined SLAs for different types of issues • Compensation or service credits if we fail to meet our SLAs <p>Our in-house support team consists only of Navjoy, Inc. employees who are experts in NueGOV Software and understand the unique needs of public safety and transportation agencies. This ensures high-quality, consistent support for our clients.</p> <p>To maintain our service goals, we implement the following incentives for our support team:</p> <ul style="list-style-type: none"> • Recognition programs for team members who consistently exceed service standards • Ongoing training and certification opportunities to enhance skills and knowledge <p>By focusing on rapid response times, personalized support, and continuous improvement, we aim to provide exceptional customer service that meets the critical needs of our public sector clients.</p>
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	<p>Navjoy Inc. is fully capable and willing to provide our NueGOV Software platform and related services to Sourcewell participating entities across the United States.</p> <p>Our ability to serve Sourcewell members is supported by several key factors:</p> <ol style="list-style-type: none"> 1. National Coverage: Our headquarters in Colorado, along with satellite offices in Florida and Illinois, allow us to effectively serve clients across the country. 2. Cloud-Based Solution: NueGOV Software is a cloud-based platform, enabling easy implementation and support for agencies regardless of location. 3. Remote Support: We offer comprehensive remote support capabilities, ensuring that all Sourcewell participating entities receive timely assistance. 4. Streamlined Procurement: Through Sourcewell's cooperative purchasing model, we can offer our solution and services to members with nationally leveraged volume pricing and a streamlined bid process. 5. Flexible Implementation: Our in-house implementation team can customize NueGOV Software to meet the specific needs of various government, educational, and non-profit organizations that make up Sourcewell's membership. 6. Compliance: Our contract with Sourcewell ensures that we meet all necessary legal and competitive solicitation requirements, making it easy for participating entities to procure our solutions. 7. Scalability: Our services can accommodate the needs of Sourcewell's diverse membership, from small local agencies to large state-level organizations. <p>We are committed to provide high-quality solutions to Sourcewell's more than 50,000 participating agencies across the United States. Our willingness to serve these entities is demonstrated by our existing partnership with Sourcewell and our understanding of the unique needs and complexities that public sector organizations face.</p>

33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Navjoy Inc. has the capability and willingness to provide our NueGOV Software platform and related services to Sourcewell participating entities in Canada. Our ability to serve Canadian clients is supported by several key factors:</p> <ol style="list-style-type: none"> 1. Cloud-Based Solution: NueGOV Software is a cloud-based platform, enabling easy implementation and support for agencies regardless of their location in Canada. 2. Remote Support: We offer comprehensive remote support capabilities, ensuring that Sourcewell's Canadian participating entities receive timely assistance. 3. Scalability: Our services can accommodate the needs of diverse Canadian organizations, from small local agencies to large provincial-level entities. 4. Compliance: Our potential partnership with Sourcewell will demonstrate our commitment to meeting necessary legal and competitive solicitation requirements for both US and Canadian markets. 5. Canadian Presence: While our headquarters are in Colorado and we have not yet had the opportunity to work with any clients in Canada, our founder has direct experience working with Canadian clients in his previous role and is committed to leveraging into the Canadian market with the Sourcewell contract. 6. Customization: Our in-house implementation team can tailor NueGOV Software to meet the specific needs of Canadian government, educational, and non-profit organizations. <p>While we do not currently have a physical office in Canada, our cloud-based platform and remote support capabilities allow us to effectively serve Canadian clients. We are committed to expanding our services to meet the needs of Sourcewell's Canadian participating entities, and leveraging our experience in public sector software solutions.</p>	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	There will not be any geographic areas of the United States or Canada that we will not serve.	*
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 will not be any account type of Participating Entity that will not have full access to NueGOV Software if Navjoy is awarded an agreement.	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	There are not any specific requirements or restrictions that would apply to any participating entities in Hawaii and Alaska and in the US Territories.	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Navjoy will extend and offer the same term of an awarded master agreement to any nonprofit entity.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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38	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Our marketing strategy for promoting NueGOV through the Sourcewell opportunity will focus on targeted outreach, showcasing our unique value proposition, and leveraging multiple channels to reach potential clients. Following provides an overview of our approach:</p> <p>Digital Marketing</p> <ol style="list-style-type: none"> 1. Website Optimization & Tracking: We will create a dedicated landing page for Sourcewell members, highlighting the benefits of NueGOV and the streamlined procurement process through Sourcewell. We will see the effectiveness of our email and newsletter campaigns through the web traffic on the NueGOV site. 2. Email Campaigns: Targeted email marketing to Sourcewell members, focusing on how NueGOV can address specific challenges in public safety operations. We run a new lead sequence (5 emails over 2 weeks) to a targeted audience to build brand awareness, pain point identification and resolution. We run these new lead sequence campaigns at least once a year in addition to our normal campaigns. 3. Newsletters: Monthly newsletters will focus on upcoming features, new clients and testimonials to increase social proof. 4. Social Media: Regular posts on LinkedIn and X (formerly Twitter), sharing success stories, product updates, and the advantages of procuring NueGOV through Sourcewell. 5. Content Marketing: Creating blog posts, whitepapers, and case studies that demonstrate NueGOV's impact on public sector operations. <p>Traditional Marketing</p> <ol style="list-style-type: none"> 1. Print Materials: Developing brochures and flyers that highlight NueGOV's features and the benefits of the Sourcewell partnership. 2. Trade Show Presence: Attending relevant industry events with branded materials to showcase NueGOV and our Sourcewell partnership. We are part of every major public safety trade organizations including state level entities. We typically attend 10-15 trade shows a year. 3. Direct Mail: Sending personalized postcards to key decision-makers in Sourcewell member organizations. <p>Partnerships and Networking</p> <ol style="list-style-type: none"> 1. Sourcewell Collaboration: Working closely with Sourcewell to leverage their communication channels and events. 2. Webinars and Virtual Events: Hosting online demonstrations and educational sessions for Sourcewell members. 3. Referral Program: Encouraging existing clients to refer other Sourcewell members to NueGOV. <p>Sales Enablement</p> <ol style="list-style-type: none"> 1. Sales Training: Equipping our sales team with in-depth knowledge about the Sourcewell partnership and its benefits. 2. Custom Presentations: Creating tailored presentations for different types of Sourcewell member organizations. 3. ROI Calculator: Developing a tool to help potential clients understand the cost savings and efficiency gains from implementing NueGOV. <p>Our marketing materials will include:</p> <ul style="list-style-type: none"> • Professional brochures and flyers highlighting NueGOV's features and Sourcewell benefits • Customized email templates for different segments of Sourcewell members • Engaging social media graphics and video content • Comprehensive case studies showcasing success stories • A detailed ROI calculator for potential clients <p>By combining digital and traditional marketing approaches, utilizing partnerships and networking, and enhancing sales techniques we aim to effectively promote NueGOV to Sourcewell members, emphasizing the value of our solution and the ease of procurement through the Sourcewell partnership.</p>
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39	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Navjoy leverages cutting-edge technology and digital data to enhance our marketing effectiveness for NueGOV. Our approach incorporates several key strategies:</p> <p>Data Analytics & CRM Tools We utilize advanced data analytics to gain deep insights into our target audience's behavior and preferences. This allows us to:</p> <ul style="list-style-type: none"> • Create highly targeted and personalized marketing campaigns • Optimize our advertising budget for maximum ROI • Refine our messaging based on real-time performance data <p>Social Media Marketing Social media plays a crucial role in our marketing strategy:</p> <ul style="list-style-type: none"> • We periodically engage directly with our audience through platforms like LinkedIn and X (formerly Twitter) • We leverage social media advertising for precise audience targeting and cost-effective campaigns <p>AI and Machine Learning We employ AI and machine learning technologies to:</p> <ul style="list-style-type: none"> • Predict customer preferences and behaviors • Automate ad placement and optimization • Enhance lead scoring and qualification processes <p>Performance Tracking Our digital marketing efforts are continuously monitored and optimized to improve:</p> <ul style="list-style-type: none"> • Real-time tracking of key performance indicators (KPIs) • After/Before testing of campaign elements to improve effectiveness • Regular analysis of conversion rates and customer journey touchpoints <p>By integrating these technological approaches, we ensure that our marketing for NueGOV remains data-driven, targeted, and highly effective in reaching and engaging Sourcewell participating entities.</p>
40	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Sourcewell plays a crucial role in promoting agreements arising from this RFP:</p> <ol style="list-style-type: none"> 1. Cooperative Purchasing Platform: Sourcewell combines the buying power of over 50,000 government, education, and nonprofit organizations, allowing members to leverage nationally discounted volume pricing. In addition, we will ensure that members are able to select modules and expand and scale based on their individual agency needs. 2. Streamlined Procurement: Sourcewell holds hundreds of competitively solicited cooperative contracts ready for use, saving time and money for participating agencies. 3. Contract Promotion: Sourcewell actively promotes awarded contracts to its vast network of members, increasing visibility and potential sales opportunities for vendors. 4. Compliance Assurance: Sourcewell ensures that contracts meet legal and competitive solicitation requirements, simplifying the procurement process for members. <p>To integrate a Sourcewell-awarded agreement into our sales process:</p> <ol style="list-style-type: none"> 1. Sales Team Training: We will thoroughly educate our sales force on the Sourcewell partnership and its benefits to member organizations with faster procurement. In addition, member organizations will have the ability select modules and expand and scale based on their individual agency needs. 2. Marketing Materials: We will develop dedicated marketing collateral highlighting the advantages of purchasing NueGOV through Sourcewell. 3. Website Integration: A dedicated landing page for Sourcewell members will be created on our website, emphasizing the streamlined procurement process. 4. Direct Outreach: We will conduct targeted outreach to Sourcewell members, showcasing NueGOV and the benefits of using the Sourcewell contract. 5. Proposal Customization: When responding to RFPs from Sourcewell members, we will highlight the option to purchase through the Sourcewell contract, emphasizing time and cost savings. <p>By leveraging Sourcewell's promotion and integrating the agreement into our sales process, we aim to increase NueGOV's visibility and accessibility to Sourcewell's extensive member network.</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>Currently, Navjoy Inc. does not have an e-procurement process in place for our NueGOV software platform. However, we recognize the growing importance of e-procurement systems in government and education sectors.</p> <p>We are actively exploring options to implement such a system in the future. This would allow us to better serve our governmental and educational customers by:</p> <ul style="list-style-type: none"> • Streamlining the procurement process within our home-grown agile system • Increasing transparency and efficiency • Reducing paperwork and manual processes • Enabling easier comparison of products and services • Facilitating compliance with procurement regulations <p>As we develop our e-procurement capabilities, we will focus on creating a user-friendly system that integrates seamlessly with existing government and educational procurement platforms. We aim to provide features such as:</p> <ul style="list-style-type: none"> • Online catalogs of our products • Automated purchase order generation • Reporting and analytics tools for budgetary management <p>We are committed to evolving our ordering processes to meet the needs of our customers and stay competitive in the market.</p>	*
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *	
42	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Navjoy Inc. offers the NueGOV Software Platform ("NueGOV Software") as the product, does not offer any equipment, and performs regular maintenance activities on a weekly and monthly basis to update NueGOV Software to implement fixes and enhance certain features. These regular maintenance and enhancement activities are included in the Discounted Annual Subscription Cost.</p> <p>Navjoy Inc. offers comprehensive training programs for our NueGOV Software to Sourcewell participating entities. Our training offerings include:</p> <p>Standard Training</p> <ul style="list-style-type: none"> • Initial implementation training: Provided to all new clients as part of the NueGOV Software deployment process. • Basic user training: Covers essential features and functionality of NueGOV Software for end-users. • Learning Management System: Users will have access to step-by-step short videos on various topics. <p>Advanced Training (Power Users)</p> <ul style="list-style-type: none"> • Administrator training: In-depth training for system administrators on advanced features and customization options. • Refresher courses: Periodic training sessions with videos to reinforce knowledge and introduce new features. • Custom workflow training: Tailored sessions focusing on agency-specific processes and use cases. • Learning Management System: Users will have access to detailed videos on various topics. <p>Training Delivery</p> <ul style="list-style-type: none"> • On-site training: Conducted at the client's location by Navjoy's expert trainers. • Remote training: Virtual sessions using video conferencing tools. • Self-paced online modules: Available through our learning management system. • Train the Trainer – Depending on the member organization, training can be catered to training the trainers. These trainers will then train other users in the member organization. <p>Costs</p> <ul style="list-style-type: none"> • Standard and Advanced remote training is included in the Discounted Annual Subscription Cost. • In-person training will incur additional fees as identified in Additional Consulting Services, typically based on the duration and complexity of the training required. <p>Our training programs are designed to ensure that Sourcewell participating entities can effectively utilize NueGOV Software to optimize their operations. By providing comprehensive training, we aim to help public safety and transportation agencies maximize the value of our NueGOV Software and improve their operational efficiency.</p>	*

43	Describe any technological advances that your proposed solutions offer.	<p>NueGOV Software offers several technological advances that set it apart as a state-of-the-art solution for public safety and transportation agencies:</p> <p>Cloud-Based Platform NueGOV Software is a cloud-based platform, allowing for easy implementation, accessibility, and scalability across agencies of different sizes.</p> <p>Integrated Operations Suite NueGOV Software provides comprehensive modules for assets, asset tracking, fleet, materials, weapons, facilities, Incident command & management, emergency management planning, tracking resources, and user training records all in one unified system.</p> <p>Data Analytics and Insights NueGOV Software incorporates built-in data learning technology to provide valuable predictions and insights, helping agencies make data-driven decisions.</p> <p>Open API Integration NueGOV Software platform features an open API enabling integration with various platforms, smart devices and sensors.</p> <p>Mobile Accessibility NueGOV Software offers mobile access with its APP available on Android and IOS platforms, allowing staff to access critical information and create reports from anywhere.</p> <p>Automated Workflows NueGOV Software digitizes processes like requests, approvals, streamlining operations and improving efficiency.</p> <p>Advanced Invoicing Tools NueGOV Software includes invoicing tools to assist with capturing resources and materials associated with an incident, event, work order, etc.</p> <p>Key Integrations NueGOV Software offers several key integrations to enhance its functionality and interoperability:</p> <ul style="list-style-type: none"> • Axon Integration for tracking assets assigned to users, life cycle and budgeting • Active Directory Integration for single sign-on and data synchronization • SAP Integration for data synchronization of users • OnBase Integration for records retention • Google for mapping, traffic APIs • Waze for construction and work zone data <p>Additional Platform Integrations</p> <ul style="list-style-type: none"> • Mobile accessibility for field operations and remote data access • Cloud-based platform facilitating easy integration with other cloud services <p>These integrations enhance NueGOV Software's capabilities, improving interoperability, data sharing, and operational efficiency for public safety agencies</p> <p>By leveraging these technological advances, NueGOV Software aims to transform how public safety agencies manage their incidents, assets, improve operational efficiency, and make informed decisions based on data-driven insights.</p>
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44	<p>Demonstrate your solution's capabilities in data privacy, integrity, storage and protection standards, and the adherence of your products and services to applicable cybersecurity and industry standards, such as but not limited to the requirements of the Criminal Justice Information Services (CJIS), the Health Insurance Portability and Accountability Act (HIPAA), etc.</p>	<p>NueGOV Software demonstrates robust capabilities in data privacy, integrity, storage, and protection, adhering to stringent cybersecurity and industry standards. Our commitment to security is evident through the following measures:</p> <p>Data Privacy and Protection</p> <ul style="list-style-type: none"> • All data, both in transit and at rest, is encrypted using industry-standard FIPS-compliant encryption methods. • We enforce strict HTTPS and SFTP protocols to protect customer data. • Our system implements a Defense in Depth strategy and Zero Trust framework, providing multiple layers of security. <p>Compliance and Certifications</p> <ul style="list-style-type: none"> • Built off AWS HITRUST components to piggy-back off Amazon's robust security platform. • Fully HIPAA compliant • Planning on pursuing FedRAMP, StateRAMP accreditations in late 2025-2026. <p>Access Control and Personnel Security</p> <ul style="list-style-type: none"> • Strict password policies enforcing complexity and security principles. • Comprehensive employee screening, including background checks. • Annual security training for all employees, covering security, privacy, and phishing prevention. <p>Monitoring and Incident Management</p> <ul style="list-style-type: none"> • 24/7/365 monitoring with an on-call team to respond to alerts and deviations. • Advanced monitoring systems including IDS/IPS, application-aware firewalls, and next-generation endpoint protection. • Centralized log management in SIEM for comprehensive event correlation <p>Security Scanning and Vulnerability Management</p> <ul style="list-style-type: none"> • Regular static and dynamic code scanning. • Weekly authenticated scans against infrastructure and SaaS applications. • Annual third-party penetration testing including network, application, and code vulnerability assessment. <p>By implementing these comprehensive security measures, NueGOV Software ensures the protection of sensitive data. Our commitment to maintaining the highest standards of data privacy and security positions us as a trusted solution for government and public safety and transportation agencies.</p>
45	<p>Describe your data backup and recovery solutions.</p>	<p>NueGOV Software offers robust data backup and recovery solutions to ensure the security and integrity of public safety and transportation agencies' critical information:</p> <p>Cloud-Based Backup</p> <p>NueGOV Software utilizes a cloud-based platform for data backup, providing easy implementation, accessibility, and scalability across agencies of different sizes.</p> <p>Encryption and Security</p> <p>All data, both in transit and at rest, is encrypted using industry-standard FIPS-compliant encryption methods. We enforce strict HTTPS and SFTP protocols to protect customer data.</p> <p>Compliance</p> <p>Our backup solutions adhere to stringent compliance standards, including:</p> <ul style="list-style-type: none"> • HIPAA security rule compliance • PCI-DSS self-certification <p>Automated Backups</p> <p>The system performs regular automated backups to ensure data is consistently protected and up-to-date.</p> <p>Disaster Recovery</p> <p>NueGOV Software includes comprehensive disaster recovery capabilities, allowing for quick data restoration in case of system failures or cyberattacks.</p> <p>Access Control</p> <p>Strict access controls and multi-factor authentication are implemented to ensure only authorized personnel can access backup data.</p> <p>Monitoring and Auditing</p> <p>24/7/365 monitoring is in place, with an on-call team to respond to alerts and deviations. A centralized log management system provides comprehensive event correlation and auditing capabilities.</p> <p>By implementing these comprehensive backup and recovery measures, NueGOV Software ensures the protection and availability of critical public safety and transportation agencies' data, providing agencies with peace of mind and operational continuity.</p>

46	Demonstrate your connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems.	<p>NueGOV Software demonstrates robust connectivity, interoperability, and integration capabilities with various software systems:</p> <p>Key Existing Integrations</p> <p>NueGOV Software offers several key integrations to enhance its functionality and interoperability:</p> <ul style="list-style-type: none"> • Axon Integration for tracking assets assigned to users, life cycle and budgeting • Active Directory Integration for single sign-on and data synchronization • SAP Integration for data synchronization of Users • OnBase Integration for records retention • Google for mapping, traffic APIs • Waze for construction and work zone data <p>Open API Integration</p> <p>NueGOV Software features an open API that enables integration with various smart devices, sensors, and other software systems. This flexibility allows for seamless data sharing across platforms.</p> <p>Other Integrations</p> <p>NueGOV Software can integrate with:</p> <ul style="list-style-type: none"> • Internet of Things (IoT) devices • Automated Vehicle Location systems (AVL) • Computer Aided Dispatch systems • CCTV feeds • Smart camera alarms • Traveler Information Systems (TIS) <p>These integration capabilities allow NueGOV Software to serve as a comprehensive platform for public safety and transportation agencies, streamlining processes and enhancing data-driven decision-making across various departments, agencies and systems.</p>
47	Describe any “green” initiatives that relate to your company or to your solutions, and include a list of the certifying agency for each.	<p>NueGOV Software is committed to sustainability and environmental responsibility through a couple of key initiatives:</p> <p>Sustainable Operations</p> <p>We have implemented several measures to reduce our environmental impact:</p> <ul style="list-style-type: none"> • E-billing for all online orders to reduce paper waste • Use of recyclable packaging materials <p>Certifications</p> <p>NueGOV Software does not currently hold specific environmental certifications. We are committed to continually improving our environmental initiatives and exploring relevant certifications as we grow our sustainability program.</p>
48	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>NueGOV Software currently does not hold any specific third-party issued eco-labels, ratings, or certifications related to energy efficiency, conservation, life-cycle design, or other green/sustainability factors for the solutions included in our proposal.</p> <p>NueGOV Software is committed to sustainability and environmental responsibility through a couple of key initiatives:</p> <p>Sustainable Operations</p> <p>We have implemented several measures to reduce our environmental impact:</p> <ul style="list-style-type: none"> • E-billing for all online orders to reduce paper waste • Use of recyclable packaging materials <p>While we do not currently hold specific certifications, we align our reporting with the Sustainability Accounting Standards Board (SASB) Technology and Communications standards for the Software and IT Services Industry.</p> <p>We are actively exploring opportunities to obtain relevant certifications as we continue to grow our sustainability program and improve our environmental initiatives.</p>
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>NueGOV Software offers several unique attributes and solutions that set us apart in the industry for Sourcewell participating entities:</p> <p>Cloud-Based Public Safety Platform</p> <p>NueGOV Software provides a comprehensive cloud-based solution specifically designed for public safety and transportation agencies, allowing for easy implementation, accessibility, and scalability across organizations of different sizes. We are only solution provider that has existing solutions for Public Safety and Transportation agencies.</p> <p>We clearly understand the intersection and need for integrations between the two sectors in the near future as it relates to incident planning and response.</p> <p>Integrated Operations Suite</p> <p>Our platform offers unified system for assets, asset tracking, fleet, materials, weapons, facilities, incident command & management, incident billing and user training, scheduling & shift management, skills and certifications records all in one system, streamlining operations</p>

		<p>for public safety and transportation agencies.</p> <p>Advanced Mapping Capabilities NueGOV Software leverages Google Maps' comprehensive and up-to-date mapping data in US and Canada. The platform is powered by data updated 100 million times daily, ensuring accuracy and reliability for public safety and transportation agencies.</p> <p>Real-Time Information - By utilizing Google Maps, NueGOV Software can provide real-time traffic data, route optimization, and location-based insights. This is particularly valuable for transportation and logistics operations within public safety and transportation agencies.</p> <p>Intuitive User Interface - The familiar Google Maps interface integrated into NueGOV Software ensures a user-friendly experience, reducing the learning curve for agency personnel.</p> <p>Customization and Visualization - NueGOV Software can leverage Google Maps' capabilities to visualize geospatial data, helping agencies make informed decisions based on location-specific information.</p> <p>Asset Tracking - The platform enables dynamic tracking and visualization of moving assets, a crucial feature for managing fleet vehicles and equipment in public safety and transportation agencies' operations.</p> <p>By leveraging the Google Maps Platform, NueGOV Software provides Sourcewell participating entities with a powerful, reliable, dependable, and feature-rich mapping solution tailored specifically for public safety and transportation management needs.</p> <p>Connected Cloud Capabilities NueGOV Software's connected clouds feature enhances collaboration and data sharing across departments and agencies while maintaining robust security through role-based permissions. This innovative capability offers several key benefits: Cross-Agency Data Sharing - The connected clouds feature allows individual departments or separate agencies to securely share data across the NueGOV Software platform. This breaks down traditional data silos and promotes more efficient inter-agency collaboration.</p> <p>Role-Based Access Control (RBAC) - NueGOV Software implements a comprehensive RBAC system to ensure that data access is strictly controlled based on user roles and permissions.</p> <p>Granular Permissions - Administrators can configure granular permissions for each role, controlling access to specific features and data sets.</p> <p>Secure Cloud Infrastructure - Built on a robust cloud infrastructure, NueGOV Software ensures data security and compliance with relevant standards, making it suitable for sensitive public safety and transportation information.</p> <p>By combining these capabilities, NueGOV Software's connected clouds feature enables public safety agencies to collaborate more effectively while maintaining strict control over data access and security.</p> <p>Data Analytics and Insights NueGOV Software incorporates built-in data learning technology to provide valuable predictions and insights, helping agencies make data-driven decisions and optimize their operations.</p> <p>Open API and Interoperability Our open API enables seamless integration with various smart devices, sensors, and other software systems, including:</p> <ul style="list-style-type: none"> • Axon for asset & life cycle management • Active Directory for user authentication • SAP for user data synchronization • OnBase for document management <p>Mobile Accessibility NueGOV Software offers mobile access via the APP, allowing staff to access critical information and create reports from anywhere, enhancing operational efficiency.</p> <p>Compliance and Security We adhere to strict data privacy and cybersecurity standards, ensuring the protection of sensitive information for public safety and transportation agencies.</p> <p>Customization and Scalability NueGOV Software's solutions are scalable and can be customized to meet the specific needs of agencies of all sizes, ensuring a perfect fit for each Sourcewell participating entity.</p> <p>Our Team & Customer Service Our team strives to ensure 100 percent customer success. Being a lean and focused team</p>
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		<p>with the modern software technologies, we are able to rapidly deploy fast so the customers can experience immense benefits quickly. We have had zero churn on our platform.</p> <p>Finally, by offering these unique attributes, NueGOV Software provides Sourcewell participating entities with a cutting-edge, secure, and efficient solution tailored specifically for public safety and transportation agencies, setting us apart in the industry.</p>	
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
50	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		<input checked="" type="radio"/> Yes <input type="radio"/> No	MBE, DBE, SBE	*
51		Minority Business Enterprise (MBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	City & County of Denver	*
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 checked="" type="radio"/> Yes <input type="radio"/> No	State of Colorado	*
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 *
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59	Describe your payment terms and accepted payment methods.	<p>Navjoy Inc. offers flexible payment terms and a variety of accepted payment methods to accommodate the needs of our clients, particularly for Sourcewell participating entities. The following provides an overview:</p> <p>Payment Terms</p> <ol style="list-style-type: none"> Standard Payment Terms: <ul style="list-style-type: none"> - Payment is typically due within 30 days from the date of invoice. - Invoices will be issued upon contract signing or at the start of the service period. Annual Subscription Payments: <ul style="list-style-type: none"> - Annual payments are typically invoiced at the beginning of the subscription period. Discounts for Early Payment: <ul style="list-style-type: none"> - Clients may receive a discount for early payment, encouraging prompt settlement of invoices. Custom Payment Plans: <ul style="list-style-type: none"> - We are open to discussing custom payment plans based on the specific needs and budget cycles of our clients. <p>Accepted Payment Methods:</p> <p>Navjoy Inc. accepts a variety of payment methods to ensure convenience and flexibility:</p> <ol style="list-style-type: none"> Electronic Funds Transfer (EFT): <ul style="list-style-type: none"> - Clients can make payments via bank transfer for secure and efficient transactions. Checks: <ul style="list-style-type: none"> - Payments can be made by check, which should be mailed to our designated billing address. Purchase Orders: <ul style="list-style-type: none"> - For government agencies and organizations that require purchase orders, we accept PO numbers as a form of commitment to payment. <p>By offering flexible payment terms and a variety of accepted payment methods, Navjoy Inc. aims to provide a seamless experience for our clients while ensuring that financial transactions are straightforward and efficient</p>	*
60	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Navjoy Inc. currently does not offer specific leasing or financing options for educational or governmental entities. However, we recognize the importance of such options for these organizations, as they often face budget constraints and need flexible financial arrangements to acquire necessary technology and equipment.</p> <p>While Navjoy Inc. does not currently provide these services, we are open to exploring partnerships or collaborations that could offer leasing or financing solutions to our clients in the future based on any specific requirements of a client.</p>	*

61	<p>Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.</p>	<p>Navjoy Inc. proposes to use the following standard transaction documents in connection with an awarded agreement:</p> <ol style="list-style-type: none"> 1. Order Form: This document outlines the specific products or services being purchased, quantities, pricing, and any special terms or conditions for the particular order. 2. Terms and Conditions: This document covers the general terms governing the use of Navjoy Inc. NueGOV Software products and services, including licensing, warranties, limitations of liability, and other standard contractual provisions. 3. Service Level Agreement (SLA): This document defines the level of service NueGOV Software commits to provide, including: <ul style="list-style-type: none"> - Availability: NueGOV Software targets 99.7% availability for its cloud services, calculated monthly. - Response times for service requests and issue resolution. - Performance metrics and reporting procedures. 4. Data Processing Agreement: This document outlines how NueGOV Software handles and protects customer data, ensuring compliance with relevant data protection regulations. 5. Acceptable Use Policy: This document specifies the permitted uses of NueGOV Software's services and any prohibited activities. <p>The above except for the SLA agreement are part of our typical SaaS agreement and they also include:</p> <ul style="list-style-type: none"> • Detailed service descriptions • Pricing and payment terms • Support and maintenance provisions • Confidentiality clauses • Termination and renewal procedures • Any specific requirements for Sourcewell participating entities <p>Navjoy Inc. is committed to working with Sourcewell and participating entities to tailor these documents as needed to meet specific requirements and ensure a smooth procurement process.</p>
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62	Explain your licensing process and the service agreements required of end users.	<p>NueGOV Software's licensing process and service agreements for end users include the following key elements:</p> <p>Simple Licensing Process</p> <ol style="list-style-type: none"> 1. Purchase: Customers obtain an administrator level account setup information after purchasing the product from NueGOV Customer Success team. 2. Activation: Other Users can activate their license by working with the Administrator or with our Customer Success team. NueGOV offers bulk import of Users and automated activation process. <p>Service Agreements</p> <ol style="list-style-type: none"> 1. Services Agreement: This is the primary agreement governing the use of NueGOV Software's services. Key aspects include: <ul style="list-style-type: none"> - Defines the scope of services provided - Outlines subscription terms and renewal processes - Specifies customer obligations and restrictions on use 2. Order Form: Details the specific products or services purchased, including pricing and any special terms. 3. Terms and Conditions: Covers general terms of use, including licensing, warranties, and limitations of liability. 4. Service Level Agreement (SLA): Defines service availability targets, response times, and performance metrics. 5. Acceptable Use Policy: Specifies permitted uses of NueGOV Software's services and prohibited activities. 6. Data Processing Agreement: Outlines how customer data is handled and protected. <p>NueGOV Software's standard subscription term is typically 12 months, with automatic renewal unless terminated by either party with proper notice. The company reserves the right to suspend services or terminate the agreement for non-compliance with terms.</p> <p>Customers are granted a limited, non-exclusive, non-transferable right to access and use the services for internal, non-commercial purposes. The agreement prohibits unauthorized use, reproduction, or distribution of the NueGOV Software.</p>
63	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	<p>Currently, Navjoy Inc. does not accept the P-card procurement and payment process. As such, there are no additional costs to Sourcwell participating entities for using this process, since it is not an available option.</p> <p>However, we recognize that P-cards can be a valuable tool for streamlining procurement processes and providing convenience to participating entities. We are open to exploring the possibility of implementing P-card acceptance in the future to better serve our clients' needs.</p> <p>For now, Navjoy Inc. offers other payment methods such as electronic funds transfers, checks, and purchase orders to accommodate the needs of Sourcwell participating entities.</p>

64	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>Navjoy Inc. tiered and modular pricing model with our NueGOV Software is described below. This approach allows for scalability and flexibility to accommodate agencies of various sizes and needs.</p> <p>Individual Agency (City, County, Educational Institution or Non-Profit)</p> <ul style="list-style-type: none"> - Small <100,000 population - Medium 100,000 – 500,000 population - Large >500,000 – 1 Million population - Extra Large > 1 Million population <p>Regional Agency (MPO, COG or Other Regional entity)</p> <ul style="list-style-type: none"> - Small <1 Million population - Medium 1 – 3 Million population - Large >3 – 5 Million population - Extra Large > 5 Million population <p>State Agency</p> <ul style="list-style-type: none"> - Small < 2 Million population - Medium 2 – 10 Million population - Large >10 – 15 Million population - Extra Large > 15 Million population <p>Modular Approach:</p> <p>Clients have the flexibility to choose specific modules and bundle to fit their current needs:</p> <ul style="list-style-type: none"> - Asset Management – This includes any type of public safety and transportation asset, fleet, inventory and facilities. In addition, this includes agency periodic inspection process management, check-in/check-out of shared assets, and future technology enhancements. - Asset Tracking – This includes location tracking for personnel, vehicles, controlled substances & equipment, and future technology enhancements. - Staff Management - This includes user information including skills & training, certifications, shift management and scheduling, and future technology enhancements. - Incident Command & Management – This includes real-time Incident tracking and reporting, detour route planning, weather, traffic, and construction information, unit assignments and staffing, incident billing, incident planning, After Action Reports (AARs) and training. - Full Operations Suite – The includes all of the functionally modules listed above. <p>Agencies can expand to additional modules at a later time by paying the cost differential, thereby allowing for a customized and scalable solution.</p> <p>Standard Package Inclusions: The standard pricing for each module includes:</p> <ul style="list-style-type: none"> - Core functionality of the chosen module(s) - Data analytics and insights - Mobile accessibility - Unlimited cloud-based storage and security - Unlimited support and maintenance - Unlimited remote standard and advanced training <p>Additional Costs:</p> <ul style="list-style-type: none"> - Integrations: Priced separately based on the specific integration requirements and complexity. - Connected Module: An additional fee is applied for individual agencies desiring to add other departments in the agency or regional/state agencies desiring to add other agencies in the Region or State to enable data sharing across departments or separate agencies. <p>Sourcewell Discounted Pricing: Sourcewell participating entities are eligible for 10 percent discounted pricing on our standard rates regardless of tier, chosen modules, and specific agency requirements.</p> <p>Navjoy Inc. is committed to offering competitive and transparent pricing to Sourcewell participating entities, ensuring they receive the best value for our comprehensive public safety and transportation management solution.</p>
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65	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>Navjoy Inc. is pleased to offer a significant pricing discount to Sourcewell participating entities:</p> <p>Sourcewell participating entities are eligible for a 10 percent (10%) discount on our standard rates. This discount applies universally across all tiers, chosen modules, and specific agency requirements.</p> <p>Key points about this discount:</p> <ul style="list-style-type: none"> - Consistency: The 10% discount is applied uniformly, regardless of the agency's size, selected modules, or any customization requirements. - Comprehensive Application: This discount covers all aspects of our pricing, including: <ul style="list-style-type: none"> - Base user fees across all tiers - All available modules - Additional features such as the connected agencies capability <p>3. Integration Costs: While integrations are priced separately, the 10% discount also applies to these costs.</p> <p>4. Simplicity: The straightforward nature of this discount ensures transparency and ease of budgeting for Sourcewell participating entities.</p> <p>This 10% discount represents a substantial saving opportunity for Sourcewell participants, reinforcing Navjoy Inc. commitment to providing value and supporting public safety and transportation agencies of all sizes.</p>	*
66	Describe any quantity or volume discounts or rebate programs that you offer.	Currently, Navjoy Inc. does not offer any other quantity or volume discounts other than pricing discount of 10 percent across all tiers, chosen modules, and specific agency requirements.	*
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.	Currently, Navjoy Inc. does not offer a method for facilitating "sourced" products or related services, which are often referred to as "open market" items or "noncontracted items".	*
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.	<p>Navjoy Inc. pricing model aims to be comprehensive and transparent. Here are the elements of the total cost of acquisition that are included in our standard pricing:</p> <ul style="list-style-type: none"> - Pre-Delivery Inspection (PDI): Navjoy Inc. does not charge for initial system setup and configuration. - Installation: Our NueGOV Software cloud-based solution does not require physical installation. - Set up: Initial setup is included in our standard pricing. - Training: Remote standard and advanced training is included. - Initial Inspection: Not applicable to our NueGOV Software solution. - Integrations: As mentioned earlier, integrations with third-party systems are priced separately based on complexity and requirements - Connected Agencies Capability: This feature incurs an additional fee beyond the standard pricing. - Consulting Services: This feature allows for providing specialized services such as in-person training, business requirements development, etc., for an additional fee billed by hour. <p>These additional costs, when applicable, are imposed by Navjoy Inc. directly. We do not have third-party vendors or dealers involved in our pricing structure.</p> <p>It is important to note that our standard pricing includes most essential elements, such as core functionality, data analytics, mobile accessibility, cloud-based storage, security, and support and maintenance.</p>	*

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.	<p>As NueGOV Software is a Software as a Service (SaaS) platform, traditional freight, delivery, or shipping costs do not apply to our product. Our NueGOV Software is delivered via cloud-based access, eliminating the need for physical shipping or delivery.</p> <p>Key points regarding our delivery method:</p> <ul style="list-style-type: none"> - Cloud-based access: Users can access the NueGOV Software platform online, requiring no physical installation or shipping. - Immediate availability: Once an account is set up, Sourcewell participating entities can instantly access the NueGOV Software through their web browsers. - No additional costs: There are no extra charges for delivery or access to the platform beyond the standard subscription fees. - Updates and maintenance: All NueGOV Software updates and maintenance are performed remotely and included in the subscription, with no additional shipping or delivery costs. <p>In summary, Sourcewell participating entities will not incur any freight, delivery, or shipping costs when using NueGOV Software's SaaS platform. The NueGOV Software is delivered electronically, and all necessary updates and maintenance are included in the standard pricing.</p>	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	None. Please see our response to question number 69 above.	*
71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>As a SaaS (Software as a Service) platform, NueGOV Software offers unique distribution and delivery methods that differ from traditional software:</p> <p>Cloud-Based Access Our NueGOV Software is delivered via cloud-based access, eliminating the need for physical installation or shipping. This allows for:</p> <ul style="list-style-type: none"> - Immediate availability: Once an account is set up, users can instantly access the platform through their web browsers. - No additional delivery costs: There are no extra charges for delivery or access beyond the standard subscription fees. <p>Modular Approach Clients can choose specific modules that fit their current needs and expand later. This allows for a customized and scalable solution tailored to each agency's requirements.</p> <p>Seamless Updates and Maintenance All NueGOV Software updates and maintenance are included in the subscription, ensuring clients always have access to the latest features and security enhancements.</p> <p>By leveraging these distribution and delivery methods, NueGOV Software provides Sourcewell participating entities with a flexible, efficient, and cost-effective solution for their public safety and transportation management needs.</p>	*

72	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>Navjoy Inc. plans to implement a comprehensive self-audit process to verify compliance with our proposed agreement with Sourcewell, including ensuring proper pricing for participating entities:</p> <p>Quarterly Internal Audits</p> <ul style="list-style-type: none"> - Contract Review: Examine all Sourcewell-related contracts to ensure alignment with agreed terms. - Pricing Verification: <ul style="list-style-type: none"> - Cross-check pricing applied to Sourcewell participating entities against our contract terms. - Verify the consistent application of the 10% discount across all tiers and modules. - Order Fulfillment Audit: Review a sample of orders to confirm correct pricing and discounts were applied. <p>Automated Compliance Checks</p> <ul style="list-style-type: none"> - Implement automated systems to flag any deviations from contracted pricing or discounts. - Regular reports generated to highlight potential discrepancies for immediate review. <p>Annual Comprehensive Review</p> <ul style="list-style-type: none"> - Conduct a thorough annual review of all Sourcewell-related transactions. - Analyze trends and patterns to identify any systemic issues. <p>Reporting and Transparency</p> <ul style="list-style-type: none"> - Generate detailed reports on contract compliance and pricing accuracy. - Share summary findings with Sourcewell to maintain transparency. <p>Corrective Action Protocol</p> <ul style="list-style-type: none"> - Establish a process for quickly addressing and rectifying any identified pricing errors or compliance issues. - Implement preventive measures to avoid future occurrences. <p>Staff Training</p> <ul style="list-style-type: none"> - Regular training sessions for sales and accounting teams on Sourcewell contract terms and pricing structures. - Emphasis on the importance of maintaining pricing integrity for Sourcewell participating entities. <p>This self-audit process will help ensure that Navjoy Inc. maintains full compliance with our Sourcewell agreement and that all participating entities receive the correct pricing as stipulated in our contract.</p>	*
73	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>If awarded an agreement, Navjoy Inc. will track several internal metrics to measure the success of our partnership with Sourcewell. Here are some key examples:</p> <ul style="list-style-type: none"> - Activation Rate: We will monitor the percentage of Sourcewell participating entities that successfully onboard and begin using our NueGOV Software SaaS platform. This metric will help us identify any challenges in the initial adoption process. - Annual Recurring Revenue (ARR) from Sourcewell Participants: Tracking the predictable annual revenue generated from Sourcewell customer subscriptions will allow us to assess the overall health and growth of our agreement. - Customer Retention Rate: We will measure the percentage of Sourcewell participating entities that continue to use our services over time. This metric is crucial for understanding the long-term success of the NueGOV Software. - Net Promoter Score (NPS) for Sourcewell Customers: By surveying Sourcewell participants, we will gauge their likelihood to recommend NueGOV Software to other agencies, providing insights into customer satisfaction and the potential for expanding our reach. - Time to Value (TTV): We will track how quickly Sourcewell participating entities realize the benefits of our NueGOV Software platform after signing up. This metric will help us optimize our onboarding process and ensure rapid value delivery. <p>By consistently monitoring these metrics, Navjoy Inc. will be able to evaluate the effectiveness of our NueGOV Software, including the agreement with Sourcewell and make data-driven decisions to improve our service delivery and customer success strategies.</p>	*

74	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Navjoy Inc. agrees to pay to Sourcewell for facilitating all NueGOV Software sales, and corresponding executed NueGov Software agreement, to Participating Entities in conjunction with the Master Agreement between Sourcewell and Navjoy Inc. an administrative fee in the amount of two (2) percent of the Discounted Annual Subscription Cost on all NueGov Software Modules as identified on the NueGOV Software Pricing Spreadsheet (includes Individual, Regional, and State Entities); except, that no administrative fee shall be payable on Additional Consulting Services as identified on the NueGov Software Pricing Spreadsheet (includes Individual, Regional, and State Entities).	*
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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.	N/A	*

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

Line Item	Question	Response *	
76	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>NueGOV has solutions for:</p> <ol style="list-style-type: none"> Public Safety agencies – This includes Police, Fire, Emergency Management and Health agencies. Transportation agencies – This includes Departments of Transportation, Regional Organizations such as Metropolitan Planning Organizations, etc., Cities and Counties <p>Public Safety solution has 4 core modules as listed below. Customers have the flexibility to choose specific modules and bundle to fit their current needs:</p> <ul style="list-style-type: none"> Asset Management – This includes any type of public safety and transportation asset, fleet, inventory and facilities. In addition, this includes agency periodic inspection process management, check-in/check-out of shared assets, and future technology enhancements. Asset Tracking – This includes location tracking for personnel, vehicles, controlled substances & equipment, and future technology enhancements. Staff Management - This includes user information including skills & training, certifications, shift management and scheduling, and future technology enhancements. Incident Command & Management – This includes real-time Incident tracking and reporting, detour route planning, weather, traffic, and construction information, unit assignments and staffing, incident billing, incident planning, After Action Reports (AARs) and training. Full Operations Suite – The includes all the core modules listed above. <p>Public safety agencies can expand to additional modules at a later time by paying the cost differential, thereby allowing for a customized and scalable solution.</p>	*
77	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<ol style="list-style-type: none"> Asset Management Module NueGOV Software's comprehensive approach to asset management helps agencies streamline operations, improve safety, and make data-driven decisions for more efficient resource allocation and budget planning. Key subcategories include: Public Safety Asset Management <ul style="list-style-type: none"> Tracks and manages equipment, vehicles, facilities, and inventories in a centralized location. Incorporates existing data, such as current spreadsheets, for rapid implementation. Provides lifecycle planning tools for budget forecasting and asset replacement. Maintenance Management <ul style="list-style-type: none"> Tracks and manages maintenance schedules for vehicles and equipment. Generates alerts for service needs, replacements, and expiring warranties. Reporting and Analytics <ul style="list-style-type: none"> Automatically generates reports based on various criteria such as usage data, lifecycle, and cost. Offers budget planning tools with cost comparisons for replacement options. Security and Accessibility <ul style="list-style-type: none"> Includes role-based access controls and audit trails. Cloud-based solution accessible from anywhere with internet access including app for field staff. Asset Tracking Module NueGOV Software's Asset Tracking & Location module leverages advanced technologies and systems to enhance operational efficiency and safety. Here are the key subcategories: 	

	<p>Personnel Tracking</p> <ul style="list-style-type: none"> - Real-Time Location Systems (RTLS): Agencies are increasingly adopting RTLS to monitor the precise location of officers and staff in real-time. - Wearable Devices: Connected wearables track first responder safety, providing enhanced protection for personnel. <p>Vehicle Tracking</p> <ul style="list-style-type: none"> - GPS Integration: Fleet vehicles are equipped with GPS trackers for real-time location monitoring and the data can be integrated to show real-time information. - Telematics Systems Integration: With integration to these systems, NueGOV Software can show vehicle location, fuel consumption, and maintenance needs. <p>Controlled Substances Tracking</p> <ul style="list-style-type: none"> - Bar code, QR codes & RFID Technology: Within NueGOV Software, these tags can be integrated and used to track controlled substances, ensuring accurate inventory and preventing theft. <p>By implementing these advanced asset tracking and location technologies, public safety and law enforcement agencies can significantly improve operational efficiency, enhance officer safety, and ensure better management of critical resources.</p> <p>3. Staff Management</p> <p>NueGOV Software's Staff Management module offers a comprehensive solution for public sector agencies to effectively manage their workforce. Here are the subcategories that are included:</p> <p>User Information Management</p> <ul style="list-style-type: none"> - Centralized User Data: Maintains records of each employee, including relevant personal information and title. - Skills and Training Tracking: Maintains up-to-date employee skills and training to enable better resource allocation. <p>Certifications and Compliance</p> <ul style="list-style-type: none"> - Certification Tracking: Monitors employee certifications, including expiration dates and renewal requirements. - Automated Notifications: Sends reminders for upcoming certification renewals to both employees and managers. - Compliance Reporting: Generates reports to ensure agency-wide compliance with required certifications and training <p>Shift Management and Scheduling</p> <ul style="list-style-type: none"> - Intuitive Scheduling Interface: Provides an easy-to-use platform for creating and managing employee schedules. - Real-Time Updates: Offers instant schedule updates and notifications to keep all staff informed of changes. <p>By leveraging these advanced staff management capabilities, public sector agencies using NueGOV Software can significantly improve operational efficiency, enhance employee satisfaction, and ensure optimal workforce utilization.</p> <p>4. Incident Command & Management Module</p> <p>NueGOV Software platform offers a comprehensive Incident Command and Management module built on Asset Management and Staff Management foundational modules. Key subcategories include:</p> <p>Real-time Incident Management</p> <ul style="list-style-type: none"> - Automated ticket creation, prioritization, and classification - Detailed activity logging - Incident-related billing - Structured After-Action Review capability <p>Integrated Information</p> <ul style="list-style-type: none"> - Real-time traffic updates via Google Traffic API - Work zone data linked to navigation services - Map-based management with various layer options <p>Resource Management</p> <ul style="list-style-type: none"> - Staff, equipment, and resource assignment - NIMS-based organizational charts - Real-time resource tracking - Customizable workflows <p>Training Support</p> <ul style="list-style-type: none"> - Tabletop exercises for various scenarios - Access to pre-plans, building layouts, and response protocols - Incident templates for standardized responses <p>Additional Capabilities</p> <ul style="list-style-type: none"> - Open API integration with CAD and RMS systems - Mobile accessibility for on-scene command and reporting <p>This module enhances incident command and management processes, leading to more efficient responses and improved outcomes for public safety agencies.</p>	
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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 checked="" type="radio"/> Yes <input type="radio"/> No	<p>NueGOV Software platform offers comprehensive Incident Command and Management module that is built on foundational building blocks of Asset Management and Staff Management modules to address various aspects of public safety and transportation agencies' response:</p> <p>Real-time Incident Tracking and Reporting This includes:</p> <ul style="list-style-type: none"> Automated creation of incident tickets with all reported and verified information Automated prioritization and classification of incidents Detailed activity logging for an incident including staff and assets Ability to generate incident related billing for staff and assets Ability to conduct a structured After-Action Review (AAR) with key details such as who attended, action items and assignment <p>Weather, Traffic, and Construction Considerations NueGOV Software platform integrates:</p> <ul style="list-style-type: none"> Real-time traffic updates and alerts for officer safety through Google Traffic API layer that provides color coded traffic conditions on routes Work zone data linked to navigation services like Waze. In addition, NueGOV Software has the ability to provide real-time work zone data with activity, work presence, etc. by working directly with DOTs, Cities and Counties Map-based management with various layer options with Google and ability to absorb shape files such as boundaries, districts, fixed assets, etc.

				<p>Unit Assignments and Staffing</p> <p>NueGOV Software platform facilitates:</p> <ul style="list-style-type: none"> • Assignment of staff, equipment & resources to specific incident(s) • NIMS-based organizational charts that expand as incidents progress • Real-time tracking of resource locations and status • Customizable business workflows and queues <p>Training Activities</p> <p>NueGOV Software platform support training through:</p> <ul style="list-style-type: none"> • Tabletop exercises for any type of training scenarios • Access to documents such as pre-plans, building layouts, and response protocols • Incident templates for standardized responses <p>Additional Features</p> <ul style="list-style-type: none"> • With NueGOV Software Open API integration allows for Integration with computer aided dispatch (CAD) and record management systems (RMS) for seamless data transfer • Mobile accessibility for on-scene command and reporting using the NueGOV Software app <p>By leveraging these software capabilities, public safety and transportation agencies can significantly enhance their incident command and management processes, leading to more efficient responses and improved outcomes.</p>	
79	Mapping	Vertical location, indoor, outdoor	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>NueGOV Software, as a versatile operations platform, can effectively integrate with vendors specializing in mapping technologies, including vertical location, indoor, and outdoor mapping solutions. This integration enhances NueGOV Software's capabilities for comprehensive situational awareness by incorporating work flows and asset tracking capabilities.</p> <p>Google Maps Integration</p> <p>NueGOV Software is built on Google Maps, providing a solid foundation for mapping capabilities:</p> <ul style="list-style-type: none"> • Real-time asset 	

				<p>tracking and visualization on maps</p> <ul style="list-style-type: none"> • Cloud-based accessibility for up-to-date information from any device • Potential for integrating advanced Google Maps features like indoor mapping <p>Vertical Location Integration</p> <p>While NueGOV Software does not inherently provide vertical location data, it can integrate with specialized solutions:</p> <ul style="list-style-type: none"> • Potential compatibility with systems that provide Vertical Location Services • Ability to incorporate floor-level location data for multi-story buildings • Enhanced emergency response capabilities in urban environments <p>Indoor Mapping Collaboration</p> <p>NueGOV Software can work with indoor mapping vendors to improve situational awareness:</p> <ul style="list-style-type: none"> • Integration possibilities with solutions like CENTEGIX Safety Blueprint™ • Incorporation of dynamic indoor maps for first responders • Potential for displaying critical indoor assets like automated external defibrillator (AED) and security cameras <p>Outdoor Mapping Enhancements</p> <p>NueGOV Software outdoor mapping capabilities can be further enhanced through vendor integrations:</p> <ul style="list-style-type: none"> • Compatibility with mobile mapping technologies for up-to-date geographic data • Integration with advanced GIS tools and ArcGIS Online applications • Potential for incorporating data from vehicles equipped with GNSS receivers and laser scanners <p>By leveraging these integrations, NueGOV Software can provide public safety agencies with a more comprehensive mapping solution, combining business work flows & asset management with advanced location intelligence for improved operational efficiency and emergency response.</p>	*
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80	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<div><div><input checked="" type="radio"/> Yes</div><div><input type="radio"/> No</div></div>	<p>NueGOV Software offers robust asset tracking and location capabilities, making it an excellent solution for managing personnel, vehicles, controlled substances, equipment, and other assets critical to public safety and transportation operations. CAD, AVL and cell phone vendors provide detailed location services for personnel and equipment. By integrating these vendor services, NueGOV Software platform will ingest these location services with business workflows that will streamline operations for agencies.</p> <p>Comprehensive Asset Management NueGOV Software provides a centralized system for tracking various types of assets:</p> <ul style="list-style-type: none">• Equipment and uniforms• Fleet vehicles• Weapons and controlled substances• Personnel information and certifications <p>This comprehensive approach allows agencies to maintain a single system of record for all their assets, improving efficiency and reducing the risk of lost or misplaced items.</p> <p>Real-Time Tracking and Monitoring NueGOV Software enables real-time tracking of asset locations and assignments:</p> <ul style="list-style-type: none">• Cloud-based accessibility allows for up-to-date information from any device• Real-time dashboards provide instant visibility into asset status and location• Email notifications alert staff to time-sensitive asset-related issues <p>Controlled Substance Management While NueGOV Software does not specialize in controlled substance tracking, it can integrate with specialized systems to provide a complete solution:</p> <ul style="list-style-type: none">• Track controlled medications from acquisition to administration• Log usage events, restocks, and inventory checks• Ensure compliance
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				<p>with Drug Enforcement Administration (DEA) regulations</p> <p>Equipment Lifecycle Management NueGOV Software excels in managing the full lifecycle of assets:</p> <ul style="list-style-type: none"> • Track warranties and maintenance schedules • Plan for asset replacement based on age or condition • Forecast budgets for future asset acquisitions <p>Personnel Tracking NueGOV Software goes beyond physical assets to manage human resources:</p> <ul style="list-style-type: none"> • Track training schedules and certification renewals • Manage personnel assignments and equipment allocations • Ensure compliance with regulatory requirements <p>Enhanced Reporting and Analytics NueGOV Software reporting capabilities support data-driven decision-making:</p> <ul style="list-style-type: none"> • Generate comprehensive reports on asset utilization and status • Analyze trends to optimize asset allocation and budgeting • Provide audit trails for accountability and compliance <p>By leveraging NueGOV Software's asset tracking and location features, public safety and transportation agencies can significantly improve their operational efficiency, reduce costs, and enhance their ability to manage and deploy resources effectively.</p>
81	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>NueGOV Software's operations suite can seamlessly integrate with vendors providing community notification systems, enhancing its capabilities through digitized business work flows for public safety and transportation agencies. This integration allows for more efficient and comprehensive emergency management and communication and provides a full integration and audit history of notifications.</p> <p>API Integration</p>

				<p>NueGOV Software's flexible API architecture enables integration with various community notification platforms:</p> <ul style="list-style-type: none"> • Mass notification systems for large-scale alerts • Targeted messaging services for specific geographic areas • Multi-channel communication tools (SMS, email, voice calls) <p>Enhanced Emergency Response</p> <p>By integrating with notification vendors, NueGOV Software can:</p> <ul style="list-style-type: none"> • Automatically trigger alerts based on asset deployment or incident data • Provide real-time updates on evacuation routes and shelter locations • Share critical information about available resources during emergencies <p>Data Synchronization</p> <p>The integration ensures:</p> <ul style="list-style-type: none"> • Up-to-date contact information for residents • Consistent messaging across all communication channels • Accurate tracking of notification delivery and response rates <p>Customized Notifications</p> <p>NueGOV Software's asset management data can inform targeted notifications:</p> <ul style="list-style-type: none"> • Equipment-specific alerts for specialized response teams • Resource availability updates for inter-agency coordination • Automated minor crime reporting linked to relevant assets or personnel <p>Compliance and Reporting</p> <p>Integration with notification systems supports:</p> <ul style="list-style-type: none"> • Audit trails for all communications sent during incidents • Compliance with public warning regulations • Comprehensive after-action reporting capabilities <p>By leveraging these integrations, NueGOV Software can significantly enhance its value to public safety and transportation agencies, providing a more robust and interconnected system for emergency management and community engagement.</p>	*
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82	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<div><div><input checked="" type="radio"/> Yes</div><div><input type="radio"/> No</div></div>	<p>NueGOV Software, as a public safety and transportation operations solution, can easily integrate with various providers of one-to-one and one-to-many collaboration and coordination tools to enhance its functionality and provide a more comprehensive solution for public safety and transportation agencies.</p> <p>API Integration NueGOV Software's flexible API makes it possible to connect with various software solutions. This capability allows for seamless integration with:</p> <ul style="list-style-type: none">• Push-to-Talk (PTT) applications enabling instant voice communication• SMS and messaging platforms for text-based coordination• Video conferencing tools for visual communication• Voice calling systems for traditional audio communication <p>Enhanced Communication Features By integrating with collaboration tools, NueGOV Software can offer:</p> <ul style="list-style-type: none">• Real-time updates on asset status and location• Instant notifications for equipment assignments or returns• Seamless sharing of critical asset information during incidents <p>Improved Situational Awareness Integration with communication platforms can allow NueGOV Software to:</p> <ul style="list-style-type: none">• Provide asset data directly within communication channels• Enable quick asset requests through integrated messaging• Facilitate better resource allocation during emergency responses <p>Data Synchronization NueGOV Software's integration capabilities ensure:</p> <ul style="list-style-type: none">• Consistent asset information across all communication platforms• Up-to-date training records accessible during collaborative sessions
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				<ul style="list-style-type: none"> Synchronized fleet and equipment data for effective coordination <p>By leveraging these integrations, NueGOV Software can significantly enhance its value to public safety and transportation agencies, providing a more robust and interconnected system for asset & staff management and team coordination.</p>	
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 checked="" type="radio"/> Yes <input type="radio"/> No	<p>NueGOV Software Operations Suite offers robust capabilities for data management and analysis, but it does not directly provide advanced features like video and image analysis, acoustic firearms discharge identification, or predictive crime analysis. NueGOV Software's flexible architecture allows for API integration with specialized data vendors to enhance its functionality in these areas. NueGOV Software can provide value add insights by integrating multiple data sources so public safety and transportation agencies can have critical insights.</p> <p>Data Management and Integration NueGOV Software excels in centralizing and managing various types of public safety and transportation data:</p> <ul style="list-style-type: none"> Asset information, including equipment, vehicles, and personnel Training records and certification tracking Incident reports and response data <p>This centralized data management creates a foundation for more advanced analytics when integrated with specialized tools.</p> <p>Incident Response and Analysis NueGOV Software does not offer predictive incident management directly, however, it can integrate with systems that do and adds value with:</p> <ul style="list-style-type: none"> Real-time asset tracking supports efficient incident response Historical data on asset deployment can inform future response strategies Integration potential with predictive analytics tools for proactive risk 	*

				<p>management</p> <p>Investigative Lead Development NueGOV Software's comprehensive data management can support investigative efforts:</p> <ul style="list-style-type: none">• Tracking of equipment and personnel assignments during incidents• Integration capabilities with records management systems for a holistic view of cases <p>Integration Potential NueGOV Software's API allows for integration with specialized analysis tools:</p> <ul style="list-style-type: none">• Potential for connecting with video and image analysis software• Possibility of integrating acoustic sensors for firearms discharge detection• Opportunity to incorporate predictive analysis tools for crime forecasting <p>NueGOV Software does not provide advanced analysis features like video pattern recognition or acoustic firearms detection, however, its robust data management and integration capabilities make it a valuable component in a comprehensive public safety and transportation technology ecosystem. Agencies can leverage NueGOV Software's strengths in asset and data management while integrating specialized tools for advanced analytics and predictive capabilities.</p>
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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 type="radio"/> Yes <input type="radio"/> No		*
93	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
94	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input type="radio"/> No		*
95	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
96	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
97	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
98	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input type="radio"/> Yes <input type="radio"/> No		*
99	Category 2 - Public Safety Response Agency Operations		<input type="radio"/> Yes <input type="radio"/> No		*
100	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input type="radio"/> No		*
101		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input type="radio"/> No		*
102		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input type="radio"/> Yes <input type="radio"/> No		*
103	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input type="radio"/> No		*
104		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input type="radio"/> No		*
105		Digital and physical evidence management	<input type="radio"/> Yes <input type="radio"/> No		*
106		E-citation systems	<input type="radio"/> Yes <input type="radio"/> No		*
107		Law enforcement case management	<input type="radio"/> Yes <input type="radio"/> No		*

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

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

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
 - [Pricing](#) - Pricing Sheets.pdf - Tuesday March 04, 2025 12:46:13
 - [Financial Strength and Stability](#) - Certificate of Good Standing.pdf - Tuesday March 04, 2025 12:46:49
 - [Marketing Plan/Samples](#) - NueGov Flyers.pdf - Tuesday March 04, 2025 14:07:27
 - [WMBE/MBE/SBE or Related Certificates](#) - Denver DBE & SBE.pdf - Tuesday March 04, 2025 15:44:51
 - [Standard Transaction Document Samples](#) - Order Form - SaaS Agreement - SLA.pdf - Tuesday March 04, 2025 15:39:25
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - Accessibility Statement - Balance Sheet - P&L.pdf - Tuesday March 04, 2025 15:43:53

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. - Kandace Greene, Business Manager, Navjoy Consulting Services, Inc.

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