



MASTER AGREEMENT #030425
CATEGORY: Public Safety Software
SUPPLIER: Executive Information Services, Inc. (EIS)

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 Executive Information Services, Inc. (EIS), 1396 N.E. 20th Avenue, Bldg. 100, Ocala, FL 34470 (Supplier).

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

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

Article 1:
General Terms

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

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

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

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on July 17, 2029, unless it is cancelled or extended as defined in this Agreement.
 - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in Solicitation #030425, Category 3. Comprehensive Solutions, to Participating Entities. In-scope solutions include:
 - a) Category 1. Public Safety Response – Agency Situational Awareness, including but not limited to:
 - i) Incident command and management (incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.);
 - ii) Mapping (vertical location, indoor, outdoor);
 - iii) Asset tracking and location (personnel, vehicles, controlled substances, equipment, etc.);
 - iv) Community notifications (evacuations, minor crime reporting, shelter in place, etc.);
 - v) One-to-one and one-to-many collaboration and coordination (SMS, push to talk, video, voice, etc.); and
 - vi) Public safety focused data and analysis applications, to include but not limited to video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration.
 - b) Category 2. Public Safety Response – Agency Operations, including but not limited to:
 - i) Pre-incident planning software, such as:
 - (1) Fire prevention related inspections and enforcement;
 - (2) Operational management (scheduling, training, compliance, etc.); and
 - (3) Data analytics to inform staffing, deployment, station location, budget, and other management decisions.
 - ii) Incident/post-incident software, such as:
 - (1) CAD, RMS for law enforcement, fire, and EMS;
 - (2) Electronic Patient Care Reporting (ePCR) and data transfer to hospitals;
 - (3) Digital and physical evidence management;
 - (4) E-citation systems; and
 - (5) Law enforcement case management
 - c) Category 3. Comprehensive Solutions

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

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

- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) Supplier Representations:

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
 - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
 - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
 - 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded

from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

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

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.
- ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).**

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The fee structure is as follows: a two percent (2%) administrative fee will be applied to the first \$500,000 in annual completed transactions, and a one percent (1%) administrative fee will be applied to any annual completed transactions exceeding \$500,000. 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

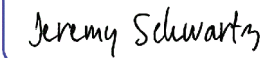
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

Signed by:

C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

Date: 7/21/2025 | 12:51 PM CDT

Executive Information Services, Inc. (EIS)

DocuSigned by:

2C2FE59C2DDF4B0...

By: _____
Adam Missler
Title: Vice President

Date: 7/21/2025 | 9:23 AM PDT

RFP 030425 - Public Safety Software

Vendor Details

Company Name: EIS, Inc.

Does your company conduct business under any other name? If yes, please state: Executive Information Services, Inc.

Address: 1396 NE 20th Ave.
Building 100
Ocala, Florida 34470

Contact: Adam Missler

Email: adam@goeis.net

Phone: 856-701-6107

Fax: -701-6107

HST#: 300041736

Submission Details

Created On: Tuesday February 11, 2025 14:10:51

Submitted On: Tuesday March 04, 2025 15:03:09

Submitted By: Jesse Lapin-Bertone

Email: jesse@goeis.net

Transaction #: ee8db419-480b-45df-a513-cce8d88b3613

Submitter's IP Address: 147.243.243.139

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.	Executive Information Services, Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	None	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	49V27	*
5	Provide your NAICS code applicable to Solutions proposed.	513210	
6	Proposer Physical Address:	EIS, Inc. 1396 N.E. 20th Avenue Bldg. 100 Ocala, FL 34470	*
7	Proposer website address (or addresses):	www.goeis.net	*
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):	Adam Missler, Vice President 1396 N.E. 20th Avenue, Bldg. 100 Ocala, FL 34470 adam@goeis.net (856) 701-6107	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Jesse Lapin-Bertone, National Account Manager 1396 N.E. 20th Avenue, Bldg. 100 Ocala, FL 34470 jesse@goeis.net (352) 888-0999	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Justin Davis, EVP 1396 N.E. 20th Avenue, Bldg. 100 Ocala, FL 34470 justin@goeis.net (352) 342-3038	*

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

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Executive Information Services, Inc. is a consulting and software development firm that specializes in the development and support of information systems for public safety agencies. We offer state-of-the-art information management applications, custom software development, systems integration and system consulting services. The company provides a complete suite of public safety products and services designed to satisfy a broad range of agency requirements. The company has been continuously operating in the public safety business since 1988.</p> <p>Quality of Design, Products, and Service has always been the hallmark of Executive Information Services and will continue to serve as the operational basis supporting the overall company philosophy. Since introducing its EIS Public Safety Software Suite for commercial sale, EIS has established an enviable record for effectiveness and customer satisfaction in the public safety software market. We have never been sued, forfeited, or walked away from a project once awarded and our projects come in on time, on budget and our customers are satisfied.</p> <p>With more than 35 years of experience in the industry, EIS is a recognized leader in public safety solutions. Our years of experience and expertise is poised and ready to support Coweta County to ensure a successful long-term partnership. We are an agile software company that thrives in public safety technology solutions, and specialized in developing and delivering fully functional, innovative software solutions to modern law enforcement and correctional management agencies. We do not shy away from developing interfaces with third-party systems utilized by our customers in order to improve efficiency in operations and maintain data integrity.</p> <p>The majority of employees within the organization have worked in or directly with law enforcement and correctional agencies over the lifespan of the organization, with the majority originating from Sheriff's agencies across the country. Our employees bring a vibrant diverse breadth of experience to our solutions and ideation. From this, we derive our firm conviction and complete dedication to our customers, developing leading and efficient public safety solutions. Through recent installation experiences with agencies of similar size and scope, EIS believes our will meet and exceed the customer's project requirements. Over the past 35 + years the company's focus is exclusively with Public Safety operations and a development approach driven by the specific needs of the law enforcement and correctional industry needs.</p> <p>EIS is currently operational in a broad range of agencies across the Country and provides direct support services to more than 300 public safety agencies using a variety of our EIS public safety software. These agencies range in size from small rural police and sheriff's departments to large metropolitan and multi-jurisdictional agencies. The EIS products have been installed and operational in agencies throughout the United States since 1989, and they conform to standard law enforcement practices and standards.</p> <p>Lastly, EIS is a "Service" company first and foremost. Our comprehensive project management and implementation process ensures a smooth go-live where all users are prepared to know how to perform tasks for their roles and how our solution works. We do not merely "install and walk away". After installation our support and maintenance includes upgrades and enhancements every 6 months at a minimum and 24 x 7 x 365 access to an EIS support technician. We always answer our support line with a live person from our team, 24 x 7.</p>	*
12	What are your company's expectations in the event of an award?	EIS intends to use an award of a Sourcewell contract to immediately provide our sales prospects an alternative procurement mechanism, and we will actively promote the use of the Sourcewell procurement mechanism as an alternative to traditional purchasing process. EIS anticipates expanding our market presence across the US and to also utilize the Sourcewell platform to pursue Canadian opportunities	*
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.	Executive Information Services is a wholly owned business unit in the Frontline Group of the N. Harris Computer Corporation, an operating segment of Constellation Software, Inc. We were acquired by N. Harris Computer Corporation in 2019, after being privately held by the principals of the company since its founding in 1989. For EIS's entire lifetime it has been profitable and never declared any form of bankruptcy. Constellation was founded in 1995 and is publicly traded on the Toronto Stock Exchange. We have attached the most recent audited financial statements for calendar years of 2022 and 2023, and an interim unaudited financial statement the first 3 quarters of 2024.	*
14	What is your US market share for the Solutions that you are proposing?	EIS Inc., is a leading public safety software provider in the United States, with current installations spanning North America. We have experienced significant growth across the country over the past 35 years and have significant presence in the western market with notable growth over the past 7 years in the Midwest and southern market. EIS has over 300 public safety agency customers in the United States.	*

15	What is your Canadian market share for the Solutions that you are proposing?	EIS does not currently have a presence in the Canadian market with our public safety solutions. We are interested in pursuing opportunities north of the US border and are currently evaluating entering the Canadian marketplace.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	EIS has never declared any form bankruptcy since it's founding, nor do we foresee any need to do so in the future. We understand and accept the requirement to provide notice to Sourcewell should we enter such as proceeding during the pendency of this RFP evaluation.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	We would best be considered a manufacturer or service provider. The EIS software offered is developed in-house and all professional services are provided by EIS personnel. Our sales personnel are employees of the organization and offer direct sales to customers across the country. Our Vice President of Sales oversees the sales team and supports the reseller network. All professional services, regarding if sold by EIS Sales or a reseller, are provided by EIS personnel.	*
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.	<p>The products, services and employees of EIS are required to comply with a variety of national law enforcement/public safety standards and certifications. The products and services presented as part of our Sourcewell proposal do comply with National and state level security standards, including:</p> <p>CJIS Certification Standards – All software, services and employees are required to maintain CJIS security standards at all times. Software is consistently evaluated for compliance with CJIS data security standards. All services are provided in accordance with CJIS data protections and protocols. All EIS team members with access to CJIS data are required to maintain current CJIS certificates and adhere to remote access and on-premises access protocol.</p> <p>The proposed application software supports the common data exchange formats and methods, including the LEITSC transaction model and the GJXML data standards.</p> <p>EIS maintains national and state level NCIC/NLETS certifications.</p>	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	EIS has never been disbarred or suspended from doing business in any jurisdiction since our founding. We understand and accept the requirement to notify Sourcewell should this occur during the pendency of the RFP evaluation.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Due to the nature and type of information systems we provide it is company policy to maintain confidentiality related to the customers, installation methods and inner workings of the projects and EIS in general. As such we are specifically prohibited from sharing any level of functional or operational details of any of our client installations with outside entities. This policy of confidentiality tends to make the company unable to pursue general market accolades.	*
21	What percentage of your sales are to the governmental sector in the past three years?	100% of EIS' sales in the past three years have been to governmental sector clients.	*
22	What percentage of your sales are to the education sector in the past three years?	Approx 4%. We do provided public safety system to university law enforcement entities.	*
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>EIS currently holds a cooperative purchasing agreement in the northwest (Oregon and Washington State) that have been used multiple times over the past few years to purchase EIS systems. 2024 sales volume for the NW COOP was over 900K.</p> <p>Over the past 3 years we have received an increasing number of requests to provide a direct purchasing option to our client agencies, with specific emphasis on national contract vehicles such as Sourcewell and Naspo, and regional purchasing vehicles such as TXDIR and CMAS.</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?	EIS does not directly hold either a GSA schedule or SOSA.	*
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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 *	
Charleston County Sheriff's Office (South Carolina)	Joshua E. Hazelton III, Information Services Technology Manager	(843) 554-2482	*
Lane County Sheriff's Office (Oregon)	Jonna Hill, Support Services	(541) 682-6689	*
Kitsap County Sheriff's Office (Washington)	Ken Dickinson, Lieutenant, Support Services	(330) 337-7101	*
Douglas County Sheriff's Office (Oregon)	Brad O'Dell, Undersheriff	(541) 440-4464	
Kent County Sheriff's Office (Michigan)	Emily Kalman, Lieutenant, Corrections	(616) 632-6402	

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.	The EIS direct sales and marketing team consists of 5 full-time employees who are located across the United States, along with multiple inside-sales representatives primarily focused on add-on sales. Additionally, EIS maintains a reseller network that actively promotes and sells an assortment of EIS products and services.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	In addition to our direct sales channel, EIS maintains a reseller network that actively promotes and sells an assortment of EIS products and services. Our reseller network supports a variety of different reseller profiles and includes larger multi-national companies such as Infor Corporation, domestic/national level system providers, and mid-level regional partners.	*
28	Service force.	EIS divides its service organization in 2 primary teams, providing technical support services and professional services, with different custom service focus. The Service teams consist of 12 full time team members.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	All orders processed in conjunction with this Sourcwell contract will be directly processed and managed by EIS. Any order processed utilizing a purchasing contract or cooperative purchasing agreement will be derived by the EIS VP of sales (in conjunction with the EIS contracts administrator) and approved by the EVP to ensure consistency and compliance with procurement requirements. Once the order has been received the contract administrator will coordinate with the EIS professional services team Sr. Project manager to manage delivery, payment processing and acceptance.	*

30	Describe your product implementation strategy. If utilizing installation partners, describe and define their role in the strategy.	<p>EIS is a full-service system provider and retains the required resources and personnel to fully deliver the EIS product suite. EIS does not utilize installation partners or 3rd parties as part of implementation activities. All aspects of system delivery are managed within the internal service teams, including project scoping, needs assessment, transition planning, software development, system configuration, project management, administrative and end-user training, technical services and transition support.</p> <p>EIS will assign a dedicated client service team led by a Project Manager, to provide all required services to ensure a successful installation. A general (typical) system Installation would be completed and in live operations within a 12 – 18-month period.</p> <p>EIS utilizes a five-phase Project Implementation Methodology (consisting of 9 specific processes) that coordinates all installation activities, documents progress, enumerates and tracks milestone tasks required to successfully move through each step of the project. The five phases of each implementation segment represent a sequential set of processes including Initiation, Planning, Construction, Transition and Closing. EIS's Project Implementation Methodology follows the Project Management Institute of America standards for Project Implementation, including Project management Institutes, Project Management Body of Knowledge (PMBOK). The following provides a general description of the specific Project Management activities associated with each implementation phase. As we move from stage to stage within each phase, working in partnership with our client agency, we sign off on all required tasks and agree to allocate resources to the next step. Each implementation plan is specifically constructed in coordination with the project scope and requirements of each client agency.</p> <p>Our team of experts is on-site as we go live with each application to ensure staff is comfortable and capable with the new system. Standard services included in every implementation include.</p> <ul style="list-style-type: none"> • Pre-installation consulting • Full system implementation • Data Conversion/Migration • Complete User training • Start Up Support • Post installation training / consulting <p>EIS's proven implementation process has been developed over many years and projects ensuring each customer a smooth software system transition. We understand how to manage the transition process with minimal disruption.</p>
31	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>EIS provides direct telephone, in-application and email support ("Technical Support") 24 hours per day, 7 days per week, and 365 days per year including holidays. When contacting EIS for support (7 X24) the agency will be directly connected to a level 1 EIS support technician who can provide immediate response to the reported issue. Level 2 and level 3 support elevation is available 24hrs a day if necessary. Support services include any research and resolution activity performed by EIS as required to assist the agency in resolving the reported issue. All support and development personnel are direct EIS staff employees.</p> <p>As long as the agency maintains an active support agreement, the agency is entitled to receive all system upgrades and updates as they become available. EIS will provide software updates as required for components purchased from EIS as covered under the support and maintenance contracts. Upgrades to third party operating systems software (Windows, Windows Server) and third-party database software (SQL Server) are not covered by EIS support and maintenance agreements. Upgrades to System O/S, database and networking software would need to be purchased by the agency if needed.</p> <p>EIS performs semi-annual formal releases and service packs as needed. Baseline releases are published in January and July of each calendar year, and made available to the users shortly after release. All releases are accompanied by a set of product specific release notes that provide a detail of the software change included in the release. Once the release has been completed, the EIS support team will review the modifications with the agency and coordinate the delivery of the updated software with agency management. The County may determine when and if the update will be deployed. The agency may opt to skip up to 2 updates at their option.</p> <p>Requesting Service A Service Request (SR) may be filed by Agency for any operational problem or Software error. An error is any reported malfunction or other defect in the EIS licensed Software that can be reproduced by EIS and that constitutes a non-conformity from the product documentation provided by EIS to Customer under the Sales, License and Services Agreement.</p> <p>Regardless of how submitted, all Service Requests are documented in an on-line</p>

database at the EIS customer support WEB site along with remedial actions and other pertinent data.

During normal business hours, the response time is immediate. Depending on the nature of the issue and the assigned priority, the call may be elevated as needed until final resolution. When a call is received after normal business hours, an on-call support person will return the call within fifteen minutes. It should be noted that priority calls and emergency calls take precedence over routine requests for information. For non-critical support issues received after normal support office hours, or on weekends and holidays response may be scheduled for normal support office hours.

SUBMISSION GUIDELINES

1. Critical issues should be reported by telephone to the EIS Call Center (208) 580-0400
2. Issues and service requests can be submitted by any of the following.
 - a. Contact the EIS Call Center by telephone at the above number.
 - b. Send an e-mail with pertinent details on the issue to support@goeis.net. This will create an automatic service request in our system and notify support technicians. You will be provided details by return e-mail and your issue will be reviewed within 24 hours.
 - c. Log onto our support WEB site and submit the issue.
3. In all cases, the following details should be provided.
 - a. Full contact information including your name, your agency, contact phone number and e-mail address.
 - b. The particular program or product that is causing the issue.
 - c. All details you have on the issue.
 - d. Date/time the issue occurred
 - e. Workstation/Server where the issue occurred
 - f. Symptoms of the problem. What error message displayed.
 - g. Did the problem occur once or often? Is the problem erratic or consistent? Can the problem be duplicated and if so, what are the steps to duplicate it.
 - h. Enclose a screen shot if possible.
4. An automated system response is sent to the originator and designated Agency contacts when the service request is created in the system and whenever key details on the service request change in the system.
5. An agency can check their service request status at any time at the EIS Service Request portal above.

SERVICE LEVEL RESPONSE

Each Service Request is assigned a priority based on its severity and disruption to the Agency. EIS has set the following priorities guidelines.

Priority 1 – Critical - A major system or sub-system has failed and become inoperable. For example, a CAD has failed. Agency cannot perform a critical job function. Agency has initiated support request via direct telephone to EIS support desk. Service is continuous. If the issue cannot be resolved by the answering technician, then escalation is immediate. Response time will vary from immediate to within several hours, but will not be longer than 4 hours

Priority 2 – High - A major component or sub-system has failed. For example, a state interface has failed and is seriously degrading the CAD system. Agency job function is degraded or limited. Agency has initiated support request via direct telephone to EIS support desk. Service is determined by the nature of the problem and consultation with the Agency. The problem is given priority support and may be escalated as necessary.

Priority 3 – Medium - A processing error has occurred or there is an error in processing. For example, a data field is not saving in a report, a report has incorrect totals, etc. Agency experiences intermittent problem or minor degradation. Service is routine. Escalation depends on circumstances. Program errors may be fixed by service packs, delayed to regular releases, or workarounds applied as necessary.

Priority 4 – Low - Low priority. Error in provided component causing operational function/feature to occasionally fail or cause minor inconvenience. Service is generally handled in the course of regular system updates. Will be addressed as soon as feasible for EIS

Priority 5 – Enhancement - Modification to the behavior of an existing feature, or the addition of a new feature/function or report at the request of the agency. Enhancement request is reviewed and slated for development as determined by the EIS software review team. Enhancements are provided in the course of regular system updates. No commitment of delivery by EIS unless contractually stated.

SERVICE REQUEST ASSIGNMENT

Each service request submitted is assigned to an EIS support technician that has

		<p>responsibility for resolving the issue, keeping the Agency notified of progress on the issue, and ultimately resolving and closing the issue. The assigned person is provided in an automatic response to the requestor and is available on the support WEB portal. You may contact the assigned person at any time for an update on the status of the Service Request, to update priority, or to discuss additional details on the issue.</p> <p>SERVICE REQUEST STATUS Each Service Request is assigned a status. Status codes are: OPEN The SR is actively being worked on by EIS COMPLETE EIS has completed all work on the SR and is waiting authorization to close it. CLOSED The SR is no longer active in the system. Closed SR's are no longer tracked by EIS.</p> <p>ESCALATION EIS has designated a group of senior technical and programming resources that are available for critical service requests that cannot be handled in the course of normal business. This team is notified immediately on all priority 1 service requests and notified when appropriate on other critical issues. EIS management reviews all escalated and priority 1 critical service requests on a weekly basis.</p> <p>CLOSING SERVICE REQUEST Service requests are closed based on consultation with Agency. A completed service request has its status changed to COMPLETE by EIS pending consultation and review for closure. An EIS representative will review the case with the originator or with a designated Agency contact before closing the support request. This may be by e-mail or phone as is most convenient. If a timely contact cannot be established for review, EIS will close the request. An automatic system response is sent to the originator and all designated Agency contacts when a service request is closed.</p>	
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Over the past 37 years, the domestic United States is our primary marketplace, and EIS, Inc. is certainly willing to provide our products and services to the Canadian market.	*
33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	EIS, Inc. is willing and eager to provide our products and services to the Canadian market. Our parent corporation (CSI and Harris Computer) is a Canadian based organization, based out of Ottawa. We are actively evaluating pursuing Canadian opportunities.	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	None. EIS intends to actively market and promote our products and services across the entirety of the north American marketplace (United States and Canda) and to serve all geographic areas/territories through the proposed contract.	*
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.	None. There are no currently identified entities that would be restricted from accessing EIS products and services under the awarded Sourcewell contract.	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	None. Noncontiguous states and territories would be able to participate under the same terms as continental US agencies.	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. Our products and services would be available to any entity that would derive value from our product offering.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
38	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>EIS maintains a full-time marketing team and would directly market the EIS Public Safety products and service directly to Sourcewell members across the United States as well as to the state level agencies. Current Sourcewell subscribers would be able to access the EIS offerings through their existing Sourcewell relationship. Furthermore, EIS would directly refer/encourage any agency which is not a current Sourcewell Subscriber to evaluate the joining the cooperative to streamline their procurement processes.</p> <p>We will utilize our sales, reseller and marketing resources promote Sourcewell as a procurement tool for potential sales prospects (who are not currently members of Sourcewell) by introducing them to the benefits of membership and streamlined procurement processes. We will promote through a combination of sales and marketing activities, including direct conversations, seminars/presentations, direct mail, email blasts, print publications and national & regional tradeshows.</p>
39	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	EIS utilizes a combination of direct contact marketing (telephone contacts, directed email blasts, etc. and social media presence across the major social media platforms to enhance our marketing effectiveness. We track all activity (email responses, visitor clicks, direct contact responses, etc.) and utilize the collected data to further refine our marketing messaging within each region.
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?	By providing a nationally recognized procurement platform, the Sourcewell contract provides a clean and simple purchase mechanism that will both streamline agency procurement processes and serve to reduce agency costs and delays related to acquiring the EIS solutions. Should EIS be awarded a Sourcewell contract, our intent is to utilize Sourcewell as a primary method of procurement for agencies interested in purchasing the EIS Public Safety solution(s).
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.	None. Currently the EIS products and services are not available through an e-procurement product.

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>EIS offers all client agencies a wide range of administrative and end-user training options, along with specialized system management/maintenance training and report development training. EIS focuses on customized training curriculum, performed on-site with agency designated participants to ensure agency staff has all the tools and experience needed to be successful with the new EIS solution. EIS works with each agency to develop a comprehensive training plan and policy driven curriculum for each delivery system. Each training plan is tailored to meet the needs of users and administrators.</p> <p>As part of the system configuration phase, each end-user and systems administrator is provided a comprehensive, hands-on training session covering the appropriate use of each software application associated with their direct responsibilities. EIS trainers work with each agency level team member throughout the training process to refine, enhance or modify the training curriculum as needed. End user training includes hands-on, functional user training on each application or system function appropriate to the users' job responsibilities. Training costs are included in system Pricing based on an hourly rate.</p>
43	Describe any technological advances that your proposed solutions offer.	The EIS solution incorporates a wide variety of capabilities, spanning multiple technical disciplines & technologies, to deliver an enterprise level, configurable, feature- rich, integrated system specifically developed to meet the needs of first responders and public safety agencies. The system is based upon advanced, yet proven technology derived from current industry standards and best practices. Advanced technologies, such as biometrics, facial recognition, smart-objects, OCR and more are integrated directly into the core applications. The solution set as a whole provides a single point of data entry using a unified, central database shared among all applications to share data across all related applications and to eliminate redundant data entry.

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>The system is provided with the application-level security management tool, that provides the construction of user roles and permission sets. In addition to role/group-based permission assignment, individualized security profiles can be built for specified users.</p> <p>Within the system a set of standard system auditing reports have been created to retrieve activity data from the system logs. Additionally, these reports can be modified or rebuilt to address agency specific audit procedures.</p> <p>Within the software applications, EIS has incorporated the standard set of controls required to comply with the Federal CJIS requirements. Since all US States follow the policies outlined by the United States Department of Justice, Federal Bureau of Investigation (FBI) Criminal Justice Information Security (CJIS) Policy, the proposed JMS would be compliant with State level CJIS requirements. Technical infrastructure controls include a broad range of CJIS capabilities, including:</p> <ul style="list-style-type: none"> a. Integrated Advanced Authentication, with support for multi-factor authentication (MFA) – MFA is provided via token – optional and not generally used in the jail environment. b. User configurable application access notice window presented at logon for the primary applications. c. Integrated Printing controls provided to enforce agency printing and dissemination policy. System includes a set of print permissions, on-line redaction, and dissemination control logging. d. Full system access audit logging, including logon and log off attempts and failures. e. Logging of all changes to system data and inmate records. f. Data transmission utilizing FIPS-140-2 encryption based on the Microsoft certified Windows FIPS Libraries. g. Database level SQL Server data encryption utilizing SQL Server Transparent Data Encryption (TDE). h. Built in support for CJIS password requirements, including agency defined forced expiration, complexity requirements, historic use evaluation and encryption when stored in the database for user access accounts and passwords. i. Remote access – Either utilizing the agency's mandated remote access procedure/technology or via the EIS Bomgar appliance remote access security device.
45	<p>Describe your data backup and recovery solutions.</p>	<p>The EIS SQL Server database contains most of the agency's historic data. Reliable, effective backup and data archive capabilities are essential if the Agency wishes to preserve their data in the event of a system catastrophe. EIS recommends that all servers be equipped with tape drives, or other appropriate media, for backup and archival storage. Currently, for most agencies, a removable HD backup provides a cost effective, highly reliable mechanism with many implementing automatic cloud backups. Except for photographs and other attached objects, all data in the EIS system is contained in the Microsoft SQL Server databases. The Microsoft SQL Server database includes an assortment of internal backup utilities that have proven to be highly reliable and sufficient for most agencies. We do not generally recommend the use of third-party backup software unless there are special circumstances. The EIS system does not store data on individual workstations and does not require individual workstation backup.</p> <p>Disaster Recovery</p> <p>Cost effective High availability and disaster recovery models are achieved through clustering technology, which allows various levels of fault tolerance and high availability to be effectively implemented.</p> <p>Utilizing a virtualized model, EIS's configuration allows for resources to be governed by virtual cluster management technology. This model will allow the systems to achieve high availability requirements to be met without material performance degradation. We believe that the proposed system is robust and able to deliver uptime performance in excess of industry standards. The system can be configured to utilize either FCI clusters or AOAG groups for database servers.</p> <p>High availability and disaster recovery models are achieved through the cluster technology, which allows the built-in disaster recovery model as well as AlwaysOn technology to generate a multitude of configurations for different high availability options, which include Synchronous and Asynchronous replication, backups of replicated datasets, and up to four readable secondary replicas. AlwaysOn requires the use of SQL Enterprise Server and Windows Failover Clustering. Extended High Availability for application servers is performed with Hyper-V Replication, Hyper-V clustering or VmWare products. The deployment of SQL AlwaysOn significantly increases the infrastructure expense related to the server configuration and may be determined to not be sufficiently advantageous to the agency to warrant the additional costs.</p>

46	Demonstrate your connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems.	<p>The EIS systems currently supports a virtually unlimited number of interfaces to a wide variety of external systems. We have proposed a significant collection of data interfaces as part of this proposal and can add or modify the exchanges as the project develops in accordance with the needs of the agency. Each product line support different interface/integration with external systems. The summary listing below is a collection of standard integrations, however is not a complete listing of interfaces available.</p> <p>Typical JMS Integrations</p> <ul style="list-style-type: none"> • LIVESCAN & AFIS Identix, CrossMatch, MorphoTrak, Cogent. • VINE Integration • Commissary and Accounting Swanson, Keefe, Aramark, Canteen, Trinity and more... • SSA Interface • Photo Integration Cogent, DataWorks, Dynamic Imaging... • Regional Exchanges CopLink, LinX, NDEX, TDEX and more... • State Specific DOC Reporting • Inmate Telephone ICS, TelMate, Securus, GTL and more... • Prosecuting Attorney Case Management Systems Tyler, Karpel, Constellation Justice and more • Courts Systems • Inmate Tracking – Guardian RFID. <p>Typical CAD Integrations</p> <ul style="list-style-type: none"> • ESRI Mapping • Alarm Tracking & Billing Interfaces • NCIC/NLETS/ Integrated Entry • NCIC/NLETS/ Integrated Query • E911 • Active911 • RapidSOS • ProQA • Smart Horizons • Powerphone • Bodycameras (VieView, Acon, GETAC, etc.) • NFIRS Reporting • EMS/Patient reporting • PTT <p>Typical RMS Integrations</p> <ul style="list-style-type: none"> • Citizen Service Portal • Booking Import • Property and Evidence Management integration • Multi-Agency Data Sharing Adapter • NCIC/NLETS/ Integrated Entry • NCIC/NLETS/ Integrated Query • Pawn Import Interface • Livescan/AFIS Interface • E-Citation Interfaces (Crossroads, APS, Brazos and others) & SECTOR. 	
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>Paperwork reduction. We provide software solutions intended to fully manage the recording and documentation of public safety data (Dispatch, Records and JMS) in real time, electronic format. This architecture dramatically reduces the need for client agencies to utilize physical paper, print media and related print electronics.</p> <p>EIS has also shifted all document to electronic distribution to cut down on printed paper.</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.	None.	*
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>EIS specializes in providing a fully integrated, enterprise level Commercial Off the Shelf (COTS) solution that is easily deployable and usable by public safety agencies/first responders across the country. The product line is designed to be highly configurable to allow agencies to tailor the production environment to meet agency specific preferences and to meet agency specific business rules and directives.</p> <p>The proposed product line additionally supports a wide variety of interface and API options to support integration with external/3rd party systems used by the agency.</p>	*

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
50	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
52		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
56		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
59	Describe your payment terms and accepted payment methods.	<p>EIS' standard payment terms are as follows:</p> <p>40% of Software License and Services Billed at Time of Contract Signing, Payable Net-30</p> <p>30% of Software License and Services Billed at Time of Installation of Software, Payable Net-30</p> <p>20% of Software License and Services Billed at Time of Completion of Training, Payable Net-30</p> <p>10% of Software License and Services Billed at Go-Live, Payable Net-30</p> <p>100% of First-Year Support and Maintenance Billed at Go-Live, Payable Net-30</p> <p>EIS accepts agency check, ACH or EFT and credit card payments.</p>	*

60	Describe any leasing or financing options available for use by educational or governmental entities.	EIS does not offer any internal leasing or financing programs at this time, however we will gladly work with any such service that a custom may engage to provide such and are constantly adding new programs for customers internally and have not ruled out offer such in the future.	*
61	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>We have uploaded 3 Standard Agreements that are typically used for new installations. They are as follows:</p> <p>EIS SSLA (Sales, Service and Licensing) Standard Agreement</p> <p>EIS Support Services Standard Agreement</p> <p>EIS Managed Hosting Services Standard Agreement (only used when a client elects for managed cloud hosting)</p>	*
62	Explain your licensing process and the service agreements required of end users.	<p>EIS utilizes a straightforward software licensing model. Core systems (CAD, RMS, Civil, JMS) and administrative products are provided as an agency level license. These licenses are perpetual in duration and based on the agency size and usage patterns at the time of purchase.</p> <p>Mobile products are licensed on a per user basis or based per device.</p> <p>Some EIS products are licensed as an annual subscription, including (CSP) Citizen Service Portal, Hosted Lineup, Racial profiling and STOP applications.</p> <p>EIS typically encourages the agency to maintain an annual support services agreement in order to ensure the deployed versions are current and up to date. Maintaining an active service agreement allows the agency to access software patches, upgrades and support services for all licensed products.</p>	*
63	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Yes. EIS charges a 3% surcharge for payment via credit cards.	*
64	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>EIS typically offers our software as a lifetime perpetual license to an agency. This allows them the flexibility to run the software of agency-provided servers, or in a cloud hosted environment and move between those two during their duration of use of our software. Professional services, such as project management, configuration, customization and training, are typically priced on an hourly basis, with a fixed amount determined prior to contract signing. Some items are subscription based and will be billed on an annual basis at the same time as the support and maintenance payment. EIS only offers one tier of support and maintenance services, which includes 24 x 7 x 365 access to an EIS Support Technician. We do not sub-contract support or employ an answering service.</p> <p>Software license cost is listed for different Tiers of agencies. Factors for agency tier determination include population served and number of users, with units under dispatch control and jail beds considered for CAD & JMS products respectively. Upon request for a quote the EIS Sales Representative will determine which tier an agency can purchase under based on consideration of the factors listed above.</p> <p>EIS Software & Services pricing listing MSRP Pricing & Sourcewell Discount, and SKU numbers have been uploaded.</p>	*
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>All software licenses or subscriptions are offered at a discount of 12% from MSRP.</p> <p>All professional services, including optional managed cloud hosting, are offered at a discount of 5% from MSRP.</p> <p>There is no discount for fixed/flat rate travel expenses, which will be quoted on a per-project basis subject the individual needs of each project.</p>	*
66	Describe any quantity or volume discounts or rebate programs that you offer.	None offered at this time beyond the Sourcewell cooperative purchasing program discounts proposed.	*

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.	The only sourced items we would supply to a customer would be solution related workstation hardware and peripherals. This could include, but not be limited to, handheld mobile devices, fingerprint readers, IP-controlled cameras, label/wristband printers, dashboard displays, and RFID encoding devices. This items would be individually quoted for each customer based on their specific needs.	*
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.	The only elements we can foresee that are not listed in the uploaded price list are: 1) Any local/state/province taxes required to be collected by the vendor. 2) Any hardware an agency requests we procure as part of the purchase contract 3) Any shipping/freight costs for any hardware requested to be the agency All other services (necessary or optional) including but not limited to, project management, installation, configuration, customization, training and go-live support have been included in the uploaded price list.	*
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.	While EIS is not proposed any hardware offerings under this Sourcewell agreement, we can do so if a customer elects such. In that case shipping is charged at a pass-thru rate at cost to the customer with no markup.	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	No change to the response on hardware shipping as described above. Related travel expenses will be quoted as a fixed-price and vary by the location of the customer and individual amount of training and on-site time necessary for the scope of the project.	*
71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	EIS can install our software on customer hardware on-site or via mutually approved remote access means. (such as Bomgar/BeyondTrust). We also offer customer's the option for a managed cloud hosting environment, reducing customer hardware and personnel costs in maintaining servers. EIS can deliver some configuration workshops via remote/virtual meetings as opposed to in-person, allowing for a reduced travel cost to the customer. We still strive in providing direct in-person customized training to all new users.	*
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.	All cost proposals written by an EIS Sales Representative are reviewed by a Vice President and Executive Vice President. Both individuals will verify any cost proposal offered under the Sourcewell cooperative purchasing terms match the current pricing that is part of the agreement. After contract signing, the accounts receivable personnel in our finance department will also review the contract pricing to ensure compliance with awarded contract terms.	*
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.	EIS conducts quarterly Business Unit Reviews within the executive leadership team that focus on company growth and customer success. During these reviews all proposals and sales utilizing the Sourcewell cooperative agreement will be reviewed.	*
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.	EIS proposes an administration fee of 2% for the first \$500,000 of any purchase, and 1% for any amount beyond \$500,000 per purchase.	*

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.	Please see attached price list with proposed discounts reflected.	*

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>EIS is offering three base enterprise commercial off-the-shelf products which include a wealth of configurable base functionality.</p> <ul style="list-style-type: none"> -Computer Aided Dispatch (CAD) -Law Enforcement Records Management System (RMS) -Jail Management System (Stand-alone or with RMS) <p>Each solution integrates seamlessly with the other, allowing for reduction in data entry and efficiently in agency workflow. Both solutions offer an extensive variety of enhancement modules and options, as well as interfaces to third-party solutions within the public safety technology realm.</p> <p>Computer Aided Dispatch Base Package includes all of the following functionality:</p> <ul style="list-style-type: none"> • SYSTEM SECURITY • PRE-PLANS/FLOOR PLANS • COMPREHENSIVE INQUIRY, SEARCH & RETRIEVAL • PICTURES ATTACHABLE • TRANSACTION LOGGING & TIMESTAMPS • AUTOMATED UNIT SELECTION • MULTIPLE MONITORS • SELF-DISPATCHING • LOCATION VALIDATION • MCT SCREEN LOCKING OPTIONS • ESRI MAPPING • SECONDARY ACTIVITY TRACKING • TOW LOG & WRECKER ROTATION • WATCH ORDERS • MESSAGING/NOTIFICATIONS • PROXIMITY ALERTING • CAUTION NOTES <p>Law Enforcement RMS</p> <p>BASE LAW RMS MODULES</p> <ul style="list-style-type: none"> • FIELD CONTACT/INTERVIEW • CASE ASSIGNMENT/TRACKING • SYSTEM SECURITY • PERMITS • BOOKING • MASTER NAME INDEX • PROPERTY • CITATION • MASTER VEHICLE INDE • REGISTRANTS/PAROLEES • ARREST/PRE-BOOKING • MASTER PROPERTY INDEX • MAJOR CRIME OFFENDER REGISTRATION • WARRANTS • MASTER LOCATION INDEX • RESTRAINING ORDERS • INCIDENT APPROVAL • PERSONNEL • MULTI-MEDIA CATALOG • CALLS FOR SERVICE • INCIDENT • QUERY • CAPITAL EQUIPMENT INVENTORY • IBR/UCR COMPLIANT REPORTING • REPORTS <p>**Optional Enhancements/Modules/Interfaces for CAD**</p> <p>ESRI Runtime for Mapping: This is an ESRI Runtime license and CAD mapping for each primary CAD workstation</p> <p>Automatic Vehicle Location Support: This adds live AVL from MCT users' hardware visible for CAD mapping, as well as unit recommendation services.</p> <p>E911 ANI/ALI Data Import: This interface imports ANI/ALI E911 call data from the 911 phone solution, autopopulating fields upon dispatch command.</p> <p>State/NCIC Queries: This interface allows CAD workstations to query NCIC/State via the M2 Message Switch</p> <p>RapidSOS Interface: This interface queries the RapidSOS service for data upon population of a caller number, and then presents & stores that data in a separate tab for each call</p>

Fire Station Alarm Interface: This interface activates your Fire Station Alerting solutions based on call type and workflow. (ex: Zetron)

CAD API – Provides an API for a third-party solution to query data from the CAD solution.

APCO Intellicom Interface: This interface brings up the agencies licensed APCO Intellicom call scripts based on incident type and displays and stores the responses in a separate tab for the event.

ProQA Interface: This interface brings up the agencies licensed ProQA Paramount call scripts based on incident type and displays and stores the responses in a separate tab for the event.

Fire/EMS/Law RMS Export Interface: Provides an export of applicable incident data to a third-party RMS solution, such as Fire and EMS, or another Law RMS vendor.

Active911 Interface: This interface exports agency configured incidents' data to the Active911 service.

AVL Radio Integration Interface: Imports AVL data from a radio system, such as a Motorola P25 core, for display of units on the CAD maps.

MCT Computer Dispatch Terminal License: This is the license for each installation of Mobile CAD Terminal software on either a Windows or iOS device, with ESRI runtime mapping.

MCT RMS Query: Allows for query of a law RMS from within the MCT application.

MCT State/NCIC Query: This is the additional license and interface for each mobile device that requires NCIC/State query access.

FBR Incident / Arrest / Field Contact / Activity Reporting: Separate Field Based Reporting application for when RMS Workstation client cannot be installed on a mobile device.

FBR Traffic Accident / Citation Reporting: Allows for required data elements to be collected for traffic accident reporting and citation issuing meeting state and local requirements.

FBR Conservation Citation/Accident Reporting: Specialized for accident reporting in a conversation environment.

FBR Commercial Carrier Reporting: Specialized for commercial carrier enforcement data collection.

Hunting/Fishing Licensing System Query: Provides for query of hunting or fishing licenses from the applicable agency from within the MCT application or CAD workstation.

Scene PD Draw Client – Enhanced robust diagramming tool for accident and crime scenes.

Easy Street Draw Client – Enhanced robust crash sketch and diagramming tool.

****Optional Enhancements/Modules/Interfaces for Law Enforcement RMS****

RMS Property Manager: This module provides for a robust expanded separate client application in which property and evidence staff may manage the intake, storage, and release process.

PocketProperty: This allows for a mobile iOS or Android device to access property room data and perform property room functions, such as inventory, chain-of-custody, and location updates.

Wants & Warrants: This is a stand-alone wants and warrants module should the entire RMS Solution not be implemented.

CLERY Reporting Module: Module specific for collection and proper reporting of applicable crimes on higher education campuses as required by Federal CLERY act.

Civil Process Module: This module adds the capability to manage the civil process (service, auction, etc) within the RMS environment. A separate client application is provided for civil users in addition to the features accessible in the main RMS client application.

NCIC Basic Entry Package (Requires NCIC Services)

Boating/Natural Resources Citations & Boat Crash Reports: Specialized enhancement for the collection and reporting of boating and/or natural resources citations and boating accident reports.

Commercial Carrier Citations: Specialized enhancement for the collection and reporting of commercial carrier citations.

Scene PD Draw Client – Enhanced robust diagramming tool for accident and crime scenes.

Easy Street Draw Client – Enhanced robust crash sketch and diagramming tool.

E-Crash Transmittal: Interface that reports traffic accident data elements in a format required by a state-level or other agency.

E-Crash Import: Provides for import of traffic accident records into the RMS from a third-party electronic crash reporting solutions, such as Tracs, APS, Brazos, etc.

E-Citation Transmittal: Interface that reports traffic citation data elements in a format required by a state-level or other agency.

E-Citation Import: Provides for import of citation records into the RMS from a third-party electronic crash reporting solutions, such as Tracs, APS, Brazos, etc.

Permitium Interface to Permits & Registration Module

Commercial Citation Payment Tracking

US Coast Guard - BARD Interface

CAD Data Import Interface Level 1-3

Property Data Export

Crime Report Import Levels 1-2

Leads Online Import

SCIEX Export

LinX Export: This interface provides an export of case/incident data to the regional LinX exchange as configured by the agency.

Warrant Import Interface: This interface provides an import of warrant data elements from a court or prosecutor's third-party application, eliminated time and improving efficiency of warrant processing within the RMS.

Asset Management Module: Part of the base RMS, however can be installed as a Stand-Alone application without EIS RMS. Tracks the details, assignment, location, repairs on fixed assets, such as vehicles, guns, computers, radio, tasers, speed measuring devices, etc.

Jail Management System (JMS) Application (can be used with EIS RMS or Stand-Alone)

BASE JMS FEATURES/MODULES

- SYSTEM SECURITY
- DISCIPLINARY REPORTING
- COMPREHENSIVE INQUIRY, SEARCH & RETRIEVAL
- SENTENCE CALCULATION
- ARREST, OFFENSE AND SENTENCE TRACKING
- HOUSING MANAGEMENT & LOGS
- BOND MANAGEMENT
- INMATE LOGS
- PROPERTY MANAGEMENT AND RELEASE
- INMATE MOVEMENTS
- MUG SHOTS AND PHOTO LINEUPS
- ALERTS AND CAUTIONS
- INMATE CLASSIFICATION AND ASSESSMENTS
- KEEPAWAYS
- PREA ASSESSMENTS
- VISITATION & VISITOR REGISTRATION/TRACKING
- HOLD MANAGEMENT
- TRANSPORTATION AND SCHEDULING
- BOOKING COMPLETION CHECKS

- MEALS AND DIETARY RESTRICTIONS
- NOTIFICATIONS AND CONTACTS
- WORK RELEASE AND ALTERNATIVE SENTENCING
- TASK TRACKING AND MANAGEMENT
- PROFESSIONAL VISITORS
- MEDICAL AND MENTAL HEALTH QUESTIONNAIRE
- REPORTING AND STATISTICS
- JAIL INCIDENT REPORTING

JMS NCIC Query Adapter: This interface allows for query of NCIC via the M2 Message Switch from data contained within JMS (Persons Queries, Wants/Protection Orders/Criminal History) or data separately entered.

PocketJMS: This module includes both a server and mobile application (iOS or Android) for use with the JMS. Features include inmate counts, rounds, movements and logging.

Jail Management Advanced Imaging: This module allows the JMS to control an IP based camera and properly format/frame mugshot photos in accordance with NIST standards.

ASP Dashboard HUB Server Software: This service provides for web-based dashboards as configured by the contract. The typical installation includes customized booking and release dashboards.

JMS Pre-Booking: This provider for a web-based portal in which outside arresting agencies can enter information about a booking they will be bringing into the jail, and allow for transfer of that data into the JMS.

JMS Public Web Viewer: This provides for a public facing website in which inmates information can be displayed in accordance with agency desire/configuration.

JMS Private Web Viewer

Text to Data Engine: The engine will enable the system to parse out data received from the queries listed above and insert (upon user request & with appropriate data map template) the response data (such as VIN, SID, FBI, DL, etc) into the appropriate module of a report or booking.

DL License Data Map Template (per State): This provides for mapping of NCIC DL data from a DL response for a specific state or from reading the barcode on the back of a DL. As each state provides responses formatted differently, a template is needed for each state the agency desires to feed into the text to data engine and use to populate fields in reports/bookings.

NCIC Data Map Template: This provides for mapping of NCIC data from a Vehicle Registration response for a specific state. As each state provides response formatted differently, a template is needed for each state the agency desires to feed into the text to data engine and use to populate fields in reports/bookings.

Notification Services Engine (SMS & SMTP): Notification Services provides for the publication of automated email and text messages based on activity occurring within the supported systems. Notification Services are intended to support notifications outside of the internal system workflow engines and is specifically intended to provide an automated messaging capability to users not commonly accessing the system. Notification Services is comprised of the base engine, which resides on the system server and responds to triggering events defined within the supported systems, and a set of message templates that define the trigger event for each configured message type. Each message template is constructed to; identify a system activation trigger, support a standardized message (including both standardized text and system data), support a distribution method (email or SMS), and a message distribution list. The base engine must be purchased along with a set of message templates.

Notification Services Message Template (Single): This is a supplement to the Notification Services Engine. This allows an agency to utilize additional templates for scheduled and on-demand notifications (E-Mail & SMS) beyond the two templates included with installation.

Biometric Verification Module (Booking and Release)

Fingerprint Authentication Service: The JMS Fingerprint Verification engine provides a biometric enrollment and matching capability designed to quickly identify subjects based on the inmate's fingerprint characteristics. The fingerprint verification technology is deployed as an integrated part of the JMS and accessible from the operational screens in the JMS. This simplifies the officers' interaction with the fingerprint devices and eliminates complex interfaces and provides an array of identity

features within the Jail environment.

- Provide subject identification during intake – This will allow officers to search previous booking records based on an associated fingerprint
- Provide rapid inmate validation – This would be used during release to ensure the inmate being processed is related to the inmate's data record in the JMS.
- Provide biometric technology consistent with current law enforcement standards for fingerprint processing and that is extensible for future applications.

Facial Recognition Authentication Client: The JMS Facial Verification engine provides a biometric enrollment and matching capability integrated into the existing mugshot imaging processes designed to quickly identify subjects based on the inmate's facial image characteristics. The Facial verification technology is deployed as an integrated part of the JMS and supports the FaceWEB application, which extends facial recognition capabilities to mobile patrol and investigative users via a easy to use Android and iOS app. One of the primary benefits of the Facial Verification engine is that the system can be immediately productive by using the historical library of inmate photos to pre-fill the system.

- Facial recognition can provide a rapid, non-intrusive identification capability that can quickly compare images based on specific biometric facial characteristics. Can be performed without any direct contact with the person.
- Enrollment is processed as a by-product of the normal jail imaging process, so no additional workload on jail staff.
- Existing mugshot images housed in the jail can be loaded into the system as part of system installation, providing an immediate (and large) data set of historic agency County inmates for use at system go-live.

Inmate Programs Module Core: This module adds program tracking functionality to the base JMS Workstation application.

ASP Programs Module Framework: This web-based application is designed and configured according to agency business process needs for non-JMS users (teachers, facilitators, volunteers, etc) to enter and track program and course data, such as rosters and attendance. The cost includes agency-specific configuration which will be determined during contract negotiations and included as contract deliverables.

Hosted Lineup – Subscription: This hosted web service allows for authorized users without JMS access to create photo line-ups in accordance with common legal standards from mugshots contained with the JMS based on criteria entered by the user.

Hosted Facial Recognition - FaceWeb App – Subscription: This extends the facial recognition capability that compares an image to existing mugshots to a web hosted application for use by Non-JMS users, such as road patrol personnel and investigators.

Work Release Module

LiveScan Interface Export: This interface provides for the export of demographic data necessary for a AFIS submission, saving the user the time to re-enter previously collected data.

LiveScan Interface Return Import

Commissary Interface: This interface provides for the export of inmate demographic data to your phone/commissary/accounting solution, saving the user time by not having to re-enter previously collected data into the commissary solution.

Electronic Medical Records Interface: This interface can provide for the export of inmate demographic data to a facility's electronic medical records solution, saving the user time by not having to re-entry previously collected data. There is also an option to import data on inmate medical or meal restrictions into the JMS.

Classification Interface: This interface provides for the export of inmate demographic data to a third-party classification solution, (such as Northpointe) saving the user time by not having to re-enter previously collected data into the commissary solution.

Victim Notification Interface (VINES): This interface exports inmate custody status data to the VINES solution for victim notification purposes.

Guardian RFID Interface – Unidirectional: This interface exports inmate data to the Guardian RFID system, saving the user time of having to re-enter inmate information.

Inmate Phone Interface: This interface provides for the export of inmate demographic data to your inmate phone solution, saving the staff time by not having to re-enter previously collected data.

Courts/Prosecutors Interface: This interface exports a configured dataset of charge and arrest information to a third-party courts or prosecutors solution.

Video Visitation Interface: This interface provides for the export of inmate demographic data to an inmate video visitation solution, saving the staff time by not having to re-enter previously collected data.

Body Scanner Export Interface: This interface provides for the export of inmate demographic data to your X-Ray/Body Scanner solution, saving the user time by not having to re-enter previously collected data.

RMS (Third-Party) Arrest Import: Provides for import of arrest data elements from a third-party RMS solution.

RMS (Third-Party) Name Query Interface: Provides for query of the master name index of a third-party RMS solution.

Agency Forms Enhancement: Allows for mapping of data elements already entered into various modules of the RMS or JMS application into agency provided PDF forms, and then allows for storage of fields on the agency provided forms into the database for later reporting and retrieval.

Pinellas Facial Recognition

Sheriff's App Interface

M2 Inquiry Adapter Level: Agency selected assortment of inquiry keys (Such as QW, QV, QR, QG etc) to the state NCIC switch from directly within the application using data already entered into the application.

M2 Entry Adapter Level: Agency selected assortment of entry keys (Such as QW, QV, QR, QG etc) to the state NCIC switch from directly within the application using data already entered into the application.

M2 Integration Adapter: This software is required for the CAD, RMS & JMS systems to share data bi-directionally between themselves and interfaces.

Administrative Module Base Package

State NLETS/NCIC Services & Parsing Driver License, Registrations

State NLETS/NCIC Communication (Sub Agency)

e-SHARE - Data sharing

Public Web Portal

Citizen's Service Portal Web Application - Incident Reporting by Public

Subpoena Tracking

Crystal Reports Designer

SSRS Reporting Engine

77	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>**Format** Category / Subcategory (Line item): EIS Product/Solution which applies</p> <p>Incident command and management / Incident Tracking Response & Reporting with weather/traffic/construction considerations (93): Computer Aided Dispatch (CAD) w/ ESRI Mapping and Mobile Terminals, Citizen's Online Service Portal (CSP)</p> <p>Incident command and management / Unit assignments and Staffing (93): Computer Aided Dispatch (CAD)</p> <p>Mapping / Outdoor (94): Computer Aided Dispatch w/ ESRI Mapping for workstations and mobile terminals</p> <p>Asset tracking and location / vehicles & equipment(95): Part of base Law Enforcement RMS and available as a stand-alone module</p> <p>Public safety focused data and analysis applications / predictive analysis and other data source integration (98): Data Analytic Tools (Within the Administrative Module)</p> <p>Pre-incident planning software (100): CAD has pre-incident planning data collection and display for locations and/or incident types</p> <p>Incident/post-incident software / CAD, RMS for law enforcement, fire, and EMS (103): CAD and Law Enforcement RMS, with options for Civil Process, Jail Management, Fixed</p> <p>Incident/post-incident software / Digital and Physical Evidence Management (105): Law Enforcement RMS Property Room Module & PocketProperty Handheld Application for physical evidence. Digital evidence storage is a part of base RMS.</p> <p>Incident/post-incident software / E-Citation Systems (106): CAD Mobile Data Terminal Software (optional module)</p> <p>Incident/post-incident software / Law enforcement case management (107): Part of base Law Enforcement RMS product.</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 type="radio"/> Yes <input type="radio"/> No		*
79	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input type="radio"/> No		*
80	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
81	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
82	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
83	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input type="radio"/> Yes <input type="radio"/> No		*

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

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

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

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

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

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

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

Line Item	Category or Type	Subcategory	Offered *	Comments	
92	Category 1 - Public Safety Response Agency Situational Awareness		<input checked="" type="radio"/> Yes <input type="radio"/> No	CAD w/ ESRI Mapping and Mobile Terminals, Citizen's Online Service Portal, Fixed Asset Management, and our Data Analytic Tools (Within the Administrative Module)	*
93	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	CAD, Citizen's Online Service Portal (CSP)	*
94	Mapping	Vertical location, indoor, outdoor	<input checked="" type="radio"/> Yes <input type="radio"/> No	CAD w/ ESRI Mapping for Workstations and Mobile Terminals	*
95	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Fixed Asset Management Application	*

96	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
97	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
98	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input checked="" type="radio"/> Yes <input type="radio"/> No	Data Analytic Tools (Within the Administrative Module)	*
99	Category 2 - Public Safety Response Agency Operations		<input checked="" type="radio"/> Yes <input type="radio"/> No	CAD & RMS solutions cover this category	*
100	Pre-incident planning software	Fire prevention related inspections and enforcement	<input checked="" type="radio"/> Yes <input type="radio"/> No	CAD - Has Pre-Incident Planning for locations and incident types	*
101		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
102		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
103	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input checked="" type="radio"/> Yes <input type="radio"/> No	CAD, Law Enforcement RMS, including options for Civil Processing, JMS, Warrants and more.	*
104		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
105		Digital and physical evidence management	<input checked="" type="radio"/> Yes <input type="radio"/> No	RMS Property Manager Application, PocketProperty Handheld Application (for Android & iOS) can track and manage physical evidence. Our RMS solutions allows for storage of digital evidence.	*
106		E-citation systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	CAD MCT Enhancement option	*
107		Law enforcement case management	<input checked="" type="radio"/> Yes <input type="radio"/> No	Part of base Law Enforcement RMS product.	*

Exceptions to Terms, Conditions, or Specifications Form

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - EIS Proposed Sourcewell Pricing.pdf - Tuesday March 04, 2025 15:00:24
- [Financial Strength and Stability](#) - EIS Financial Strength and Stability Documents.zip - Tuesday March 04, 2025 15:01:02
- Marketing Plan/Samples (optional)
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - EIS Standard Agreements.zip - Tuesday March 04, 2025 14:15:35
- Requested Exceptions (optional)
- Upload Additional Document (optional)

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. - Adam Missler, VP Sales, EIS, 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