MASTER AGREEMENT #041525
CATEGORY: Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services
SUPPLIER: Senzary LLC

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Senzary LLC, 2114 N. Flamingo Road, #626, Pembroke Pines, FL 33028 (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 22, 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 #041525) to Participating Entities. In-Scope solutions include:

   a) Outdoor sensors or advanced sensor-integrated luminaires intended for mounting on smart poles, capable of detecting, including but not limited to:
      i)   Air quality parameters;
      ii)   Lighting levels and energy usage;
      iii)   Noise levels, including gunshot and anomaly detection;
      iv)   Pedestrian and vehicle movement and presence; and,
      v)   Weather conditions.

   b) Physical assets, poles, and mounting structures to support connected smart infrastructure systems.

   c) Network components, gateways, controllers, communication modules, or specialized platforms necessary for connectivity, remote control, monitoring, data collection, and management of smart poles and sensors.

   d) Integration or turnkey services directly related to a) – c) above, including deployment, integration as a service (IaaS), configuration, training, support, centralized data collection, and integration with existing smart city systems. Optional components may include Vehicle-to-Everything (V2X) capabilities for real-time communication with vehicles to enhance traffic flow, safety, and support autonomous systems.

   Sourcewell is seeking market-ready solutions for outdoor applications. Proposers may offer software development **ONLY** as a supplemental service that supports and enhances the proven, market-ready solutions.

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

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

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

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

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

13) **Supplier Representations:**

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

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

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

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

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

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal

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

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

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

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of $100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in

the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

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

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

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

from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

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

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

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

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

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

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

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

xv)   **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and

Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

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

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

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

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

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

Article 2:
Sourcewell and Supplier Obligations

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

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

2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
   - Identify the applicable Sourcewell Agreement number;
   - Clearly specify the requested change;
   - Provide sufficient detail to justify the requested change;
   - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and

- Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person

authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

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

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

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

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

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

Article 3:
Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.
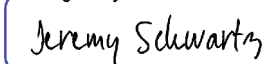
1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
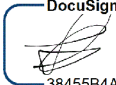
2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

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

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

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

6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.

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

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

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041525-SENZ

Sourcewell

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

Date: ___7/22/2025 | 2:04 PM CDT___

Senzary LLC

By: _____
Eric Schummer
Title: CEO

Date: ___7/22/2025 | 11:26 AM PDT___

v052824

14

RFP 041525 - Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services

Vendor Details

Company Name:	Senzary llc
Does your company conduct business under any other name? If yes, please state:	FL
Address:	24100 flami 1421 Flamingo rd Pembroke Pines , Florida 33028
Contact:	Eric Schummer
Email:	Eric@voxney.com
Phone:	754-308-1541
Fax:	754-308-1541
HST#:	85-3687895

Submission Details

Created On:	Thursday March 13, 2025 08:20:13
Submitted On:	Tuesday April 15, 2025 16:28:04
Submitted By:	Eric Schummer
Email:	Eric@voxney.com
Transaction #:	dde645c0-1fce-4c1b-a73f-13f5475e18a2
Submitter's IP Address:	147.243.243.107

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.	Senzary llc	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	none	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	10U59	*
5	Provide your NAICS code applicable to Solutions proposed.	541618 541513 334419 541715 518210 334519 541714 513210 561621 327310 334513 334514 334512 334511 541690 541620 541614 541611	
6	Proposer Physical Address:	2114 N Flamingo Road #626 Pembroke Pines, FL 33028	*
7	Proposer website address (or addresses):	https://senzary.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Eric Schummer , CEO , 659 nandina drive, weston fl 33327 , eric@senzary.com , 7543081541	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Eric Schummer , CEO , 659 nandina drive, weston fl 33327 , eric@senzary.com , 7543081541	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	admin@senzary.com	*

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

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	**Company History and Industry Longevity** Since its inception, Senzary has focused on delivering end-to-end, pre-integrated IoT solutions that address the real-world challenges of industrial, commercial, and public sector clients. Leveraging its proprietary IoTLogIQ platform, Senzary enables real-time data processing, advanced analytics, and AI-driven insights for predictive maintenance, environmental monitoring, data center and data room oversight, and facilities management. The company's rapid growth and successful deployments—such as the SkySmart solution at Jacksonville International Airport—demonstrate its ability to deliver swift, scalable, and reliable results for complex environments. **Core Values and Business Philosophy** Senzary's core values are rooted in trust, innovation, and partnership. The company is committed to: Reliability: Delivering solutions that are robust, secure, and future-ready, ensuring clients' operations run smoothly and safely. Collaboration: Building strong, consultative relationships with clients to understand their unique needs and tailor solutions accordingly. Innovation: Continuously exploring emerging technologies and industry trends to keep clients at the forefront of digital transformation. Integrity: Prioritizing data privacy, security, and compliance with a privacy-focused approach that gives clients complete control over their information. Agility: Providing rapid deployment, plug-and-play solutions, and flexible integration with legacy and modern systems, minimizing disruption and maximizing ROI. **Business Philosophy** Senzary empowers organizations by connecting devices, data, and people to unlock actionable insights and drive operational excellence. The company's philosophy centers on making advanced IoT accessible, cost-effective, and easy to implement—bridging the gap between IT and OT and enabling clients to leapfrog technical challenges. **Industry Longevity and Solution Expertise** While Senzary is a relatively young company, its leadership and team bring decades of experience in industrial automation, data analytics, and enterprise IT. The company's solutions are trusted by Fortune 500 corporations, major airports, state governments, and energy conglomerates for mission-critical applications such as: Environmental and air quality monitoring Predictive maintenance and asset management DDatacenterand data room monitoring Facilities and energy management Regulatory compliance and safety automation Senzary's IoTLogIQ platform and extensive sensor ecosystem support rapid, scalable deployments—often within 90 days—across diverse sectors, from airports and manufacturing to utilities and smart cities. The company's commitment to quality, compatibility, and customer success has established Senzary as a trusted partner for organizations seeking to harness the full potential of IoT for operational efficiency, sustainability, and growth. In summary: Senzary's brief but impactful history, strong core values, and proven business philosophy have earned the trust of high-profile clients such as the State of Indiana, Jacksonville International Airport, Procter & Gamble, AES Corporation, and many others worldwide. The company's focus on reliability, innovation, and partnership ensures that clients receive best-in-class solutions tailored to their evolving needs

12	What are your company's expectations in the event of an award?	To enhance our collaboration with Sourcewell, we will focus on effectively communicating our offerings to the market. Our goal is to deliver high-quality products and services to a diverse range of entities, including those involved in smart city initiatives, parks and recreation, water management, educational institutions, and office buildings, among other sectors. By leveraging Sourcewell's resources and networks, we aim to build strong relationships with these entities, ensuring that their unique needs are met. This collaboration will enable us to provide tailored solutions that address the specific challenges faced by each sector, ultimately contributing to the creation of more efficient, sustainable, and resilient communities.	*
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.	Documentation can be provided upon award or formal request. A financial strength affidavit is included as an attachment.	*
14	What is your US market share for the Solutions that you are proposing?	60%	*
15	What is your Canadian market share for the Solutions that you are proposing?	5%	*
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.	none	*
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?	A mix between distributor/reseller, service provider, and software developer.	*
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.	none required	*
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.	NONE	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Promising Digital Twin Company 2025 best IOT platform a published report by the State of Indiana DNR services about innovation with Senzary Severl another award like Predictive maintenance companies to watch 2024	*
21	What percentage of your sales are to the governmental sector in the past three years?	20	*

22	What percentage of your sales are to the education sector in the past three years?	none	*
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?	Jacksonville Aviation Department (JAA) with piggybacking capabilities	*
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?	none	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
jacksonville airport	larry arcenaux	19043496640	*
not in mn	not in mn	-	*
not in mn	not in mn	-	*

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

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

Line Item	Question	Response *	
26	Sales force.	Senzary has a salesforce of several technical sales people and executives with deep knowledge of technology and solutions	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	nationwide, Wesco, Anixter, stratosphere, graybar canada, mobile, and other resellers	*
28	Service force.	remote for most instances , for level 1, 2 and 3	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	orderign is via purcahse orders on an MSA	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	Customer Service Process and Procedure 1. Onboarding and Deployment Support Every customer is assigned a dedicated project manager and technical support contact. Pre-staging and testing of all hardware and software ensure solutions are fully operational before shipping, enabling "plug-and-play" activation upon arrival. Customers receive clear, step-by-step onboarding materials and access to our support portal for documentation and FAQs. 2. Ongoing Technical Support Senzary provides 24/7 remote monitoring and support for all deployed solutions, including proactive system health checks and automated alerts for anomalies. Customers can reach our support team via phone, email, or the online portal. All support requests are logged and tracked for accountability and transparency. 3. Response-Time Commitments Critical Issues (system outages, security breaches): Response within 30 minutes, with escalation to senior engineers if not resolved within 2 hours. High Priority (major functionality loss, safety concerns): Response within 1 hour, resolution or workaround within 4 hours.	

Standard Requests (configuration, minor issues): Response within 4 business hours, resolution within 1 business day.

General Inquiries: Response within 1 business day.

4. Escalation and Resolution

If an issue is not resolved within the committed timeframe, it is automatically escalated to higher-level technical staff and management.

Customers receive regular status updates until the issue is fully resolved.

5. Preventive and Predictive Maintenance

Our IoTLogIQ platform enables continuous monitoring and predictive analytics, allowing us to identify and address potential issues before they impact operations.

Scheduled health checks and system reviews are conducted quarterly, with recommendations for optimization provided to the customer.

6. Customer Feedback and Continuous Improvement

After each support interaction, customers are invited to provide feedback via a satisfaction survey.

Quarterly business reviews are held with key accounts to review performance, address concerns, and plan for future needs.

Incentives for Service Excellence
To ensure our team consistently meets and exceeds service goals, Senzary has implemented the following internal incentive programs:

Performance-Based Bonuses: Awarded to support staff who achieve top customer satisfaction scores and fastest resolution times.

Recognition Programs: "Support Star of the Month" and team-wide recognition for outstanding service, celebrated in company communications.

Professional Development: Tuition reimbursement and ongoing training for support staff to maintain expertise in the latest IoT technologies.

Flexible Scheduling: Top performers are offered flexible work hours and additional paid time off as rewards for exceptional service.

Results and Client Satisfaction
Senzary's customer service program has been recognized by clients such as Jacksonville International Airport for its:

Superior product performance

Efficient implementation process

Responsive customer service

Effective communication channels

Rapid problem-solving capabilities

Our commitment to proactive support, rapid response, and continuous improvement ensures that customers experience minimal downtime, maximum value, and a true partnership throughout the lifecycle of their IoT solutions.

31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Willing and able	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Willing and able	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	all are served	*
34	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.	all will have	*

| 35 | Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories. | none . except for logisitcs delays related to shipping. | * |
| 36 | Will Proposer extend terms of any awarded master agreement to nonprofit entities? | yes | * |

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	
37	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.	Senzary's marketing strategy for promoting our Sourcewell-awarded solutions is multi-faceted, targeting both public sector and enterprise audiences. Our approach includes: Targeted Digital Campaigns: We deploy email marketing, LinkedIn advertising, and industry-specific newsletters to reach decision-makers in government, education, and Fortune 500 companies. Thought Leadership: Senzary regularly publishes white papers, case studies, and technical articles highlighting successful deployments (e.g., Jacksonville International Airport, State of Indiana) to build credibility and demonstrate ROI. Webinars and Virtual Demos: We host live and on-demand webinars showcasing our IoTLogIQ platform and smart infrastructure solutions, tailored for Sourcewell members. Industry Events: Senzary participates in key trade shows, conferences, and Sourcewell-hosted events to engage directly with procurement officials and facility managers. Partner Co-Marketing: We collaborate with technology partners and vendors to amplify reach and leverage their established networks. Representative samples of our marketing materials—including solution brochures, case studies, and webinar invitations—are available in the document upload section of our response.	*
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Senzary leverages advanced digital tools and data analytics to maximize marketing impact: Social Media Engagement: We maintain active LinkedIn, Twitter, and YouTube channels, sharing project highlights, customer testimonials, and educational content to build brand awareness and foster community engagement. Marketing Automation: Our CRM and marketing automation platforms (e.g., HubSpot, Salesforce) segment audiences, personalize outreach, and track engagement metrics for continuous campaign optimization. Metadata and Analytics: We use metadata tagging and UTM parameters to monitor content performance, track lead sources, and refine messaging based on real-time data. SEO and Content Strategy: Our website and blog are optimized for relevant keywords, ensuring high visibility for public sector procurement and IoT solution searches. Retargeting and Nurture Campaigns: We employ retargeting ads and automated nurture sequences to re-engage interested prospects and guide them through the decision-making process.	*

| 39 | 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? | organize meetings, organize webinars, facilitate communications and education Sourcewell plays a pivotal role in promoting awarded agreements by:

 Sourcewell plays a pivotal role in promoting awarded agreements by:

 Providing National Visibility: Sourcewell's cooperative purchasing network gives Senzary immediate access to thousands of pre-qualified governmental, educational, and nonprofit entities.

 Streamlining Procurement: Sourcewell's contract vehicle eliminates the need for individual RFPs, reducing procurement cycles and administrative burden for both Senzary and participating agencies.

 Joint Marketing: Sourcewell features awarded suppliers in its online catalog, newsletters, and member communications, amplifying our reach.

 Integration into Senzary's Sales Process:

 All Senzary sales and channel teams are trained on the Sourcewell contract, ensuring it is presented as a primary procurement option in all public sector and education engagements.

 Our proposals, website, and marketing materials highlight the benefits of purchasing through Sourcewell, including compliance, speed, and cost savings.

 We coordinate with Sourcewell's outreach team to participate in member webinars, training sessions, and regional events, further driving adoption. | * |
| 40 | Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it. | Yes, Senzary's solutions are available through an e-procurement ordering process:

 E-Procurement Platforms: We support ordering through Sourcewell's procurement portal, as well as integration with leading e-procurement systems such as SAP Ariba, Coupa, and Jaggaer.

 Online Catalog: Governmental and educational customers can browse, configure, and request quotes for Senzary solutions via our secure online catalog, which is updated in real time with Sourcewell contract pricing.

 Custom Workflows: Our system supports purchase order uploads, electronic signatures, and automated order tracking, ensuring transparency and compliance with public sector procurement requirements.

 Customer Experience: Agencies such as the State of Indiana and multiple school districts have successfully used our e-procurement system to streamline purchasing, track order status, and manage documentation for audit purposes.

 This integrated, digital-first approach ensures that Senzary's solutions are accessible, easy to procure, and fully aligned with the needs of Sourcewell's diverse member base | * |

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

Line Item	Question	Response *	

| 41 | 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. | Standard Training:

Included with every deployment at no additional cost.

Covers product installation, system configuration, dashboard usage, and routine maintenance.

Delivered by Senzary's certified technical specialists, either onsite or virtually, depending on client preference and project scope.

Training materials, user manuals, and video tutorials are provided for ongoing reference.

Optional Advanced Training:

Available for a fee (typically $1,800/day, Sourcewell discounted rates apply).

Includes in-depth sessions on advanced analytics, custom reporting, integration with third-party systems, and troubleshooting.

Tailored for IT/OT staff, facilities managers, and system administrators.

Ongoing Support and Refresher Training:

Quarterly refresher sessions and new feature briefings are available to all clients.

24/7 technical support is included with all service agreements, ensuring rapid response to operational questions or issues.

Maintenance Training:

Maintenance staff receive hands-on instruction for sensor calibration, battery replacement, and basic troubleshooting.

Preventive maintenance checklists and schedules are provided. | * |
| 42 | Describe any technological advances that your proposed solution(s) offer. | Senzary's solutions incorporate several industry-leading technological advances:

Plug-and-Play Deployment:

Pre-staged, pre-tested sensors and gateways ensure immediate out-of-the-box functionality, minimizing installation time and complexity.

LoRaWAN Wireless Technology:

Enables long-range, low-power connectivity for hundreds of interoperable, battery-operated sensors, reducing infrastructure costs and supporting rapid scaling.

IoTLogIQ Platform:

Provides real-time, sensor-agnostic data integration, advanced analytics, and seamless IT/OT convergence, supporting both cloud and on-premises deployments.

Unified Namespace:

Aggregates data from diverse sources into a single, actionable stream, breaking down silos and enabling holistic operational insights.

No-Code Middleware:

Allows users to manage and integrate devices without specialized programming skills, accelerating adoption and reducing IT burden.

Edge and Cloud Processing:

Supports real-time analytics and alerting at the edge or in the cloud, depending on operational requirements | * |

43	If applicable, describe how your solution(s) leverage artificial intelligence (AI) to enhance the functionality and efficiency of smart infrastructure.	Senzary's solutions leverage AI to enhance functionality and efficiency in several ways: Predictive Maintenance: AI-driven analytics process vibration, temperature, and acoustic data to detect early signs of equipment failure, enabling condition-based maintenance and reducing unplanned downtime by up to 30%. Anomaly Detection: Machine learning algorithms identify abnormal patterns in environmental, energy, or asset data, triggering timely alerts and automated responses. Automated Insights: AI models continuously analyze sensor data to optimize energy usage, environmental conditions, and asset performance, supporting data-driven decision-making. Scalable Learning: The platform adapts to new data and operational changes, improving accuracy and value over time.	*
44	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Senzary is committed to sustainability and environmental responsibility: Green Solutions: Our wireless, battery-operated sensors minimize energy consumption and reduce the need for hardwired infrastructure. Solutions support energy efficiency, water conservation, and emissions monitoring, directly contributing to clients' ESG and sustainability goals. Senzary's work at the Panama Canal, for example, helps monitor and enforce green shipping practices, reducing greenhouse gas emissions. Sustainability Reporting: Our platform provides data and analytics to support transparent ESG and sustainability reporting for clients. Certifying Agencies: Senzary's solutions are designed to help clients comply with standards from agencies such as the EPA (Environmental Protection Agency), ISO 14001 (Environmental Management), and local regulatory bodies.	*
45	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.	Product Certifications: Many Senzary sensors and gateways are RoHS (Restriction of Hazardous Substances) and CE certified, ensuring compliance with environmental and safety standards. Select products are ATEX certified for use in hazardous environments. Senzary's solutions support client compliance with ISO 14001 and other sustainability frameworks. Green Project Recognition: Senzary's Panama Canal project is recognized for supporting the Green Ship Classification, a program aimed at reducing maritime emissions.	*

| 46 | 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? | Senzary offers several unique advantages:

 End-to-End, Pre-Integrated Solutions:

 From sensors to analytics, Senzary delivers a turnkey package—no need for multiple vendors or complex integration.

 Rapid Deployment:

 Plug-and-play hardware and pre-configured software enable most clients to be operational within days, not weeks.

 Sensor-Agnostic Platform:

 IoTLogIQ integrates data from any manufacturer, allowing clients to leverage existing investments and avoid vendor lock-in.

 Custom and Scalable:

 Solutions can be tailored for unique operational needs and scaled from pilot to enterprise-wide deployment.

 AI-Driven Insights:

 Advanced analytics and machine learning deliver actionable intelligence, not just raw data.

 Sustainability Focus:

 Solutions are designed to support energy efficiency, emissions reduction, and regulatory compliance, helping clients achieve their green goals.

 Proven Track Record:

 Trusted by major organizations—including the State of Indiana, Jacksonville International Airport, Procter & Gamble, and AES Corporation—for mission-critical monitoring and management.

 Comprehensive Support:

 Standard and advanced training, 24/7 technical support, and ongoing optimization ensure long-term success for every Sourcewell member.

 Senzary's combination of rapid deployment, open integration, AI-powered analytics, and sustainability leadership makes our solutions uniquely valuable for Sourcewell participating entities seeking to modernize and future-proof their operations. | * |

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
47	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		○ Yes ◉ No	no	*
48		Minority Business Enterprise (MBE)	○ Yes ◉ No	no	*
49		Women Business Enterprise (WBE)	○ Yes ◉ No	no	*
50		Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	no	*
51		Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	no	*
52		Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	no	*
53		Small Business Enterprise (SBE)	○ Yes ◉ No	no	*
54		Small Disadvantaged Business (SDB)	○ Yes ◉ No	no	*
55		Women-Owned Small Business (WOSB)	○ Yes ◉ No	no	*

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 *	
56	Describe your payment terms and accepted payment methods.	Senzary offers flexible payment terms for entities participating in Sourcewell. Our standard payment terms are Net 30 days from the invoice date. We accept the following payment methods: - Credit cards (Visa, Pcard, MasterCard, American Express) - Electronic Funds Transfer (EFT)/ACH - Wire transfers - Checks - Purchase orders For large orders exceeding $100,000, we provide a payment schedule as follows: a) 5% prepayment with the order, or b) 40% due upon ordering, 30% upon delivery, and 30% due within 30 days of installation completion. Additionally, we offer a 2% discount for payments made within 10 days of the invoice date. Please note that credit card payments incur a 3% surcharge fee.	*

57	Describe any leasing or financing options available for use by educational or governmental entities.	CAPEX and OPEX Financing Options Senzary understands the budgetary constraints faced by educational and governmental entities. We offer both capital expenditure (CAPEX) and operational expenditure (OPEX) models to accommodate different financial requirements and procurement processes: CAPEX Model (One-Time Purchase) 100% upfront purchase with hardware and implementation services combined into a single capital expenditure 0% financing for 12-month terms on hardware purchases exceeding $50,000 Deferred payment plans with no payments for the first 90 days Municipal lease structures with non-appropriation clauses are designed explicitly for governmental entities. OPEX Model (Service-Based) Complete hardware and service bundles are **CAPEX and OPEX Financing Options** Senzary recognizes the budgetary constraints that educational and governmental organizations face. To address varying financial requirements and procurement processes, we offer both Capital Expenditure (CAPEX) and Operational Expenditure (OPEX) models: **CAPEX Model (One-Time Purchase)** - A 100% upfront payment option that combines hardware and implementation services into a single capital expenditure. - Our financing option includes 0% interest for 12-month terms on hardware purchases over $50,000. - We provide deferred payment plans, allowing for no payments in the first 90 days. - Municipal lease structures with non-appropriation clauses are specifically designed for governmental entities. **OPEX Model (Service-Based)** - We offer complete hardware and service bundles as a subscription service. available as a subscription service.	*
58	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.	**CAPEX and OPEX Financing Options** Senzary recognizes the budgetary constraints that educational and governmental organizations face. To address varying financial requirements and procurement processes, we offer both Capital Expenditure (CAPEX) and Operational Expenditure (OPEX) models: **CAPEX Model (One-Time Purchase)** - A 100% upfront payment option that combines hardware and implementation services into a single capital expenditure. - Our financing option includes 0% interest for 12-month terms on hardware purchases over $50,000. - We provide deferred payment plans, allowing for no payments in the first 90 days. - Municipal lease structures with non-appropriation clauses are designed explicitly for governmental entities. **OPEX Model (Service-Based)** - We offer complete hardware and service bundles as a subscription service.	*
59	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?	Senzary accepts P-card (procurement card) payments from Sourcewell participating entities for all orders. This convenient payment method enables entities to track and manage expenses effectively. To offset processing costs, a 3% processing fee applies to all credit card transactions, including P-cards. This fee is disclosed on all invoices and order forms. For entities with purchasing limits on P-cards, we can accommodate split payments across multiple cards or combine P-card payments with other payment methods to facilitate more significant procurements.	*

| 60 | 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. | Senzary's unique combination of cutting-edge technologies, seamless integration capabilities, and innovative data processing solutions establishes it as a leader in passenger and crowd flow management. Additionally, Senzary can implement various other solutions within the same technology stack, including facilities management, predictive maintenance, asset lifecycle management, environmental solutions, and analytics. The AI-enabled insights offered contribute to overall operational improvements and maximize cost reductions while enhancing security and control. These advanced capabilities justify Senzary's premium rates compared to competitors that provide more generic solutions. however, Senzary provides Sourcewell participating entities with competitive pricing for hardware, software subscriptions, professional services, and maintenance, offering flexibility and cost savings tailored to public sector needs.
Professional Services
Base Rate: $160/hour
Block Discounts:
Purchase of 10 hours: $150/hour (6% discount)
Purchase of 50 hours: $145/hour (9% discount)
Purchase of 100 hours: $140/hour (12.5% discount)
Purchase of 200 hours: $135/hour (15% discount)
Note: The lowest effective rate is capped at $135/hour to maintain profitability while offering substantial savings.Software Subscriptions
Standard Discount: 15%
Volume Discount: Additional 5% for orders exceeding $50,000
Multi-Year Discounts:
1 Year: 15%
2 Years: 20%
3 Years: 25%
4 Years: 30%
5 Years: 35%
Hardware Components
Standard Discount: 15%
Volume Discount: Additional 5% for orders exceeding $100,000
Maintenance and Support
Flat Discount: 15% | * |

| 61 | 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. | Senzary offers a range of quantity and volume discounts and rebate programs to provide Sourcewell participating entities with significant cost savings for more extensive commitments. These programs encourage long-term partnerships and high-volume purchases while maintaining flexibility for diverse customer needs. Below is a detailed description of our offerings:
1. Hardware Components
Standard Discount: 15% off the standard commercial list price.
Volume Discount: An additional 5% discount applies to all amounts exceeding $100,000 per order.
2. Software Subscriptions
Standard Discount: 15% off the standard subscription price.
Volume Discount: An additional 5% discount applies to subscription orders exceeding $50,000.
Multi-Year Contract Discounts:
1-Year Contract: 15% discount
2-Year Contract: 20% discount
3-Year Contract: 25% discount
4-Year Contract: 30% discount
5-Year Contract: 35% discount
3. Professional Services
Standard Rate: $160/hour with a flat 10% discount for Sourcewell participating entities.
Block Discounts for Support/Development Hours:
Purchase of 10 hours: $150/hour (6% discount)
Purchase of 50 hours: $145/hour (9% discount)
Purchase of 100 hours: $140/hour (12.5% discount)
Purchase of 200 hours: $135/hour (15% discount)
Note: Block discounts and multi-year discounts are applied separately, and the lowest effective rate is capped at $135/hour.
4. Maintenance and Support
Flat 15% discount on all maintenance and support services.
5. Rebate Programs
Senzary offers annual rebate programs for high-volume customers:
$500,000 annual spend: 2% rebate
$1,000,000 annual spend: 3% rebate
$2,000,000+ annual spend: 4% rebate
Rebates are calculated based on total purchases within a calendar year and issued within 45 days after year-end.
Examples of How Discounts Apply
Example 1: Hardware Components – Volume Discount
A Sourcewell entity places an order for hardware components totaling $150,000.
Base Discount (15%):
$150,000 × (1 - 0.15) = $127,500
Volume Discount (5% on amounts over $100,000):
($150,000 - $100,000) × 0.05 = $2,500
Total Cost:
$127,500 - $2,500 = $125,000
Example 2: Software Subscription – Multi-Year Contract
A Sourcewell entity purchases a software subscription for $50,000/year under a 3-year contract.
Base Price: $50,000/year
Multi-Year Discount (3 years = 25%):
$50,000 × (1 - 0.25) = $37,500/year
Total Cost for 3 Years:
$37,500 × 3 years = $112,500
Example 3: Professional Services – Block Discount
A Sourcewell entity requires a block of 100 hours for IoT consulting and technical design.
Base Rate: $160/hour
Block Discount (100 hours = 12.5%):
$160 × (1 - 0.125) = $140/hour
Total Cost:
$140 × 100 hours = $14,000
Summary
Senzary's quantity discounts and rebate programs are designed to provide Sourcewell participating entities with substantial cost savings while maintaining flexibility for long-term and high-volume commitments. These programs ensure competitive pricing aligned with industry benchmarks while delivering exceptional value through Senzary's innovative IoT solutions and services. | * |
| 61 | 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. | | |

| 62 | Describe any quantity or volume discounts or rebate programs that you offer. | Senzary offers a range of quantity and volume discounts and rebate programs to provide Sourcewell participating entities with significant cost savings for more extensive commitments. These programs encourage long-term partnerships and high-volume purchases while maintaining flexibility for diverse customer needs. Below is a detailed description of our offerings:
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Volume Discount: An additional 5% discount applies to all amounts exceeding $100,000 per order.
2. Software Subscriptions
Standard Discount: 15% off the standard subscription price.
Volume Discount: An additional 5% discount applies to subscription orders exceeding $50,000.
Multi-Year Contract Discounts:
1-Year Contract: 15% discount
2-Year Contract: 20% discount
3-Year Contract: 25% discount
4-Year Contract: 30% discount
5-Year Contract: 35% discount
3. Professional Services
Standard Rate: $160/hour with a 10% discount for Sourcewell participating entities.
Block Discounts for Support/Development Hours:
Purchase of 10 hours: $150/hour (6% discount)
Purchase of 50 hours: $145/hour (9% discount)
Purchase of 100 hours: $140/hour (12.5% discount)
Purchase of 200 hours: $135/hour (15% discount)
Note: Block and multi-year discounts are applied separately, and the lowest effective Rate is capped at $135/hour.
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Flat 15% discount on all maintenance and support services.
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$140 × 100 hours = $14,000
Summary
Senzary's quantity discounts and rebate programs are designed to provide Sourcewell participating entities with substantial cost savings while maintaining flexibility for long-term and high-volume commitments. These programs ensure competitive pricing aligned with industry benchmarks while delivering exceptional value through Senzary's innovative IoT solutions and services. | * |

| 63 | 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 following elements are not included in Senzary's base product pricing and represent additional costs that may apply to Sourcewell participating entities. These costs ensure flexibility for clients with varying needs while maintaining transparency in pricing:
1. Installation Services
Standard Installation: $150/hour
Complex Installations or After-Hours Work: $225/hour
Includes setup, configuration, and testing of hardware and software solutions.
2. Custom Integration Development
API Customization and Third-Party System Integration: $200/hour
Covers integration with existing systems, custom workflows, and data pipelines.
3. Advanced Training
Beyond Standard Training: $1,500 per day
Includes in-depth training for advanced system features, analytics, and custom use cases.
4. Extended Warranties
Warranties beyond the standard 1-year coverage are available at additional cost. Pricing depends on the specific hardware or software solution.
5. Site Assessment and Survey Services
Per Location: $2,500
Includes pre-installation site visits to assess infrastructure, connectivity, and deployment requirements.
6. Telecom Expenses for 4G/5G Connectivity
Senzary can provide SIM cards and manage mobile connectivity for equipment requiring 4G/5G services.
Cost: Based on carrier rates plus a monthly management fee of 10%. This ensures reliable connectivity for remote or mobile deployments.
7. Tariff-Related Costs
Due to recent U.S.-imposed tariffs on imports from countries such as China, France, Australia, Taiwan, Vietnam, and Europe, a tariff surcharge of up to 10% may apply to specific hardware components. The exact percentage will depend on the country of origin and product category.
8. Freight, Shipping, and Delivery
Shipping costs are not included in base pricing:
Standard Ground Shipping: 3% of order value
Expedited Shipping: Additional charges based on carrier rates
Alaska, Hawaii, Canada, or offshore locations: Quoted separately based on destination.
9. Optional Data Hosting and Storage
For customers opting to use Senzary's cloud services for data storage and analytics:
Monthly Subscription Fee: Based on data volume and retention period (starting at $500/month for up to 1TB). | * |

| 64 | 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 following elements are not included in Senzary's base product pricing and represent additional costs that may apply to Sourcewell participating entities. These costs ensure flexibility for clients with varying needs while maintaining transparency in pricing:
1. Installation Services
Standard Installation: $150/hour
Complex Installations or After-Hours Work: $225/hour
Includes setup, configuration, and testing of hardware and software solutions.
2. Custom Integration Development
API Customization and Third-Party System Integration: $200/hour
Covers integration with existing systems, custom workflows, and data pipelines.
3. Advanced Training
Beyond Standard Training: $1,500 per day
Includes in-depth training for advanced system features, analytics, and custom use cases.
4. Extended Warranties
Warranties beyond the standard 1-year coverage are available at additional cost. Pricing depends on the specific hardware or software solution.
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Senzary can provide SIM cards and manage mobile connectivity for equipment requiring 4G/5G services.
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Shipping costs are not included in base pricing:
Standard Ground Shipping: 3% of order value
Expedited Shipping: Additional charges based on carrier rates
Alaska, Hawaii, Canada, or offshore locations: Quoted separately based on destination.
9. Optional Data Hosting and Storage
For customers opting to use Senzary's cloud services for data storage and analytics:
Monthly Subscription Fee: Based on data volume and retention period (starting at $500/month for up to 1TB). | * |

65	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	A: Our shipping program for smart infrastructure components includes: Standard Ground Shipping: 3% of order value (5-7 business days) Expedited Options: 2-Day and Next-Day available at carrier rates Large Equipment Handling: Special arrangements for freight deliveries Pre-Configuration Services: Devices pre-configured before shipping for rapid deployment Phased Delivery Program: Coordinated shipments for multi-site implementations Just-in-Time Delivery: Coordination with installation teams to minimize storage requirements For Alaska, Hawaii, Canada, and offshore locations, we provide: Air freight options to minimize transit time Customs clearance services for international shipments Documentation preparation Special arrangements for remote areas All international shipping costs are quoted individually to ensure accuracy and transparency.	*
66	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Air freight options to minimize transit time Customs clearance services for international shipments Documentation preparation Special arrangements for remote areas All international shipping costs are quoted individually to ensure accuracy and transparency.	*
67	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Senzary offers several unique distribution and delivery methods designed to streamline the deployment of IoT solutions, reduce installation time, and enhance operational efficiency for Sourcewell participating entities. These methods are tailored to meet the needs of government, education, and public sector clients across the United States and Canada. 1. Pre-Configuration Wizards for Seamless Device Deployment Automated Device ClDevice: Senzary's IoTLogIQ platform includes pre-configuration wizards that allow devices (e.g., LoRaWAN sensors, gateways, cameras) to be claimed seamlessly within the platform. This automation reduces setup complexity and ensures devices are ready for operation upon arrival. Streamlined Onboarding: Devices are pre-configured with customer-specific settings before shipment, eliminating the need for extensive on-site configuration. Error Detection and Ticketing Automation: The platform automatically generates support tickets if issues are detected during device onboarding or operation. This ensures rapid resolution while reducing the technical expertise required for installation. 2. Phased Rollout Program Shipments are coordinated for multi-site or large-scale deployments to align with project implementation schedules. This phased approach avoids storage issues at customer locations and ensures equipment arrives just in time for each project phase. 3. Direct Drop-Shipping Senzary offers direct drop-shipping to individual deployment sites rather than a central receiving location. This mainly benefits distributed installations across multiple facilities, such as campuses or municipal buildings.	

4. Just-in-Time Delivery
Coordination with installation teams ensures that products arrive precisely when needed for deployment, minimizing downtime and reducing storage costs.

5. Consignment Inventory Program
Senzary can maintain inventory at the customer's location for large ongoing deployments.

Billing occurs only upon actual use of the equipment, providing flexibility for phased implementations or unpredictable schedules.

6. Regional Distribution Centers
Inventory is maintained in key locations, such as Toronto (Canada), to reduce transit times and shipping costs for Canadian participating entities.

This ensures faster delivery while simplifying customs clearance processes.

7. Telecom Connectivity Add-On
For equipment requiring mobile connectivity (e.g., gateways connected via 4G/5G), Senzary offers SIM card provisioning as part of the service:
Senzary SIM cards connect automatically to major carriers for the best signal: Verizon, Tmobile, and AT&T
Senzary manages SIM card activations

The monthly SIM card fee starts at $10/device.
Plans include 250 MB and 500MB of data for 180 and 350USD/yr, respectively, and an aggregated data plan for all devices at 0,008 USD / MB for ongoing data outside of the plans

Devicement fee of 10% per month for telecom services.

This option simplifies connectivity setup for remote or mobile deployments.

8. Advanced Analytics Support
Senzary's IoTLogIQ platform provides rule-based management tools that enable real-time analytics and device monitoring.

Alerts are generated automatically if thresholds (e.g., occupancy limits) are exceeded, allowing immediate action without manual intervention.

Benefits of Senzary's Unique Methods
Efficiency: Pre-configured devices and automated onboarding reduce installation time and technical barriers.

Flexibility: Options like phased rollouts, consignment inventory programs, and telecom add-ons adapt to customer-specific project needs.

Cost Savings: Direct drop-shipping minimizes logistics costs for distributed installations, while regional distribution centers reduce transit times.

Reliability: Automated ticketing ensures rapid issue resolution during deployment or operation.

Summary
Senzary's unique distribution and delivery methods leverage automation, pre-configuration wizards, and advanced logistics planning to simplify deployments and reduce costs for Sourcewell participating entities. These methods ensure seamless integration of IoT solutions like LoRaWAN sensors, gateways, and cameras into diverse environments while delivering exceptional value through reduced installation time and enhanced operational efficiency.

68	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.	: Senzary employs a comprehensive self-audit process to ensure compliance: Automated Pricing Verification: System controls that automatically apply correct discount tiers Quarterly Compliance Reviews: Random sampling of 10% of orders to verify pricing Annual Agreement Audit: Comprehensive review of all agreement terms Customer Feedback Loop: Follow-up surveys to verify satisfaction with pricing Correction Protocol: Immediate correction of any identified errors with customer notification This multi-layered approach ensures full compliance with Sourcewell agreement terms and that all participating entities receive the full benefits of negotiated pricing.	*
69	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.	We will track the following metrics to measure success: Adoption Metrics: Number of new participating entities onboarded quarterly Geographic distribution of participating entities Percentage of repeat customers Financial Performance: Total revenue through the Sourcewell agreement Average order value Revenue distribution across product/service categories Implementation Success: On-time delivery percentage Installation completion within scheduled timeframes System uptime post-implementation Customer Satisfaction: Post-implementation survey results Net Promoter Score Percentage of customers expanding deployments Operational Efficiency: Response time to RFQ requests Quote-to-order conversion rate Average time to resolve support issues Infrastructure Improvement Impact: Measured efficiency improvements Documented cost savings Resource optimization metrics These metrics will be reviewed monthly by our Sourcewell account team and quarterly by executive leadership.	*

| 70 | 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. | Senzary proposes a tiered Administrative Fee structure to Sourcewell:

2.0% on all sales up to $500,000 USD annually

2.25% on sales from $500,001 to $1,000,000 USD annually

2.5% on sales exceeding $1,000,000 USD annually

This fee will be embedded in our pricing and not charged separately to participating entities, in accordance with Sourcewell requirements. The tiered approach provides Sourcewell with increasing benefits as the program grows while ensuring competitive pricing for participants. | * |

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
71	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	prcies are provided with dosocunts and rebates	*

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

Line Item	Question	Response *	
72	Provide a detailed description of all the solutions offered, including used solutions if applicable, offered in the proposal.	attached	*
73	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	smart city infrastructure facilities management traffic management environmental solutions predictive maintenance on equipment smart luminaries more in docs	*
74	Describe how your solutions ensure data privacy, security, and compliance.	SOC2, CIBER approved, AES256 and several other IPSEC related plus minimum access and other SOC2 policy guidelines	*
75	Describe how your solutions ensure interoperability with existing systems and future upgrades.	its an integral part of our solutions, via interoperable protocols, and middleware that can integrate via multipl e protocols and API mechanisms	*

Table 7B: Outdoor Sensors or Advanced Sensor-Integrated Luminaires

Using the comments text box, answer the questions below if your proposal is offering **Outdoor Sensors or Advanced Sensor-Integrated Luminaires**.

☐ We will not be submitting for Table 7B: Outdoor Sensors or Advanced Sensor-Integrated Luminaires

Line Item	Category or Type	Comments *	

| 76 | Describe what communication protocols (e.g., API, DALI) are supported by your solution(s) to ensure compatibility with different systems. | Senzary utilizes a comprehensive range of communication protocols to facilitate seamless data exchange and ensure interoperability across a variety of IoT devices and applications. These protocols are designed to meet the diverse needs of modern connectivity, making it easier for organizations to implement and manage their IoT solutions effectively.

One of the primary protocols is MQTT (Message Queuing Telemetry Transport), which specializes in lightweight messaging suited for IoT environments. Its efficient real-time data transmission capabilities allow devices to communicate telemetry and control messages with minimal overhead, making it ideal for resource-constrained applications.

Additionally, Senzary supports HTTP and HTTPS protocols for secure data exchange. The use of RESTful APIs over these protocols enables external applications to interact seamlessly with Senzary services. This facilitates easy data retrieval and command execution across different systems.

CoAP (Constrained Application Protocol) is another critical protocol, designed specifically for low-power and constrained devices. CoAP ensures efficient communication in IoT deployments by minimizing bandwidth and energy use during exchanges, which is vital for battery-operated sensors and actuators.

On the industrial side, Senzary supports BACnet, a widely adopted protocol for building automation and control networks. BACnet facilitates communication among HVAC, lighting, and security systems, providing unified management of smart building environments.

OPC-UA (Open Platform Communications Unified Architecture) is also supported, allowing for secure and reliable data exchange in industrial automation and control systems. This protocol is essential for integrating disparate devices and systems within manufacturing and process environments, enabling seamless interoperability and data sharing.

For integration with legacy systems, Senzary supports Modbus, a widely used communication protocol in industrial settings. Modbus facilitates the communication between devices such as sensors, controllers, and servers, allowing for straightforward data exchange within a variety of applications.

File transfer capabilities are supported via FTP (File Transfer Protocol), allowing for the easy exchange of files between devices and applications. This is particularly useful for scenarios involving large data sets or configuration files that need to be transferred efficiently.

Senzary also provides an expansive set of APIs, which can be managed dynamically through Swagger. This allows users to interact with Senzary services more effectively, supporting both POST and GET requests for various resources. The APIs enable the creation, retrieval, updating, and deletion of nodes, facilitating automated processes and integration with external systems.

In summary, Senzary's diverse suite of communication protocols—including MQTT, HTTP/HTTPS, CoAP, BACnet, OPC-UA, Modbus, and FTP—ensures extensive compatibility and flexibility for various IoT applications. The robust API management capabilities enhance interaction with external applications, making it easier for organizations to implement and manage their IoT solutions efficiently. Each of these protocols plays a crucial role in enabling the integration of devices, enhancing operational efficiency, and supporting data-driven decision-making across various environments. |
| 77 | Describe what transmission methods (e.g., wired, wireless) the sensors use, and how they ensure reliable communication. | Senzary's nodes can connect to various interfaces, ensuring seamless integration across multiple communication standards. This versatility enables us to transmit a wide range of protocols—such as NEMA, MODBUS, HART, PROFINET, and OPC—over reliable wireless communications spanning several miles. These nodes can efficiently convert signals from these interfaces into wireless formats, such as LoRaWAN or LTE, allowing reliable data transmission to the cloud and other systems. We also utilize Wi-Fi, LTE, NB-IoT, and satellite-based solutions to enhance connectivity options for diverse applications.

Supported Interfaces

NEMA: Standard electrical interfaces commonly used for environmental sensors and actuators.

MODBUS: A widely adopted communication protocol used in industrial settings, allowing devices to communicate over serial (RTU) and TCP formats.

HART: This protocol combines analog and digital communication for process control, enabling diagnostics and configuration of field devices. |

PROFINET: An industrial Ethernet standard designed for real-time data exchange and control within automation systems.

OPC (OLE for Process Control): A standard for interoperability between industrial hardware and software applications.

Utilization of LoRaWAN

Senzary employs the LoRaWAN (Long Range Wide Area Network) protocol for its wireless communication needs, particularly in applications requiring long-range and low-power solutions. Here's an overview of how we utilize LoRaWAN and its reliability:

Long-Range Connectivity: LoRaWAN enables devices to communicate over distances often exceeding 10 kilometers in rural areas and several kilometers in urban settings. This capability makes it ideal for applications such as smart agriculture, environmental monitoring, and city infrastructure management.

Low Power Consumption: Devices utilizing LoRaWAN can operate for years on a single battery charge, making it especially valuable for remote installations with limited power supply access. The low power requirement allows for extensive sensor deployments without frequent maintenance.

Scalability: LoRaWAN networks can accommodate thousands of devices within a single gateway's coverage area, facilitating large-scale deployments in facilities and cities. This scalability supports the integration of additional sensors and devices as needed, providing organizations with robust flexibility in their IoT infrastructure.

Reliability of LoRaWAN Communications

The reliability of LoRaWAN communications is a critical factor for Senzary, particularly in an industrial and operational context. Below are the key components that enhance its dependability:

Confirmed Packets: LoRaWAN supports confirmed packets, allowing devices to send messages that require acknowledgment. This mechanism ensures that if a device doesn't receive confirmation that its data has been successfully delivered, it can retransmit the message. This feature significantly reduces the risk of data loss, which could otherwise lead to critical operational gaps.

Data Storage and Recovery: Senzary sensors have local data storage capabilities. When a connection loss occurs, these sensors can retain data for later transmission. Once the connection is reestablished, the stored data is transmitted seamlessly, ensuring complete data integrity without any missed information.

Data Loggers and Synchronization: The system includes data loggers that automatically synchronize after a reconnection. This functionality allows users to retrieve and analyze the entire dataset collected during downtime, enhancing analytics and operational decision-making without gaps in data history.

Resilience to Environmental Factors: LoRaWAN is designed to perform reliably in challenging environments. Its ability to penetrate obstacles and resist interference ensures consistent communication, especially in densely populated areas or adverse weather conditions.

Network Redundancy: Often, Senzary implements network redundancy features, where multiple gateways can serve the same set of devices. This redundancy further increases reliability, ensuring continuous connectivity even if one gateway fails.

Conclusion

Senzary optimizes data collection and transmission for various IoT applications by supporting connections to multiple interfaces and ensuring reliable communication through the LoRaWAN protocol while leveraging Wi-Fi, LTE, NB-IoT, and satellite solutions. With confirmed packet transmission, robust data storage, and seamless synchronization, LoRaWAN is a foundational pillar in our commitment to effective data management and operational efficiency. This comprehensive approach enhances operational efficiency and ensures that data integrity is preserved, allowing organizations to deploy IoT solutions confidently for critical applications, knowing that their data will remain intact and actionable regardless of connectivity challenges.

| 78 | If applicable, describe how your proposed solution(s) ensure Zhaga compliance for the integration of LED modules, sensors, or communication devices to facilitate easy upgrades and interoperability. | Senzary is fundamentally focused on interoperability and normalization across various agnostic technologies. In this context, Zhaga is a crucial protocol that establishes standardized interfaces for LED light engines and related components, ensuring that different manufacturers' products can work together seamlessly for easier integration and upgrades. Senzary adheres to these Zhaga standards to create solutions that are flexible, scalable, and compatible with a wide range of components from various suppliers.

Furthermore, Senzary offers an "intelligence factor" that enhances lighting control for energy conservation. Our system includes innovative management capabilities that allow for automatic adjustments based on occupancy. If no one is in the room, the lights can automatically turn off to maximize energy savings. Additionally, Senzary provides its lighting and relay controls portfolio, which can be monitored and managed automatically or remotely through our user-friendly dashboards. This dual approach ensures energy efficiency and gives users complete visibility and control over their lighting systems, enhancing convenience and sustainability. | * |

Table 7C: Physical Assets, Poles, and Mounting Structures

Using the comments text box, answer the questions below if your proposal is offering **Physical Assets, Poles, and Mounting Structures.**

☐ We will not be submitting for Table 7C: Physical Assets, Poles, and Mounting Structures

Line Item	Category or Type	Comments *	
79	Describe how your solution(s) ensure the durability and adaptability of mounting structures in varying environmental conditions.	Our solution incorporates several advanced features to ensure the durability and adaptability of mounting structures in various environmental conditions: 1. **IP6X Rated Sensors**: The sensors used in our systems are rated IP6X, ensuring they are dust-tight and can withstand outdoor conditions without risking damage from particulate matter. This rating is crucial for maintaining operational integrity in various environments. 2. **UV-Protected Materials**: All components are constructed from UV-protected materials, which help prevent degradation from sun exposure. This ensures the mounting structures retain strength and functionality over time, even in sunny or harsh climates. 3. **Solid-State Weather Stations**: Our weather stations are designed with solid-state technology, meaning no moving parts could wear out or fail. This enhances reliability and reduces maintenance needs, which is essential for outdoor applications where frequent servicing may be challenging. 4. **Rugged Outdoor Gateways and Antennas**: The outdoor gateways and antennas are engineered for rugged industrial environments. They are built to resist extreme weather conditions, temperature variations, and physical stress, thereby ensuring consistent performance in demanding settings. 5. **ATEX and Hazardous Material Ratings**: We include a subsection of ATEX and hazmat-rated sensors, making them suitable for corrosive environments. This is critical for applications in chemical plants or other industries where hazardous materials are present, ensuring safe and reliable operation. By incorporating these features, our mounting structures endure the rigors of diverse environmental conditions and adapt to meet specific industry standards and demands. This comprehensive approach ensures reliability, safety, and longevity across various applications.	*

Table 7D: Network Components, Gateways, Controllers, Communication Modules, or Specialized Platforms

Using the comments text box, answer the questions below if your proposal is offering **Network Components, Gateways, Controllers, Communication Modules, or Specialized Platforms.**

☐ We will not be submitting for Table 7D: Network Components, Gateways, Controllers, Communication Modules, or Specialized Platforms

Line Item	Category or Type	Comments *	

80	Describe what redundancy features are built into your network components to ensure continuous operation.	Our network infrastructure incorporates redundancy features to ensure continuous operation and minimize disruption. We utilize more than one gateway for communication, which enhances reliability by providing alternate routing paths. Additionally, we have a failover system between Ethernet and mobile connections, allowing for seamless transitions if one connection fails. We also maintain extensive disaster recovery plans to facilitate immediate recovery from hardware-related issues. Our systems are managed in secure AWS locations and monitored by skilled professionals to ensure optimal performance and security. To further reduce the risk of a single point of failure, we employ replicated databases and multiple servers supported by load balancers. This setup improves performance and ensures quick recovery capabilities, aiming to resolve any significant incident within 30 minutes. These measures collectively enhance the resiliency and reliability of our network. gateways outdoors often count on solar panels for energy and battery storage, as we do for the STATE OF INDIANA and the AQUIFER REMOTE MONITORING SOLUTION	*
81	Describe what features your platform provides for monitoring, controlling, and managing smart infrastructure assets.	The IoT Logic platform offers a comprehensive suite of features tailored for monitoring, controlling, and managing smart infrastructure assets: 1. **Centralized Monitoring Dashboard**: A unified interface that delivers real-time insights into asset performance across the entire infrastructure, allowing for easy Tracking of metrics and alerts. 2. **Real-Time Data Streaming**: Continuous data collection from connected devices ensures instant awareness of operational status and conditions, facilitating quick responses to changes. 3. **Predictive Maintenance**: The platform utilizes advanced analytics to identify patterns in historical data and forecast maintenance needs, helping prevent unexpected failures and optimize asset lifespan. 4. **Remote Access and Control**: Users can manage and control infrastructure assets from any location, allowing them to adjust settings or troubleshoot issues without physical access. 5. **IoT Device Integration**: Seamless integration capabilities with various IoT sensors and devices enhance data collection and facilitate an interconnected monitoring system. 6. **User-Friendly Interface**: The platform's user-friendly interface ensures users can navigate and utilize its features efficiently, regardless of their technical expertise. 7. **Strong Security Measures**: Enhanced security protocols, including encryption and user authentication, protect sensitive data and ensure the integrity of infrastructure management. 8. **Custom Reporting Tools**: Users can generate detailed, customizable reports that provide insights into asset performance, operational efficiency, and usage, supporting data-driven decisions. 9. **Mobile Compatibility**: The platform offers mobile applications that allow users to access their infrastructure management tools on the go, ensuring continuous oversight and management. 10. **Collaboration Features**: Built-in communication tools enhance stakeholder teamwork and information-sharing, promoting coordinated efforts and responsive decision-making. 11. **Sustainability Tracking**: Tools for monitoring energy usage and resource consumption help organizations pursue sustainability initiatives and reduce environmental impact. 12. **Alerts and Notifications**: Users are notified of critical events and performance thresholds via customizable alerts, enabling proactive management of assets. 13. **Data Visualization Tools**: Interactive graphs and visual representations help users interpret data quickly, making it easier to identify trends and anomalies. 14. **Automated Workflows**: Customizable workflows automate routine tasks, increasing efficiency and reducing the potential for human error. These features work together to create a powerful platform for effectively managing smart infrastructure assets, enhancing operational efficiency, and supporting organizational goals.	*
82	If applicable, describe how your platform	Our platform is designed to integrate and support a wide array of data sources,	

supports multiple data sources and integrates them into a unified dashboard for real-time monitoring.	enabling effective monitoring and management through a unified dashboard tailored for real-time insights. The core of our integration capabilities lies in our multi-protocol functionality, which facilitates communication with various types of existing equipment. This includes: - Supporting analog and digital interfaces to read essential data from sensors and devices. - Connecting to serial interfaces to expand the range of data sources available for monitoring. Our platform enhances data collection by converting traditional data streams into wireless formats. This is especially advantageous for systems that require retrofitting without significant infrastructure investments. Through local synchronization devices, we capture data from legacy equipment and transmit it wirelessly to the platform, allowing for greater scalability and modernization of operations. For client access, we integrate with numerous software protocols and standards that enhance interoperability with existing systems. Key integrations include: - BACnet for Building Management Systems, facilitating communication among smart devices in systems managing HVAC, lighting, and security. - Connections to SCADA systems via FTP and HTTPS, allowing for seamless data transfer and monitoring across various operational environments. - Compatibility with major cloud service providers like AWS and Azure, enhancing data storage, processing, and analytics capabilities. Our platform also supports additional protocols such as CoAP for IoT devices, PubSub and MQTT for real-time messaging, and Modbus for industrial communication. This wide-ranging support ensures that we can gather and organize data from virtually any connected device. Once the data is collected, it flows into our unified dashboard. Here, we focus on: - Aggregating information from different sources to provide a comprehensive view of system performance. - Offering visualization tools that transform raw data into insightful charts, graphs, and alerts, enabling users to spot trends and anomalies easily. - Customizing dashboards according to user preferences, allowing clients to prioritize the metrics that matter most to their operations. In summary, by combining these elements, our platform provides clients with robust monitoring and management capabilities. The result is a streamlined process that enhances operational insights, minimizes downtime, and supports proactive decision-making, allowing organizations to effectively leverage their existing infrastructure while adapting to evolving needs and challenges. In addition to our robust integration capabilities, our platform utilizes device profiles and decoders to ensure comprehensive data normalization from multiple brands and a variety of sensors. This is crucial for effective analytics and dashboarding. Device profiles are essential components that define the characteristics and operational parameters of various types of equipment and sensors. By establishing a clear understanding of each device's data output, our platform can effectively interpret and standardize the information regardless of the manufacturer. This is particularly important in environments with heterogeneous equipment, where different brands may use varying formats and protocols to transmit data. Decoders play a critical role in this process by translating raw data from disparate sources into a consistent format that our platform can understand. For example: - **Analog and Digital Signals:** Decoders can convert raw voltage or current readings from analog sensors into usable data points, while also interpreting digital signals coming from devices that send data in non-standard formats. - **Serial Data Interpretation:** When dealing with serial communication protocols, decoders ensure that messages are properly parsed and understood. - **Protocol Translation:** For devices using specific industry protocols like Modbus or BACnet, decoders translate the raw packets into normalized values that represent measured parameters accurately. Once the data is decoded, our normalization process comes into play. This involves several steps: - **Standardization of Units:** Data from different sensors might be recorded in various units (e.g., temperature in Celsius vs. Fahrenheit). Our platform converts these into standardized units for consistency across the board. - **Data Consolidation:** Regular data points, such as timestamping, are synchronized	*

	to ensure that all sensor data aligns chronologically, allowing for accurate time-series analysis. - **Contextual Relationships:** We establish relationships between different data points from various sensors to create a holistic view of the environment. For example, linking temperature and humidity readings to overall system performance. With normalized data from multiple sensors and brands, our analytics capabilities are significantly enhanced. This rich dataset allows for advanced analytical techniques, including: - Predictive analytics to forecast potential issues based on historical patterns. - Trend analysis to identify significant changes over time that might indicate system inefficiencies or opportunities for improvement. - Real-time monitoring dashboards that provide instant insights into system performance, generating alerts for any anomalies that fall outside of expected parameters. In summary, through the effective use of device profiles, decoding mechanisms, and data normalization techniques, our platform empowers organizations to gain actionable insights from a diverse array of data sources. This integrated approach not only improves the reliability of analytics but also enhances the overall usability of the dashboard, allowing users to make informed decisions based on a comprehensive understanding of their operational landscape.

Table 7E: Integration with Turnkey Services

Using the comments text box, answer the questions below if your proposal is offering **Integration with Turnkey Services.**

☐ We will not be submitting for Table 7E: Integration with Turnkey Services

Line Item	Category or Type	Comments *	
83	Describe what levels of service (e.g., technology/infrastructure only, turnkey, other) are being proposed.	End-to-end solutions as desired. Hardware includes a wireless long-range LoRaWAN infrastructure and an application server with multiple solutions, and these solutions can be purchased individually. Options are available for cloud-based services, on-premise, and hybrid modalities.	*
84	Describe your proposed maintenance plans and schedules. Provide details on routine maintenance, emergency repairs, software updates, and any remote monitoring capabilities. Include pricing for such maintenance in your proposal.	Proposed Maintenance Plans and Schedules Our maintenance strategy is built around automated monitoring solutions that drive regular maintenance activities. This approach focuses on the health of the sensors themselves, their connectivity, and the specific parameters they are measuring, such as leak detection or vibration levels on pumps. Routine Maintenance Regular maintenance is automated and scheduled based on data received from our monitoring solutions. This includes continuous health checks of sensors, connectivity status, and performance metrics. If any anomalies are detected—such as increased vibrations in pumps or potential leaks—alerts will be generated for immediate attention. Maintenance schedules will be aligned with the insights gained from this monitoring, ensuring that all equipment is serviced efficiently and proactively. Emergency Repairs An emergency response team will be available around the clock to handle urgent repairs. In the event of a failure indicated by our monitoring system, the team will be alerted and can act quickly to minimize downtime. Having critical spare parts readily accessible will support our rapid response capability. Software Updates Software updates will follow a regular schedule, occurring quarterly, but will also be influenced by feedback from our monitoring systems. Should any critical vulnerabilities or required enhancements be identified, we will implement urgent updates regardless of the schedule to maintain system security and efficiency. Remote Monitoring Capabilities Our remote monitoring systems will provide real-time insights into equipment health. These capabilities include tracking sensor performance, connectivity, and the specific measurements being reported. If any irregularities—such as fluctuations in pressure or signs of wear—are detected, alerts will be sent to our technical team for rapid assessment and action. This maintenance plan leverages advanced monitoring technologies to ensure that we maintain optimal performance and quickly address any issues that arise, ultimately enhancing system reliability and longevity.	*

| 85 | Briefly describe one (1) project you have completed for another public agency and OUTLINE the deployment process. | One project we recently completed for Jacksonville International Airport (one year ago and ongoing for four more years) involved responding to a bid for air monitoring. What started as a focused initiative quickly expanded into a comprehensive solution encompassing people counting, odor control, predictive maintenance, and various other features.

The deployment process began with the installation of advanced air monitoring systems. These systems were designed to be battery-operated and self-installed, greatly simplifying the implementation process. No professional installation was required, allowing the airport to quickly adopt the technology without the usual disruptions associated with traditional installation methods.

The project's scope grew as we began to see results from the air monitoring. We integrated people counting capabilities, which provided valuable insights into passenger flow and helped optimize staffing and resources. Additionally, odor control systems were implemented to enhance the overall passenger experience, ensuring a comfortable environment throughout the airport.

Predictive maintenance was another crucial aspect of the expanded project. By utilizing data collected from the various systems, we could anticipate potential maintenance issues before they become problems, thereby reducing downtime and improving operational efficiency.

All these systems were integrated into a cloud-based dashboard, which provided airport operations personnel with a centralized view of all metrics and insights. The dashboard aggregated data from air quality to passenger counts and maintenance alerts, allowing for informed decision-making and streamlined operations.

What began as a bid for air monitoring evolved into a fully automated, integrated system that significantly enhanced Jacksonville International Airport's operational capabilities. The project improved the airport's efficiency and elevated the passenger experience through technology-driven solutions. |

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

Line Item 86. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the "Bid Documents" section. Proposer must upload the redline in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	○ Yes ◉ No

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

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

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

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

- [Pricing](#) - Senzary 2025 pricing schedules.pdf - Tuesday April 15, 2025 15:35:11
- [Financial Strength and Stability](#) - senzary financial stability letter.docx.pdf - Tuesday April 15, 2025 15:53:36
- [Marketing Plan/Samples](#) - Senzary presentations and marketign brochure samples.zip - Tuesday April 15, 2025 15:46:15
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples (optional)
- Requested Exceptions (optional)
- [Upload Additional Document](#) - 2024 SENZARY SENSOR CATALOGUE.pdf - Tuesday April 15, 2025 15:35:54

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. - Eric Schummer, ceo, SENZARY LLC

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

⊙ **Yes** ⊙ **No**

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_7_Smart_Infrastructure_RFP041525 Fri April 4 2025 03:43 PM	☑	1
Addendum_6_Smart_Infrastructure_RFP041525 Tue April 1 2025 04:19 PM	☑	8
Addendum_5_Smart_Infrastructure_RFP041525 Thu March 27 2025 02:54 PM	☑	1
Addendum_4_Smart_Infrastructure_RFP041525 Wed March 26 2025 04:07 PM	☑	1
Addendum_3_Smart_Infrastructure_RFP041525 Tue March 25 2025 09:49 AM	☑	2
Addendum_2_Smart_Infrastructure_RFP041525 Tue March 18 2025 08:15 AM	☑	1
Addendum_1_Smart_Infrastructure_RFP041525 Wed March 12 2025 08:05 AM	☑	1