



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL RFP #041525
Entitled**

Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services

The following advertisement was placed February 25, 2025, in and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, and The New York State Contract Reporter www.nyscr.ny.gov, February 26, 2025, in South Carolina's *The State*, and the *Deseret News*, February 25, 2025 and March 02, 2025 in *The Salt Lake Tribune*, and Oregon's *Daily Journal of Commerce*, February 26, 2025, and February 25, 2025 and March 04, 2025 in *The Oklahoman*, and February 25, 2025, and March 04, 2025 in the *USA Today*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services to result in a procurement solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than April 15, 2025, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

9386 2845 Quebec, Inc.	Maximin Management, LLC
AICO	Miovision Technologies Incorporated
AlmsTravel, LLC	Municipal Parking Services
Amerlux Lighting - Delta Intelligent Building Technologies	New Tech Solutions, Inc.
Amundson Enterprises, LLC	NTT America, Inc.
ATS Management, LLC	nureal.ai
ATS Traffic	Outdoorlink, Inc
BusPatrol America, LLC	Pearl Street Systems, LLC
Casambi, Inc.	People Tech Group, Inc.
Category Development	Pi Variables, Inc.
Cherokee Staffing and Services	Police department Chicago

Cirkuit, Inc.	Precision Control Systems, Inc.
CityKinect, Inc.	PWXPress
Clovity, Inc.	Qureshi Enterprise, Inc.
CODRA Software Limited	Regina Construction Association
Complex System, Inc.	Rigstar Communications, Inc.
Computer Consultants International, Inc.	Schreder Lighting, LLC
Controls Depot	SELS USA, LLC
Cooper Lighting, LLC	Senzary, LLC
Cyber Information Technology, Inc.	SewerAI Corporation
DevCare Solutions	Signify North America Corporation
Dimonoff	Sled Consulting, LLC
Econolite Canada, Inc.	Steele Lighting Solutions
Electromega Ltee/Ltd	Streetline Technology, LLC
eRepublic, Inc.	Superior Information Technologies, LLC.
Evair GIS Consulting	Switch Incorporated
EVready, LLC	T-STAC STEEL TOWER LTD.
Ferrovial Energía	Tagmarshal, Inc.
FERROVIAL ENERGY SOLUTIONS, LLC	TALOSYS, Inc.
Flashnet, LLC	Technology International, Inc.
Fonroche Lighting America	Teckra, Inc.
GlobalDWS Corporation	TerraGo Technologies
HCLTech Public Sector Solutions	The Character Group, LLC
Intellistreets, Inc.	The PlanIT Room
Itron, Inc.	The RoviSys Company
ITS Plus, Inc.	Tool Country, Inc.
Jackson Control Co, Inc.	Ubicquia, Inc.
Johns Storage	Valmont Structures
Kallipr Americas, LLC	Vennfrog, LLC
Kapu Solutions	Visionaire Lighting, LLC
Kardham DIGITAL	Voltpost, Inc.
Karror, LLC	Wesco Distribution Canada
KISTERS North America, Inc.	Wi-Com Solutions
Lakeshore Learning Materials	WIRELESS LINKS, INC.
Levitt-Safety Limited	WSP Canada, Inc.
LiveView Technologies	XiR Group, LLC
Mavros, LLC	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on April 15, 2025, at 4:30 p.m. Central Time. Proposals were received from the following:

ATS Traffic
BusPatrol America, LLC

Clovis, Inc.
Cooper Lighting, LLC
Dimonoff
EVready, LLC
FERROVIAL ENERGY SOLUTIONS, LLC
Fonroche Lighting America
Itron, Inc.
ITS Plus, Inc.
Karror, LLC
Municipal Parking Services
NTT America, Inc.
nureal.ai
Outdoorlink, Inc.
Pi Variables, Inc.
Senzary, LLC
Signify North America Corporation
Tagmarshal, Inc.
TALOSYS, Inc.
Teckra, Inc.
Ubicquia, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Lisa Truax, CPPB, Senior Procurement Analyst
Paul Dotson, MA, Procurement Analyst II
Jonathan Love, MA, Procurement Analyst II
Brittney Cotner, MBA, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

ATS Traffic, founded in 1966, offers traffic control devices, signage, smart work zone technologies, lane closures, engineering support, and 24/7 emergency response. ATS's sales and support staff are aligned divisionally throughout the United States and Canada, ensuring comprehensive coverage to Sourcewell participating entities. They offer a pole-mounted speed radar sensor, ambient sound monitoring sensor, air quality sensor, dual-camera imaging sensor, and an IOT platform that integrates all sensors. ATS Traffic offers pricing to Sourcewell participating entities at a better rate than is typically offered to other government institutions of similar size.

Clovis, Inc. provides the CSensorNet IoT platform and hardware for monitoring air quality, lighting, noise, and other environmental conditions, along with the Atlassian platforms Jira and Confluence to participating entities across the United States. Clovis's three-tier service model allows participating entities to purchase the sensors and hardware alone, with full system configuration and integration with Jira and Confluence, or a hybrid approach. As a certified Minority Small Business Enterprise, Clovis ensures their systems have open-standard APIs using REST, MQTT, and JSON for smooth integration with legacy systems and other applications, functioning on either wired or wireless networks. Clovis offers a competitive discount off their MSRP.

Cooper Lighting, LLC offers a wide range of advanced lighting solutions. By combining LED luminaires with advanced control systems, robust sensor technologies, and comprehensive support services, Cooper Lighting delivers customized, end-to-end lighting solutions. These solutions cater to the diverse needs of

Sourcewell participating entities across the United States and Canada, ensuring optimal performance and long-term operational efficiency. Cooper Lighting provides sales and service coverage directly to participating entities or through their strategic partnerships, extending their customer service and turnkey integration services. Additionally, Cooper Lighting offers a competitive discount off their MSRP.

Dimonoff provides a comprehensive suite of IoT solutions, including an advanced management platform, gateways, smart wireless lighting nodes, and a centralized control system. The company has successfully delivered three of the six largest outdoor lighting control installations worldwide. With over 18 years of dedicated research and development in public lighting control and monitoring technologies, Dimonoff brings deep industry expertise. Supported by a skilled sales and service team and an established partner network, Dimonoff effectively serves participating entities across the United States and Canada. Dimonoff is offering a competitive discount from their MSRP.

EVready LLC, incorporated in 2023, is a Boston-based company specializing in electric vehicle (EV) charging infrastructure, procurement, and strategic energy solutions. They offer a range of solutions including EVready Simplify, a holistic and adaptive electrification management solution designed to protect investments, reduce costs, and improve operational efficiency, as well as EVready Playbook, EVready Guardian, and EVready Manage. EVready's sales, service, and authorized network of distributors are available to Sourcewell participating entities throughout the United States and Canada. They also offer advantageous discounts for Sourcewell participating entities.

Fonroche Lighting America offers comprehensive solar streetlighting solutions designed to meet the needs of municipalities, counties, transportation departments, and other public agencies across the United States and Canada. Their system uses NiMH batteries, known for their resistance to temperature extremes and battery lifespan. They offer project design, engineering support, and maintenance services. Fonroche's modular design offers multiple options for poles and mounting, DarkSky compliant LED fixtures, and solar panel assemblies, all backed by an 8-year warranty. They offer competitive base discounts and tiered volume discounts.

ITS Plus, Inc. designs and manufactures sensors, hardware, and software that detect and classify vehicles at traffic intersections, improving traffic flow by an estimated 30%. The data collected through the ITS Plus solution provides insight for safety, infrastructure planning, improved traffic flow, and reduced emissions. ITS Plus' direct sales and service force provides coverage to participating entities across the United States and Canada. Their non-cognitive AI model, trained for 13 years, can identify every road user in its field of view with 99.99999% accuracy in just 40 seconds. ITS Plus is offering Sourcewell participating entities a competitive discount from MSRP.

NTT America, Inc. offers a comprehensive suite of solutions and services designed for the deployment, monitoring, and management of smart infrastructure. With more than 70 years of industry expertise, their platform delivers real-time analytics, AI-driven predictive insights, and full API interoperability for seamless integration. NTT America is well-positioned to support participating entities throughout the United States and Canada, offering Sourcewell participating entities a competitive discount.

nureal.ai, spun off from its original company Clovity in 2023, aims to bring affordable and easily adoptable AI to small and medium-sized entities. Their salesforce and network of distributors and resellers are based in the United States, covering the west coast, east coast, mid-west and south regions. They offer a singular unit light head solution with embedded cameras, environmental sensors, decibel meter sensors, processing, network connectivity, and AI software with Generative, Agentic, and pre-trained models. Discounts for Sourcewell participating entities are being offered at a benefit to each entity.

Outdoorlink, Inc. is a family-owned leader in North America, specializing in remote management solutions for billboards, digital displays, commercial signage, exterior lighting controls, and sports facilities. Their smart controllers and fault detection platforms are linked to a portal which supplies real-time alerts, map views, and reports on system data and maintenance. Outdoorlink's portal offers an Open API, allowing it to communicate seamlessly with other component management systems. They offer competitive discounts on hardware purchases and tiered discounts on service plans based on length of plan.

Pi Variables, Inc. dba Pi-Lit, offers the Impact Detection System (IDS), a 60-patent, novel radio mesh network and traffic guidance system. Their mission is to ensure road workers, first responders, and drivers make it home safely every night. Their technology connects road warning devices with each other, with GPS satellites, and with cloud services such as Waze and Apple Maps. Pi-Lit's sales and service team is always be involved, whether working directly or through their network of dealers or independent manufacturer's representative, providing coverage to participating entities across the United States and Canada. As a certified Women Business Enterprise (WBE), Pi-Lit offers a competitive discount off retail pricing for entities choosing a 1-year or 3-year monitoring plan.

Senzary LLC delivers end-to-end, pre-integrated IoT solutions that address the real-world challenges faced by industrial, commercial, and public sector clients. Through 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. They operate a remote service force and a nationwide network of authorized dealers and resellers. Senzary offers competitive pricing, including discounts on hardware, software subscriptions, and tiered multi-year support/development contracts.

Signify North America Corporation offers streetlight poles and brackets, luminaires, environmental sensors, and the Interact City smart city platform to participating entities in the United States and Canada. Signify's products and solutions are deployed in different climates including cold locations like Ontario and hot locations like Arizona. They provide a full end-to-end Z4i certified system. Interact City is TALQ and FIWARE certified, operating on existing cellular networks and leveraging AI to identify faults and interpret system data more efficiently than legacy systems. Signify provides turnkey services including system startup, training, and ongoing support. They offer competitive discounts on hardware and subscription services, as well as volume discounts based on total annual purchases.


TALOSYS Inc. provides LoRaWAN-based smart infrastructure and environmental monitoring solutions. They offer a comprehensive portfolio of turnkey outdoor monitoring solutions, including temperature, soil moisture, air quality, water level, water quality, noise, and weather monitoring systems. Their advanced gateways and a cloud dashboard platform ensure seamless operation in off-grid or signal-limited environments, making them ideal for both dense urban and remote deployments across the United States and Canada. TALOSYS' sales and service team offers sales, installation, configuration, and technical support to participating entities, ensuring consistent and responsive representation. TALOSYS holds multiple socio-economic certifications, including Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Disadvantaged Business Enterprise (DBE), and Small Business Enterprise (SBE). They offer competitive discounts on hardware and subscription services, as well as volume discounts based on total annual purchases.

For these reasons, the following awards of Sourcewell **Master Agreement #041525** are recommended:


ATS Traffic	#041525-ATST
Clovity, Inc.	#041525-CLVY
Cooper Lighting, LLC	#041525-CPL
Dimonoff	#041525-DIMN

EVready, LLC
Fonroche Lighting America
ITS Plus, Inc.
NTT America, Inc.
nureal.ai
Outdoorlink, Inc.
Pi Variables, Inc.
Senzary, LLC
Signify North America Corporation
TALOSYS, Inc.

#041525-EVRY
#041525-FNR
#041525-ITS
#041525-NTTA
#041525-NURL
#041525-OUTD
#041525-PIV
#041525-SENZ
#041525-SINF
#041525-TALO

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Brittney Cotner, MBA, Procurement Analyst

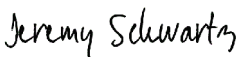
STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for RFP #041525 Smart Infrastructure Solutions, Outdoor Sensors, and Related Products and Services.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on August 19, 2025.

Signed by:

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Operating and Procurement Officer