

**Solicitation Number: RFP #120423****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Parkunload, Inc., 7950 NW 53<sup>rd</sup> St., Suite 337, Miami, FL 33166-4791 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Curb Management Technologies with Related Services from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

**1. TERM OF CONTRACT**

A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.

**EXPIRATION DATE AND EXTENSION.** This Contract expires January 15, 2028, unless it is cancelled sooner pursuant to Article 22. This Contract allows up to three additional one-year extensions upon the request of Sourcewell and written agreement by Supplier. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

B. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

## 2. EQUIPMENT, PRODUCTS, OR SERVICES

A. EQUIPMENT, PRODUCTS, OR SERVICES. Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. WARRANTY. Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcwell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcwell receives the most current information.

## 3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. **SALES TAX.** Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. **HOT LIST PRICING.** At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services 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 Contract and will be incorporated by reference.

## **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and

Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. **ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum, the terms of which will be negotiated directly between the Participating Entity and the Supplier or its authorized dealers, distributors, or resellers, as applicable. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. **SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. **TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

E. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

## 7. CUSTOMER SERVICE

A. PRIMARY ACCOUNT REPRESENTATIVE. Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, performance issues, supply issues, customer issues, and any other necessary information.

## 8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcewell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales 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;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, in reference to Table 13, Line 77 of Supplier's Proposal, the negotiated administrative fee

Supplier will pay to Sourcewell on all Equipment, Products, and Services provided to Participating Entities, is five percent (5%). The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

## **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

## **10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE**

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Contract are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract 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. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

## **11. INDEMNITY AND HOLD HARMLESS**

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract 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 the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

## **12. GOVERNMENT DATA PRACTICES**

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, maintained, or disseminated by the Supplier under this Contract.

## **13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT**

### **A. INTELLECTUAL PROPERTY**

1. *Grant of License.* During the term of this Contract:
  - a. 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 and



promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.

b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.

2. *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, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. *Use; Quality Control.*

a. 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.

b. 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. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. *Termination.* Upon the termination of this Contract 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.

B. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. **MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. **ENDORSEMENT.** The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

#### **14. GOVERNING LAW, JURISDICTION, AND VENUE**

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

#### **15. FORCE MAJEURE**

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

#### **16. SEVERABILITY**

If any provision of this Contract 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 Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

#### **17. PERFORMANCE, DEFAULT, AND REMEDIES**

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## 18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract 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:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *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 Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for products liability-completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms

no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. 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 sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their 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 Contract 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 Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

## **19. COMPLIANCE**

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

## **20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

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 the Canadian government, as applicable; 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 Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

## **21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract 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 Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts 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.

B. **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 be in compliance with all applicable Davis-Bacon Act provisions.

C. 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 or 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 Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. 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 contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. 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 Contract will comply with applicable requirements as referenced above.

F. 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.

G. 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).

H. 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.

I. 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.

J. 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.

K. 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 Contract 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.

L. 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.

M. 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.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract 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 Contract or any purchase by an authorized user.

O. 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 Contract or any purchase by a Participating Entity.

P. 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.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract 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.

R. 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.

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

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

**22. CANCELLATION**

Sourcewell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell

Parkunload, Inc.

DocuSigned by:  
*Jeremy Schwartz*  
By: C0FD2A139D06489...  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 1/11/2024 | 12:39 PM CST

DocuSigned by:  
*Carles Sentis*  
By: 1CBF35C6DF6D497...  
Carles Sentis Ros  
Title: CEO  
Date: 1/11/2024 | 1:36 PM EST

# RFP 120423 - Curb Management Technologies with Related Services

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## Vendor Details

Company Name: PARKUNLOAD, SL

Does your company conduct business under any other name? If yes, please state: PARKUNLOAD

Address: 7950 NW 53RD Street  
Suite 337  
Miami, Florida FL 33166

Contact: Carles Sentis Ros

Email: csentis@parkunload.com

Phone: 215-478-1169

HST#: 84-4124944

## Submission Details

Created On: Thursday November 16, 2023 04:59:18

Submitted On: Monday December 04, 2023 12:08:44

Submitted By: Carles Sentis Ros

Email: csentis@parkunload.com

Transaction #: def52f27-ed43-4abf-9e7f-0c82ecf5086d

Submitter's IP Address: 79.159.10.210

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## Specifications

**Table 1: Proposer Identity & Authorized Representatives**

**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).

| Line Item | Question   | Response *  |
|-----------|--|---|
| 1         | Proposer Legal Name (one legal entity only):<br>(In the event of award, will execute the resulting contract as "Supplier")   | Parkunload, Inc.  |
| 2         | Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.  | Parkunload, SL  |
| 3         | Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.   | Parkunload, Inc.  |
| 4         | Provide your CAGE code or Unique Entity Identifier (SAM):  | TEJ3XLZ73LA9  |
| 5         | Proposer Physical Address:   | 7950 NW 53RD ST., Suite 337<br>Miami, FL 33166-4791 USA   |
| 6         | Proposer website address (or addresses):   | <a href="https://www.parkunload.com/">https://www.parkunload.com/</a>   |
| 7         | 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 and, in the event of award, will be expected to execute the resulting contract): | Mr. Carles Sentis Ros<br>7950 NW 53RD ST., Suite 337<br>Miami, FL 33166-4791 USA<br>csentis@parkunload.com<br>+1 786 241-8097 |
| 8         | Proposer's primary contact for this proposal (name, title, address, email address & phone):  | Mr. Carles Sentis Ros<br>7950 NW 53RD ST., Suite 337<br>Miami, FL 33166-4791 USA<br>csentis@parkunload.com<br>+1 786 241-8097 |
| 9         | Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):   | Mr. Fernando Ferrando<br>7950 NW 53RD ST., Suite 337<br>Miami, FL 33166-4791 USA<br>csentis@parkunload.com<br>+1 786 241-8097 |

**Table 2: Company Information and Financial Strength**

| Line Item | Question | Response * |
|-----------|----------|------------|
|-----------|----------|------------|

|    |  |   |
|----|--|---|
| 10 | Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.   | <p>PARKUNLOAD is a start-up leading technological company focused on the digital regulation, control, and monitoring of the curbside - smart parking zones, like loading or delivery zones, drop-off &amp; pick-up areas or park and ride zones, based on mobile apps and Bluetooth proximity sensors attached on the road signs delimiting each smart parking zone, according to a patented parking control method already awarded in both the USA and European Union.</p> <ul style="list-style-type: none"> <li>• Parkunload, Inc was established on December 09, 2019, and it is 100% owned by Parkunload, SL.</li> <li>• Parkunload, Inc is the branch of Parkunload SL in the United States.</li> <li>• Parkunload, SL was established on September 15, 2017, in Barcelona (Spain).</li> </ul> <p>Parkunload mission is to accelerate the shift towards sustainable city logistics and urban mobility by fully digitizing the curbside management with "Sustainable Smart loading and delivery zones", based on a patented solution with mobile apps and Bluetooth sensors attached to the signs delimiting each smart zone.</p> <p>Parkunload has designed, patented, and developed an innovative and unique solution to regulate, control and monitor Smart Loading and Delivery Zones composed by:</p> <ul style="list-style-type: none"> <li>• Smart Road Signs to detect Smart zone's unique code via Bluetooth.</li> <li>• Mobile app for drivers to display dynamic parking conditions, get valid proof-of-parking and inform about availability levels in real-time.</li> <li>• Mobile app for parking enforcement agents to control parking permits and remaining parking time of vehicles parked in the smart zones</li> <li>• Web-based BackOffice to manage, monitor and analyze Smart Loading Zones of the city.</li> <li>• Big Data Analytics platform to analyze anonymized and grouped parking sessions for the city planners to optimize curb management.</li> <li>• API services to integrate with both IT and parking platforms of the city.</li> </ul> <p>Parkunload is an extremely easy-to-deploy and easy-to-use mobile platform, that creates a win-win situation where citizens, authorities and commercial drivers benefits to move forward on sustainable city logistics and curbside management.</p> <p>Parkunload has already achieved 175,000 app users and deployed 4,000 smart zones across several cities with an excellent review of 4,9/5.</p> |
| 11 | What are your company's expectations in the event of an award?   | <p>From Parkunload, we are thrilled to have the chance to become part of Sourcewell contract as a technology provider to digitally manage the curb by deploying Smart Loading or Delivery Zones in cities and universities across the USA and Canada.</p> <p>Parkunload aims to deploy Smart Loading and Delivery Zones across US and Canadian cities in order to accelerate the shift towards sustainable city logistics, based on cost-effective and efficient solution to sort out current urban mobility issues in the traditional loading zones.</p> <p>Initially, Parkunload aims to deploy pilots in medium sized cities in order to demonstrate the outstanding KPI that we have already achieved in several cities across Europe.</p>  |
| 12 | 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. | <p>Parkunload, Inc is still a small business entity as a startup firm in the USA, with a relevant Federal R&amp;D program sub-awarded by Texas Transportation Institute (TTI) since 2020.</p> <p>Parkunload, Inc is the branch of Parkunload, SL (Barcelona, Spain, Europe), which was established in 2017 and have deployed the Smart Loading Zones solutions in several European capitals like Madrid (Spain), Paris and Metropole du Grand Paris (France), Dublin (Ireland) and Lisbon (Portugal), as well as tens of mid-size cities in the European Union.</p> <p>Parkunload Europe has already achieved 600,000\$ in 2023, including revenues from projects, SaaS fees and R&amp;D programs.</p> <p>Parkunload includes the next financial statements in this proposal for Sourcewell, which may be complemented if required by Sourcewell:</p> <ul style="list-style-type: none"> <li>- Financial statements Parkunload, Inc (US) 2022</li> <li>- Financial statements Parkunload, SL (Europe). 2022</li> <li>- Detailed Financial statement of Parkunload, SL (Europe), 2019 as GAAP.</li> </ul>  |

|    |  |   |   |
|----|--|---|---|
| 13 | What is your US market share for the solutions that you are proposing?   | Parkunload is focused on a 100% digital solution, based on mobile apps and Bluetooth sensors to control, regulate, analyze, and monitor SMART LOADING & DELIVERY ZONES.<br>Since 2020, Parkunload Inc. has deployed the solution for Smart Truck Zones in the framework of a Research & Development program with Texas and A&M Transportation Institute for the FMCSA and the DOT of Iowa and Wisconsin.<br>Parkunload's parking control method has been awarded with a Patent in the USA, since 2021.<br>Nowadays, Sustainable Smart Loading or Delivery Zones are not available in the United States, although this solution has been deployed in more than 4,000 smart zones in European cities. | * |
| 14 | What is your Canadian market share for the solutions that you are proposing?   | Parkunload is focused on a 100% digital solution, based on mobile apps and Bluetooth sensors to control, regulate, analyze, and monitor SMART LOADING & DELIVERY ZONES.<br>Since 2020, Parkunload Inc. has deployed the solution for Smart Truck Zones in the framework of a Research & Development program with Texas and A&M Transportation Institute for the FMCSA and the DOT of Iowa and Wisconsin.<br>Nowadays, Sustainable Smart Loading or Delivery Zones are not available in Canada, although this solution has been deployed in more than 4,000 smart zones in European cities<br>Parkunload's parking control method is dealing with the examination process of the Patent in Canada.   | * |
| 15 | Has your business ever petitioned for bankruptcy protection? If so, explain in detail.   | No, Parkunload has not ever been petitioned for bankruptcy protection.  | * |
| 16 | How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.<br>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?<br>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? | b) Parkunload is a service provider, and we fully develop our smart parking platform with our own software development and customer service team. Parkunload also uses to partnership with other US companies to further develop business opportunities and sales across the United States and Canada.  | * |
| 17 | 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.  | Parkunload has been awarded with a USA's patented parking control method based on mobile apps and Bluetooth Low Energy proximity sensors (beacons) to regulate, control, and monitor parking sessions in the loading and unloading zones, as well as other time-limited and restricted parking zones to digitally manage the curbside. Parkunload is a cloud-based solution hosted by Microsoft Azure and Google Cloud Services, from where Parkunload uses several digital services.   | * |
| 18 | Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.   | Parkunload, Inc or Parkunload, SL has not ever been suspended or debarment.   | * |

**Table 3: Industry Recognition & Marketplace Success**

| Line Item | Question   | Response *   |
|-----------|--|--|
| 19        | Describe any relevant industry awards or recognition that your company has received in the past five years | PARKUNLOAD is a leading technological company focused on the digital regulation, control, and monitoring of smart parking zones, like loading or delivery zones, pick-up areas or park and ride zones, based on mobile apps and Bluetooth proximity sensors attached on the road signs delimiting each smart parking zone.<br><br><ul style="list-style-type: none"> <li>• 2017 <ul style="list-style-type: none"> <li>o EU and PCT patent application with an innovative parking control method, based on apps and beacons.</li> <li>o Parkunload, SL founded and established in Barcelona (Spain) (European Union).</li> <li>o Design and development of Parkunload components and applications version 1.0</li> </ul> </li> </ul> |

- 2018
  - o First Smart Loading Zones pilot deployment in the city of Vic (Barcelona) (EU).
  - o Award of contract with SBIR Last Mile Delivery Challenge Phase 1 – Smart Dublin and Belfast. (Ireland and United Kingdom) (EU).
  - o Award of recognition during the Urban Freight Lab Tech Day in the University of Washington (Seattle) (US).
- 2019
  - o Attendance as speaker at 2019 Transportation Research Board in Washington (US).
  - o First Smart Loading Zones Research project in Germany (City of Stuttgart) (EU).
  - o Global innovation: development and launch of Parkunload's Smart Parking Button.
  - o Research Agreements with Universities worldwide: USA, Sweden, Ireland, Australia...
  - o First Smart Loading Zones deployment in UK - Northern Ireland. (Belfast) (EU).
  - o First Smart Loading Zones deployment in Madrid (City of Majadahonda) (Spain) (EU).
  - o First Smart Loading Zones deployment in Ireland (Dublin, University College Dublin) (EU).
  - o Exhibit on Smart City Expo World Congress, European Parking Association Congress, ...
  - o International Parking & Mobility Institute (IPMI) award of excellence application.
  - o European Parking Association (EPA) membership accepted.
  - o Award of contract with Chalmers University to pilot Parkunload in Stockholm and Goteborg.
  - o Presentation of Parkunload success case in POLIS Congress, the main network of European cities and regions cooperating for innovative transport solutions.
  - o Award of contract with European Union H2020 SME (Small and Medium-sized Enterprises) Phase 1 program.
- 2020
  - o Establishment of Parkunload, Inc. in USA, which is 100% owned by Parkunload, SL.
  - o Exhibit on 2020 Transportation Research Board in Washington (US).
  - o Smart Loading Zones project deployment in several European cities (EU).
  - o Parkunload participates in the London challenge regarding Last Mile Delivery.
  - o Awarded a R&D project in the French capital (Paris District 4th).
  - o Awarded the Federal Project from DOT – FMCSA with Texas Transportation Institute, which is the first project in the United States.
  - o First project deploying Smart pick-up zones to facilitate access to local business and services in the city of Rubi (Orange zones).
- 2021
  - o Parkunload, Inc. initiates the R&D Federal project for smart parking in several rest areas of US Interstates with Texas Transportation Institute and DOT / FMCSA.
  - o Parkunload deploys 140 smart loading and delivery in Paris 4th district.
  - o Parkunload is awarded with an innovative project to manage Park & Ride areas for commuters of the Public Transport Network by Catalan Government.
  - o Parkunload reaches several commercial agreements and partnerships with European firms to distribute the solution in some European countries.
  - o Parkunload is awarded with 2022 Innovation Call of Sustainable City Logistics by EIT Urban Mobility to deploy the solution to digital manage the curb in five European cities.
  - o Parkunload parking control method is patented in the United States.
- 2022
  - o Parkunload initiates the S+LOADZ project co-founded by the European Commission to deploy the platform in Paris IV, Paris X, Métropole du Grand Paris, Ankara, and Vic (Barcelona).
  - o Parkunload wins contract to develop the mobile App of the city of Madrid to regulate, control and monitor loading and unloading zones in the Spanish capital.
  - o Parkunload is awarded with several contracts in European cities to deploy loading zones, delivery zones, short-term pick-up zones near commercial areas, chemist parking areas and park & ride areas near the public transport network.
  - o Parkunload is awarded with a R&D project to integrate the mobile app within connected vehicles as stated in the patent.
- 2023
  - o Parkunload parking control method is patented in Europe (European Unit Patent).
  - o Parkunload keeps pilots in Paris and Metropole du Grand Paris related to "aires de livraison connectées".
  - o Parkunload deploys the first Smart loading zone in Portugal (Braga, Lisbon).
  - o Parkunload reaches 20 spanish cities with its solution to digitise the curbside management.
  - o Parkunload is awarded with two R&D projects from the EIT Urban Mobility

|    |  |   |   |
|----|--|---|---|
|    |  | and one additional project from Horizon Europe.<br>o Parkunload is the leading company regarding Smart Loading or Delivery Zones to accelerate the shift towards Sustainable City Logistics.  |   |
| 20 | What percentage of your sales are to the governmental sector in the past three years   | Parkunload mainly sells its smart parking platform to the governmental sector as 96% of the share for the last three years.   | * |
| 21 | What percentage of your sales are to the education sector in the past three years  | Occasionally, Parkunload sells to the education sector as 1% of the share for the last three years.   | * |
| 22 | List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?          | Parkunload Inc. has not yet been contracted by any state, provincial or cooperative purchasing. ParkUnload has been awarded federal contracts in the framework of Research & Development programs for Texas & AM Transportation Institute from FMCSA and DOT of Iowa and Wisconsin. The volume of these contracts has been \$120,000 over the past three years. | * |
| 23 | 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? | Parkunload Inc. has not yet been contracted with any Standing Offers and Supply Arrangements (SOSA).  | * |

#### Table 4: References/Testimonials

**Line Item 24.** Supply reference information from three customers who are eligible to be Sourcewell participating entities.

| Entity Name *                              | Contact Name *        | Phone Number * |   |
|--|-----------------------|----------------|---|
| Texas A&M Transportation Institute         | Jolanda Prozzi        | 512 584 9143   | * |
| ParkTrans                                  | Kevin Woznicki        | (215) 478-1169 | * |
| Philadelphia Parking Authority / ParkTrans | Scott Petri           | 215-499-1334   | * |
| Texas A&M Transportation Institute         | Bill Eisele, PhD      | 979-317-2461   |   |
| Hickory Ridge Group LLC                    | Heather Monteiro, PhD | (702)-859.8991 |   |

#### Table 5: Top Five Government or Education Customers

**Line Item 25.** Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

| Entity Name                            | Entity Type * | State / Province * | Scope of Work *  | Size of Transactions * | Dollar Volume Past Three Years * |   |
|--|---------------|--------------------|--|------------------------|----------------------------------|---|
| Texas A&M Transportation Institute     | Government    | Iowa - IA          | Smart Truck Parking Zones based on Apps and Bluetooth sensors for Iowa DOT and FMCSA.      | 1                      | \$30,000                         | * |
| Texas A&M Transportation Institute     | Government    | Wisconsin - WI     | Smart Truck Parking Zones based on Apps and Bluetooth sensors for Wisconsin DOT and FMCSA. | 1                      | \$30,000                         | * |
| Texas A&M Transportation Institute     | Government    | Texas - TX         | Smart Truck Parking Zones based on Apps and Bluetooth sensors for FMCSA.                   | 1                      | \$60,000                         | * |
| LACI - Los Angeles Cleantech incubator | Government    | California - CA    | RFI - Zero Emissions Last Mile Delivery Zone. Curb management technology.                  | 1                      | \$0                              | * |
| NEVADA DOT                             | Government    | Nevada - NV        | RFI - Mobile app for smart truck parking zones. Urban truck parking technology.            | 1                      | \$0                              | * |

#### Table 6: Ability to Sell and Deliver Service

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.  | <p>Parkunload is performing both direct and indirect sales to develop its business related to Smart Loading and Delivery Zones for curbside management in cities or university campuses across United States and Canada. According to this Parkunload already has several partnerships with some well-recognized urban mobility and parking firms in the United States and Canada, including for instance ParkTrans. In addition to this, Parkunload has also signed several Research and Development agreements with several universities and research centers worldwide, including the Texas A&amp;M Transportation Institute, Urban Freight Lab (University of Washington) or the TRB, among others.</p> <p>Parkunload may also be deployed by using funds from R&amp;D programs related to Sustainable City Logistics or Curbside management.</p>  |
| 27        | Dealer network or other distribution methods.   | <p>At Parkunload, we directly distribute our smart parking zones platform to cities without intermediaries. Sales may be made directly or indirectly. Our main business development partner in the United States and Canada is the firm ParkTrans.</p>   |
| 28        | Service force.  | <p>Parkunload directly provides customer service to cities, officers and drivers in the projects related to Smart Loading or Delivery Zones. The technical support service is also performed by Parkunload employees, who are directly contacted by digital e-mail or web forms.</p> <p>It is important to highlight that the road sign installation, delimiting each smart loading zone, may be performed directly by the city public or private services.</p>  |
| 29        | Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.   | <p>Parkunload directly distributes the smart parking zones platform to the cities. Parkunload directly publishes both the mobile apps for drivers and parking enforcement agents in the Google Play and App Store marketplaces. Cities define the project scope and the amount of smart loading or delivery zones to be deployed. Parkunload assists the city during this process based on previous experience.</p> <p>Cities may directly order new road signs from their own manufacturer. Cities usually order and install new road signs to delimit each smart loading or delivery zone with their own on-street services.</p> <p>Please, check the documentation "Project and marketing plan" for a detailed description of the process.</p>  |
| 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. | <p>Parkunload directly provides customer services for cities / universities, drivers, and parking enforcement agents, which are using either web or app-based applications. Parkunload is managing the customer support tickets with Zendesk, which may be issued from any of the applications that compose the smart parking zones platform. Parkunload provides an electronic customer service operation 24 x 7, so the customers and users can issue a support ticket from any of the available channels. In addition to this, Parkunload provides a complete Help Centre with tens of FAQ and articles for customers and end-users.</p> <ul style="list-style-type: none"> <li>• Critical issues</li> </ul> <p>Any critical technical issues are immediately evaluated and resolved within 4 hours at any time.</p> <ul style="list-style-type: none"> <li>• Serious issues</li> </ul> <p>95% of serious technical issues are evaluated, answered, and resolved within 24 hours during the office time schedule.</p> <ul style="list-style-type: none"> <li>• Light technical issues</li> </ul> <p>90% of the light technical issues are evaluated, answered, and resolved within 5 days during the office time schedule.</p> <ul style="list-style-type: none"> <li>• End user comments and opinions in markets</li> </ul> <p>90% of the comments are evaluated and answered within 48 hours during working days.</p> |
| 31        | Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.  | <p>Parkunload is looking forward to providing innovative projects to US cities focused on the digital regulation, control, and monitoring of smart parking zones, specially focused on "Smart loading or delivery zones" to promote "Sustainable City Logistics", based on mobile apps and Bluetooth proximity sensors attached on the road signs delimiting each smart parking zone according to our US patent.</p> <p>The current RFP from Sourcewell is an outstanding opportunity to deploy either pilot or operational projects related to Smart Loading Zones in US Cities, based on a digital solution that has achieved outstanding operational and environmental KPI across several cities in Europe.</p>   |

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| 32 | Describe your ability and willingness to provide your products and services to Sourcwell participating entities in Canada.  | Parkunload is looking forward to providing innovative projects to US cities focused on the digital regulation, control, and monitoring of smart parking zones, specially focused on Smart loading or delivery zones to promote Sustainable City Logistics, based on mobile apps and Bluetooth proximity sensors attached on the road signs delimiting each smart parking zone according to our US patent (Patent pending in Canada).<br><br>The current RFP from Sourcwell is an outstanding opportunity to deploy either pilot or operational projects related to Smart Loading Zones in Canadian Cities, based on a digital solution that has achieved outstanding operational and environmental KPI across several cities in Europe. | * |
| 33 | Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.  | Parkunload is a smart parking zones platform that is being commercialized under a Software as a Service (SaaS) business model, which could be easily scaled and transferred to any city in the United States or Canada.   | * |
| 34 | Identify any Sourcwell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract? | None. Parkunload is looking forward to serving entities from Sourcwell, including government (cities, municipalities, ...) and education (university campuses, ...).  | * |
| 35 | Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.  | None. Parkunload does not have specific restrictions to entities in Hawaii, Alaska and in US Territories.   | * |

**Table 7: Marketing Plan**

| Line Item | Question   | Response *  |   |
|-----------|--|---|---|
| 36        | Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response. | From the experience deploying the solution in different cities, Parkunload has improved the marketing plan continuously and identified the following key points for its successful implementation: <ul style="list-style-type: none"> <li>• Accurately identify all stakeholders of the project.</li> <li>• Imply from the beginning all stakeholders in the marketing plan.</li> <li>• Adequately execute the training plan for all the staff involved in the project.</li> <li>• Carry out communication sessions to end-users before Parkunload app is launched.</li> <li>• During Parkunload's launching phase, conceptualize and deliver to the drivers a simple and clear flyer that allows users to easily understand the use of the new app and in which loading zones it should be used.</li> <li>• Conceptualize a simple and clear Smart Loading Zone Road Sign to inform end users about app downloading.</li> <li>• Deploy and install the Smart Road Signs in a better location for the smart zone.</li> <li>• Use warning notes to communicate illegal parking during the first months after launching the smart loading zones in the city.</li> <li>• Carry out an exhaustive follow-up of the users' feedback during the operation stage.</li> </ul> Please see further information in the uploaded document "Project and marketing plan". | * |
| 37        | Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.  | According to the agreement between the city and Parkunload, the marketing and communication plan included several activities and posts on social media as well as from the official web sites of the municipality and parking authority.<br>Please see further information and samples in the uploaded document "Project and marketing plan".<br><br>It is important to highlight that during the first stage of the project launch in the city the distribution of leaflets or warning notes from parking enforcement officers is also key to effectively inform the drivers about the mobile app to regulate and control the Smart Loading or Delivery Zones.   | * |
| 38        | In your view, what is Sourcwell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcwell-awarded contract into your sales process?                                  | Sourcwell's sales force is an outstanding opportunity for Parkunload to promote Smart Loading or Delivery Zones by deploying either pilot or operational projects in the cities or universities of the USA and Canada.<br>We could very easily integrate a Sourcwell-awarded contract in our sales process, according to our commercialization, marketing, and customer services.   | * |
| 39        | Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.            | Parkunload is a unique solution based on mobile apps and Bluetooth proximity sensors, which has not ever been sold through an e-procurement ordering process yet.   | * |

**Table 8: Value-Added Attributes**

| Line Item | Question   | Response *   |
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| 40        | Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply. | <p>The training plan proposed by Parkunload foresees that all the staff involved in the parking platform for Smart Loading Zones will receive the necessary training to be able to correctly execute their role on daily operations.</p> <p>Parkunload offers a complete training plan for city administrators (web-based BackOffice) and parking enforcement officers (mobile app for agents).</p> <p>Our training plan has been proven very successful with other municipalities and after each training session Parkunload provides the attendees with all the documentation (manuals, presentations, FAQs, video tutorials) and training resources (web links) for their own continuous training.</p> <p>Training for city planners and parking authority users: Training (up to 4 hours) for the staff of the transport department of the city with responsibilities in the management, operation, technical support, and analysis of the Parkunload platform with the following contents:</p> <ul style="list-style-type: none"> <li>• General training of the platform and the operating model (PowerPoint format).</li> <li>• Detailed and complete training of the web-based BackOffice (PowerPoint).</li> <li>• Operation of the platform integrated with the city platforms, use cases and FAQs.</li> </ul> <p>Training for the parking enforcement officers (PEO's): Initial and ongoing training on annual basis (up to 4 hours) for the parking enforcement staff with the following contents:</p> <ul style="list-style-type: none"> <li>• General training of the platform and the operating model (PowerPoint format).</li> <li>• Detailed and complete training of the enforcement App (PowerPoint).</li> <li>• Continuous training through the Parkunload Help Center (web)</li> <li>• Operation of the platform integrated with the city platforms, use cases and FAQs.</li> </ul> <p>Help center and training contents for end-users (drivers): Training contents in digital format for the App users available in the Parkunload mobile application, on the website (<a href="http://www.parkunload.com">www.parkunload.com</a>) and in the Parkunload Help Center (Zendesk).</p> <p>In addition to this, Parkunload's help center published tens of FAQ and articles for city administrators, parking enforcement officers and drivers of commercial or private vehicles.</p> |
| 41        | Describe how your products and services will impact safety and reliability; such as improvement to safety of systems for pedestrians, bicyclists, and the broader traveling public, improve emergency response, etc.                                 | <p>Cities worldwide face severe problems accommodating growing parking demand of urban freight and delivery vehicles, which seriously impact on traffic congestion, urban mobility, air quality and the well-being of citizens and commercial drivers on Last Mile Delivery.</p> <ul style="list-style-type: none"> <li>• Double digit increases in e-commerce orders, devolutions, and failed deliveries lead to higher parking demand in the "Loading and Delivery Zones" (LDZ).</li> <li>• Trucks, vans, and light commercial vehicles are responsible for 25% of urban transport-related CO2 emissions and 30 to 50% of other air pollutants.</li> <li>• Misuse of LDZ due to illegal parking (vehicles with no permit, overstay), leads to double-parking and increased traffic congestion. Very ineffective parking control means on LDZ.</li> <li>• LDZ are regulated with static parking rules, rather than dynamically according to city context.</li> <li>• Environmental challenges on LDZ: Air pollution, noise, carbon taxation, Low Emission Zones, Pollution episodes, ...</li> <li>• Lack of Big Data to monitor and analyze City Logistics in dense urban areas.</li> </ul> <p>Highlight that regarding safety and reliability, Parkunload reduces double line parking by incrementing parking rotation (+30%) and space availability (+30%) in the Smart Loading Zones.</p> <p>The reduction of double line parking really reduces the road risk and increments the safety of pedestrians on the streets of the cities and university campuses using Smart Loading Zones.</p>  |
| 42        | Describe how your products and services will improve curb management to allow dynamic pricing, improvements to business access, traffic flow and curb traffic, and any impacts on essential services.  | <p>Parkunload achieves outstanding operational and environmental KPIs in the curb:</p> <ul style="list-style-type: none"> <li>• Higher parking rotation and availability during peak hours (+30%).</li> <li>• Reduction of illegal parking: overstaying or lack of permit. (-50%).</li> <li>• Reduction of double parking and circling for parking.</li> <li>• Reduction of traffic congestion and average Km per delivery.</li> <li>• Reduction of air pollutants and noise.</li> <li>• Big Data collection to analyze parking patterns in the curb.</li> <li>• Variable and dynamic parking rules, rather than static.</li> <li>• Reduction of labor stress from drivers and higher productivity.</li> </ul> <p>Parkunload also enables to manage parking rules in the curb based on vehicle emissions:</p> <ul style="list-style-type: none"> <li>• Variable parking conditions based on vehicle emissions badge.</li> <li>• Regulation of smart parking zones within Low Emissions Zones.</li> <li>• Dynamic parking rules during temporary pollution episodes or emergencies.</li> <li>• Making data-driven decisions based on Big Data.</li> <li>• Improving the well-being and health of citizens and drivers.</li> </ul> <p>Parkunload is a smart parking zones platform that enables variable parking permit and time limit, according to several criteria such as peak and off-peak hours, precise location of the LZ, vehicle type, vehicle emissions or user profile (commercial, private, PRM) among others. In addition to this Parkunload may set up dynamic parking conditions according to a temporary scenario in the city, such as during a pollution episode, health emergency, etc.</p>   |

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| 43 | Describe your ability to perform projects related to the USDOT Smart Grant Program.   | <p>In the US, Parkunload has already participated in R&amp;D programs funded by DOTs with a sub-awarded contract with Texas A&amp;M Transportation Institute for the FMCSA and the DOT of Iowa and Wisconsin.</p> <p>Therefore, Parkunload is looking forward to participate in pilot projects with the USDOT Smart Grant Program.</p> <p>On the other hand, in Europe, Parkunload has participated in 12 R&amp;D programs and city pilots funded by the European Commission, as well as from national grant programs,</p>   |
| 44 | Describe any technological advances that your proposed products or services offer.  | <p>Parkunload is a unique solution based on mobile apps and Bluetooth proximity sensors attached to road signs delimiting each Smart Loading or Delivery Zones, according to a US patented parking control method.</p> <p>Parkunload is an innovative digital platform to regulate, control, monitor and analyze "Smart Loading and Delivery Zones" (S+LDZ) to accelerate the shift towards Sustainable City Logistics, based on a patented parking control method:</p> <ul style="list-style-type: none"> <li>• The city deploys or appends a new road sign with Parkunload's Bluetooth proximity sensor that delimits each S+LDZ, which indicates zone code, parking conditions and instructions to get a valid proof-of-parking, using ONLY DIGITAL means, mainly Parkunload mobile application for smartphone or connected car.</li> <li>• Parkunload app automatically detects closest S+LDZ via Bluetooth and displays variable (rather than static) parking permit and max time for the selected vehicle, according to city current context.</li> <li>• Drivers should start a parking session on arrival and stop it when leaving, which can be checked by parking enforcement agents by using another app.</li> <li>• Parkunload is an excellent source of Big Data providing parking availability patterns in S+LDZ, to optimize the scarce on-street parking for last mile deliveries.</li> </ul> <p>Parkunload also promotes a shared-use of the curb side by commercial and private activities to optimize such as scarce resource such as on-street parking zones.</p> <p>Parkunload's solution is based on regular and standards components, therefore it is easy to install and cost-effective for large scale deployments in dense urban areas, which just need to append a new sign.</p> <p>Parkunload solution can also be complemented with parking occupancy sensors per parking space (magnetometer, radar) or per parking zones (camera, AI-based algorithms, ...), in order to improve the accuracy of parking availability data in real-time.</p> |
| 45 | Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.   | <p>Parkunload has participated in several "Green" initiatives across R&amp;D programs in Europe regarding the concept of "SUSTAINABLE Smart Loading and Delivery Zones", that has been developed, launched and tested in some European cities like Paris and Metropole du Grand Paris, among others.</p> <ul style="list-style-type: none"> <li>• Parkunload app manages several data from drivers, including vehicle type and vehicle emissions (environmental badge).</li> <li>• Cities can set-up parking rules based on vehicle types or emissions in order to avoid highly pollutant vehicles entering in the cities, as well as promoting cleaner vehicles parking in the "Sustainable Smart Loading or Delivery Zones".</li> <li>• Parkunload is 100% compatible with Low Emissions Zones policies in cities.</li> <li>• Parkunload can manage special parking rules during pollution episodes.</li> <li>• Parkunload's Big Data platform helps urban planners to optimize on-street parking according to several criteria, including the vehicle type and emissions of the vehicles parking in the smart loading and delivery zones.</li> </ul>  |
| 46 | Detail any benefits or impact on the climate realized from your offering such as: the reduction of congestion and/or air pollution, including greenhouse gases or improvement of energy efficiency. | <p>Parkunload achieves outstanding operational and environmental KPIs in the curb:</p> <ul style="list-style-type: none"> <li>• Higher parking rotation and availability during peak-hours (+30%).</li> <li>• Reduction of illegal parking: overstaying or lack of permit. (-50%).</li> <li>• Reduction of double parking and circling for parking.</li> <li>• Reduction of traffic congestion and average Km per delivery.</li> <li>• Reduction of air pollutants and noise.</li> <li>• Big Data collection to analyse parking patterns in the curb.</li> <li>• Variable and dynamic parking rules, rather than static.</li> </ul> <p>Parkunload's operational KPIs helps to achieve outstanding environmental KPIs in cities. Finding a free LDZ space to park at first attempt initiates a virtuous circle of improvements: less traffic congestion, increased road safety, decreased air pollutants and noise, and therefore improvements in the health of residents, ultimately enabling more sustainable urban mobility.</p>   |

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| 47 | Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors. | Parkunload has participated in several "Green" initiatives across R&D programs in Europe regarding the concept of "SUSTAINABLE Smart Loading and Delivery Zones". Parkunload has received many public and private grants to promote "Green solutions" related to Sustainable City Logistics based on Smart Loading or Delivery Zones, including the EIT Urban Mobility, the EIC Accelerator Pilot, City Challenges or National programs to promote sustainable solutions regarding urban freight and last mile deliveries. Parkunload's mission is specially focused on promoting curb technologies to promote sustainable city logistics and urban mobility.  | * |
| 48 | Describe 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 of certification (as applicable) in the document upload section of your response.    | Parkunload, inc. is a Small Business Entity (SBE). Parkunload, Inc, is a branch of Parkunload, SL (Europe), which is also a Small Medium Enterprise (SME).   | * |
| 49 | What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?  | <p>Parkunload is a unique Bluetooth and app-based solution to regulate, control, monitor and analyze Smart Loading or Delivery Zones to accelerate the shift towards Sustainable City Logistics.</p> <p>Parkunload can really contribute to improve the curbside management in cities across the US and Canada.</p> <p>Parkunload achieves outstanding operational and environmental KPIs in the curb:</p> <ul style="list-style-type: none"> <li>• Higher parking rotation and availability during peak hours (+30%).</li> <li>• Reduction of illegal parking: overstaying or lack of permit. (-50%).</li> <li>• Reduction of double parking and circling for parking.</li> <li>• Reduction of traffic congestion and average Km per delivery.</li> <li>• Reduction of air pollutants and noise.</li> <li>• Big Data collection to analyze parking patterns in the curb.</li> <li>• Variable and dynamic parking rules, rather than static.</li> <li>• Reduction of labor stress from drivers and higher productivity.</li> </ul> <p>Parkunload also enables to manage parking rules in the curb based on vehicle emissions:</p> <ul style="list-style-type: none"> <li>• Variable parking conditions based on vehicle emissions badge.</li> <li>• Regulation of smart parking zones within Low Emissions Zones.</li> <li>• Dynamic parking rules during temporary pollution episodes or emergencies.</li> <li>• Making data-driven decisions based on Big Data.</li> <li>• Improving the well-being and health of citizens and drivers.</li> </ul> <p>Main selling points and advantages of Parkunload are as follows:</p> <ul style="list-style-type: none"> <li>• Extremely easy-to-deploy (just road sign with a Bluetooth sensor)</li> <li>• Requires one sensor per smart zone (4-5 parking spaces)</li> <li>• Very cost-effective with high ROI for cities and parking authorities.</li> <li>• Universal, Durable and Scalable (based on Bluetooth Low Energy devices compatible with any smartphone)</li> <li>• No additional network required (based on driver's smartphone data link 4G/5G)</li> <li>• Advanced user interface (app for drivers). Excellent user experience 4,9/5.</li> <li>• Estimated real-time occupancy level.</li> <li>• Enables dynamic parking regulation.</li> <li>• Easier to enforce by parking officers.</li> <li>• Compatible with enforcement car system.</li> </ul> <p>Parkunload is open to collaborate with other entities to complement our or their solution. For instance, with parking occupancy sensors or camaras, as well as by integration anonymized big data to help city planners to optimize on-street parking.</p> | * |

**Table 9A: Warranty**

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

| Line Item | Question  | Response *   |
|-----------|---|--|
| 50        | Do your warranties cover all products, parts, and labor?  | Yes. From one side, Parkunload's proximity sensors have a three-year warranty, according to the current legislation.<br>On the other hand, Parkunload platform is commercialized with a SaaS fee, which also includes software and platform warranties, according to the SLA.                                  |
| 51        | Do your warranties impose usage restrictions or other limitations that adversely affect coverage?   | No, there are no restrictions or limitations that adversely affect coverage.   |
| 52        | Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?   | No. Parkunload only requires a Bluetooth proximity sensor (beacon) attached on the road sign delimiting each smart loading zone. In case of technical issues, there is a stock of Bluetooth sensors on site, or Parkunload's customer service can post them to the city services that maintain the road signs. |
| 53        | Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair? | No, there are no restrictions regarding warranty repairs.  |
| 54        | Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?  | As part of our proposal, Parkunload will provide a warranty service for items made by other manufacturers. In our case, it included the Bluetooth Low Energy proximity sensors (beacons).  |
| 55        | What are your proposed exchange and return programs and policies?   | Cities or Universities that participate in Sourcewell's contract may return Bluetooth proximity sensors to Parkunload if there is any technical issue.   |
| 56        | Describe any service contract options for the items included in your proposal.  | There is a standard contract with the standard customer service level described in the project and marketing plan section, as well as in the uploaded documentation.   |

**Table 9B: Performance Standards or Guarantees**

Describe in detail your performance standards or guarantees, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your performance materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

| Line Item | Question   | Response *   |
|-----------|--|--|
| 57        | Describe any performance standards or guarantees that apply to your services | <p>Parkunload is an innovative digital platform to regulate, control, monitor and analyze "Smart Loading and Delivery Zones" (S+LDZ) to accelerate the shift towards Sustainable City Logistics, based on a patented parking control method:</p> <ul style="list-style-type: none"> <li>• The city deploys or appends a new road sign with Parkunload's Bluetooth proximity sensor that delimits each S+LDZ, which indicates zone code, parking conditions and instructions to get a valid proof-of-parking, using ONLY DIGITAL means, mainly Parkunload mobile application for smartphone or connected car.</li> <li>• Parkunload app automatically detects closest S+LDZ via Bluetooth and displays variable (rather than static) parking permit and max time for the selected vehicle, according to city current context.</li> <li>• Drivers should start a parking session on arrival and stop it when leaving, which can be checked by parking enforcement agents by using another app.</li> <li>• Parkunload is an excellent source of Big Data providing parking availability patterns in S+LDZ, to optimize the scarce on-street parking for last mile deliveries.</li> </ul> <p>Parkunload also digitally manages other types of free-of-charge time-limited parking zones, like delivery zones, pick-up zones, pharmacies, authorized only, residents, and park &amp; ride, among others.</p> <p>Parkunload believes that the curb side management should be digital, variable, and dynamic, based on several criteria and in the city context.</p> <p>Parkunload also promotes a shared-used of the curb side by commercial and private activities to optimize such as scarce resource such as on-street parking zones.</p> |

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| 58 | Describe any service standards or guarantees that apply to your services (policies, metrics, KPIs, etc.) | <p>Parkunload platform provides a great impact managing smart parking zones towards sustainable curb side management for several activities such as city logistics, urban freight, deliveries, pick-up zones, residents, local business, or pharmacies.</p> <p>Parkunload achieves outstanding operational and environmental KPIs in the curb:</p> <ul style="list-style-type: none"> <li>• Higher parking rotation and availability during peak hours (+30%).</li> <li>• Reduction of illegal parking: overstaying or lack of permit. (-50%).</li> <li>• Reduction of double parking and circling for parking.</li> <li>• Reduction of traffic congestion and average Km per delivery.</li> <li>• Reduction of air pollutants and noise.</li> <li>• Big Data collection to analyze parking patterns in the curb.</li> <li>• Variable and dynamic parking rules, rather than static.</li> <li>• Reduction of labor stress from drivers and higher productivity.</li> </ul> <p>Parkunload also enables to manage parking rules in the curb based on vehicle emissions:</p> <ul style="list-style-type: none"> <li>• Variable parking conditions based on vehicle emissions badge.</li> <li>• Regulation of smart parking zones within Low Emissions Zones.</li> <li>• Dynamic parking rules during temporary pollution episodes or emergencies.</li> <li>• Making data-driven decisions based on Artificial Intelligence (AI).</li> <li>• Improving the well-being and health of citizens and drivers.</li> </ul> <p>Main selling points and advantages of Parkunload are as follows:</p> <ul style="list-style-type: none"> <li>• Extremely easy-to-deploy (just road sign with a Bluetooth sensor)</li> <li>• Requires one sensor per smart zone (4-5 parking spaces)</li> <li>• Very cost-effective with high ROI for cities and parking authorities.</li> <li>• Universal, Durable and Scalable (based on Bluetooth Low Energy devices compatible with any smartphone)</li> <li>• No additional network required (based on driver's smartphone data link 4G/5G)</li> <li>• Advanced user interface (app for drivers). Excellent user experience 4,9/5.</li> <li>• Estimated real-time occupancy level.</li> <li>• Enables dynamic parking regulation.</li> <li>• Easier to enforce by parking officers.</li> <li>• Compatible with enforcement car system.</li> </ul> <p>Parkunload is open to collaborate with other entities to complement our or their solution. For instance, with parking occupancy sensors or cameras, as well as by integration anonymized big data to help city planners to optimize on-street parking.</p> |
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| 59 | Describe how you will measure cost savings and/or performance improvements with the utilization of your solutions.  | <p>Parkunload is a complete digital platform to regulate, control, monitor and analyze smart parking zones, which is composed by the next hardware components and software applications:</p> <ul style="list-style-type: none"> <li>• Road Signs with a Bluetooth proximity sensor to automatically detect the type and location of the Smart Zone based on a unique code and parking rules broadcasted via Bluetooth.</li> <li>• Mobile app for drivers to display parking conditions, get valid proof-of-parking and inform about parking availability levels in real-time. Available for Android and iOS.</li> <li>• Mobile app for parking enforcement agents to control parking permits and remaining parking time of the vehicles in the loading zones. Available for Android.</li> <li>• Web-based BackOffice to manage, monitor and analyze Smart Loading Zones of the city.</li> <li>• API services to integrate with both IT and parking platforms of the city.</li> <li>• Advanced Big Data Analytics for city planners to make data-driven decisions to manage and optimize scarce public parking spaces in the curb side.</li> </ul> <p>Parkunload App has already reached 175,000 end-users with an outstanding app rate and reviews in several types of smart zones managing the curb side in urban areas.</p> <p>Parkunload's principle of operation is based on Bluetooth proximity sensors attached on the road sign delimiting each smart zone, which is uniquely identified with a zone code, as well as mobile apps for smartphones or connected cars.</p> <p>Therefore, the city needs to replace or append a new road sign with Parkunload's Bluetooth Low Energy (BLE) sensor attached delimiting each smart zone.</p> <p>The Bluetooth proximity sensor is an IP67 water-proof device and covers up to 200 feet, during five (5) years with alkaline batteries and up to eight (8) years with Lithium batteries, with an extended range of temperatures. Parkunload can also provide an additional IP65 plastic enclosure to double protect the IP67 Bluetooth device that is installed on the street.</p> <p>Parkunload's solution is based on regular and standards components, therefore it is easy to install and cost-effective for large scale deployments in dense urban areas, which just need to append a new sign.</p> <p>Parkunload solution can also be complemented with parking occupancy sensors per parking space (magnetometer, radar) or per parking zones (camara, AI-based algorithms, ...), in order to improve the accuracy of parking availability data in real-time.</p> <p>Parkunload's Bluetooth proximity sensors are powered with either alkaline or lithium batteries.</p> <ul style="list-style-type: none"> <li>• Parkunload solution is extremely easy to install, scale and transfer.</li> <li>• No mains connection. Up to 8 years of battery life cycle.</li> <li>• No road works. Just add or append a new road sign delimiting each smart zone.</li> <li>• Without additional telecom network, because Parkunload uses end-users' smartphone or connected car.</li> <li>• 100% digital solution. Extremely easy to use for smartphones and connected cars.</li> <li>• Cloud-based SaaS platform. Cost effective solution. High ROI.</li> </ul> <p>However, Parkunload solution can be complemented by other sensor-based technologies according to the requirements of the city, including:</p> <ul style="list-style-type: none"> <li>• Parking occupancy sensors per parking spaces (magnetometer, radar, ...)</li> <li>• Camara-based parking occupancy sensors per parking zone.</li> </ul> <p>In addition to this, Parkunload platform provides an API (Application Program Interface) service to integrate with third-party parking control platforms of the city.</p> <p>Highlight that compared to parking occupancy sensors or cameras they are 5 to 10 times more expensive, require road works per parking space or zone, require mains supply from cities, requires additional telecoms network and only detect that one vehicle is in the parking sport without any additional information. Highlight that camera-based solution may not comply with privacy policies in the State.</p> |
| 60 | Describe how you use Curb Data Specification (CDS) and how you would further develop these standards in the future. | <p>Parkunload aims to comply with digital standards that apply to the Curbside management, including the Curb Data Specification (CDS). Parkunload provides an outstanding Big Data Platform to analyze and optimize the Smart Loading Zones, which will be adapted to the data model required by CDS from the Open Mobility Foundation, which is specially focused on City Logistics.</p>   |



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| 61 | Describe your experience with Mobility Data Specification (MDS), as well as how you use MDS to help improve agencies' transportation systems. | Parkunload aims to comply with digital standards that apply to the Curbside management. However, we are still analyzing the Mobility Data Specification (MDS) impact on our platform, because Parkunload is more focused on the smart loading zones, which are included in the Curb Data Specification. |
|----|---|---|

**Table 10: Payment Terms and Financing Options**

| Line Item | Question   | Response *  |
|-----------|--|---|
| 62        | Describe your payment terms and accepted payment methods.  | Parkunload payments are due in a 30-day term via bank transfer to Parkunload, Inc. account. *   |
| 63        | Describe any leasing or financing options available for use by educational or governmental entities.   | Parkunload does not offer leasing or financing options because the budget per city is cost effective and easy to assume by cities or universities. *        |
| 64        | Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response. | We upload the awarded contract with Texas A&M Transportation Institute as a sample regarding order forms, terms and conditions, service level agreements. * |
| 65        | Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?  | Yes, Parkunload accepts P-Card procurement and payment process at no additional cost to Sourcwell participating entities for using this process. *          |

**Table 11: Pricing and Delivery**

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcwell Price and Product Change Request Form.

| Line Item | Question   | Response *   |
|-----------|--|--|
| 66        | Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response. | <p>Parkunload platform is commercialized with an initial amount (project) and a monthly fee as SaaS (Software as a Service) that includes 24x7 operation, licenses, Cloud, maintenance, and technical support of the solution, with the option of incorporating the manufacture of vertical signs per zone (several parking spaces).</p> <p>The implementation stage includes all the necessary products and services to deploy Parkunload's solution in city's smart parking zones, including the next tasks and components:</p> <ul style="list-style-type: none"> <li>o Project and Product Management tasks.</li> <li>o Analysis and definition of the deployment plan in the city.</li> <li>o Codification and regulation for each smart parking zone in the city.</li> <li>o Design of customized road signs to delimit each smart parking zone.</li> <li>o Project set-up of Parkunload platform components and applications for the city</li> <li>o Configuration of smart parking zones according to the city's deployment plan.</li> <li>o Supply and configuration of IP67 Bluetooth devices - standard Model.</li> <li>o Technical support and Quality Assurance regarding the on-street installation.</li> <li>o Preparation and execution of the training plan for city users.</li> <li>o Technical assistance in the communication plan, including infographic material.</li> <li>o Pre-launch and post-launch support and monitoring.</li> </ul> <p>Parkunload can optionally supply the next components in the project stage, if required:</p> <ul style="list-style-type: none"> <li>o Optional: Supply of road signs per smart zone, including graphic design and the attachment of the Bluetooth sensor in the factory.</li> </ul> <p>The project stage excludes the following tasks:</p> <ul style="list-style-type: none"> <li>o Optional: Supply of sign poles and installation of the road sign on the street, which is usually performed by the city's on-street service provider.</li> </ul> |

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|    |   | <p>The standard pricing list for the PROJECT STAGE has a scope of multiples of 25 smart loading zones (approx. 100 parking spaces).</p> <ul style="list-style-type: none"> <li>o Pilot project 12 months or each 25 smart parking zones - \$49,950, including the Project and Service Stage for 12 months.</li> <li>o Operational project for each 25 smart zones - \$19,950.</li> <li>o Optional supply of road signs per smart zone: +\$149 per sign.</li> <li>o Optional installation of road signs per smart zone: +\$249 per smart zone.</li> </ul> <p>Additional Sourcwell discounted price 10%.</p> <p>The service stage includes all components, applications and services required for the operation, support, and maintenance of the platform, considering a Software as a Service model:</p> <ul style="list-style-type: none"> <li>o Product, Operation and Service Management.</li> <li>o 24x7 Cloud-based platform availability (Microsoft Azure and Google Cloud).</li> <li>o Unlimited users and vehicles to Parkunload Apps and BackOffice.</li> <li>o Unlimited parking operations in the smart parking zones of the city.</li> <li>o Standard customer support for city users and agents during office hours via Apps, BackOffice, and Help Centre.</li> <li>o Standard end-user support during office hours via Apps and Help Centre.</li> <li>o Web-based Help Centre available also in Parkunload Apps for drivers and agents.</li> <li>o Maintenance of hardware components, including 3 years guarantee.</li> <li>o SaaS Service license of Parkunload applications and server-side components.</li> <li>o Corrective and preventive maintenance service of Parkunload applications.</li> <li>o Adaptive maintenance of Parkunload's mobile Apps for Android and iOS.</li> <li>o Evolutive maintenance add-on features of Parkunload Apps for Android and iOS.</li> <li>o Publication and homologation of Parkunload Apps on official markets.</li> </ul> <p>Pricing list for the SERVICE STAGE has a scope of multiples of 25 smart loading zones (approx. 100 parking spaces) in operational projects:</p> <ul style="list-style-type: none"> <li>o Service fee for each 25 smart zones package - \$1,195 per month.</li> <li>o Service fee for Big Data Analytics platform - \$695 per month.</li> </ul> <p>Sourcwell discounted price 10%.</p> |   |
| 67 | Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.  | The pricing discount for Sourcwell would be a percentage of both the project fee and Service fee.  | * |
| 68 | Describe any quantity or volume discounts or rebate programs that you offer.  | We offer an additional discount of 20% in the project and service stage of operational projects including more than 100 smart loading or delivery zones (approx. 400 parking spaces).  | * |
| 69 | Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". 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.  | Cities may optionally acquire road signs from their current road sign suppliers.<br>Cities may optionally install road signs delimiting each smart loading zone from their current on-street installations suppliers.  | * |
| 70 | 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. | Shipping charges are not included, please check additional costs.  | * |

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| 71 | If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program. | Shipping charges will apply with the Bluetooth proximity sensors by \$250 for each package with 25 units.<br><br>Shipping charges will apply with the road signs by \$1,500 for each package with 25 units.  | * |
| 72 | Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.                                  | Shipping charges will apply with the Bluetooth proximity sensors by \$500 for each package with 25 units for Alaska, Hawaii and offshore delivery.<br><br>Shipping charges will apply with the road signs by \$3,000 for each package with 25 units. | * |
| 73 | Describe any unique distribution and/or delivery methods or options offered in your proposal.  | Parkunload use standard distribution or delivery methods regarding the road signs or Bluetooth sensors.  | * |

**Table 12: Pricing Offered**

| Line Item | The Pricing Offered in this Proposal is: *  | Comments   |
|-----------|---|--|
| 74        | c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments. | Parkunload is offering better pricing than usual, according to our strategic interest in the current Sourcewell bid. |

**Table 13: Audit and Administrative Fee**

| Line Item | Question   | Response *   |
|-----------|--|--|
| 75        | Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. | <p>Parkunload is planning to internally establish several procedures to self-audit the compliance of our proposed Contract with Sourcewell for all the tasks included in both the project stage and the service stage of the deployments related to manage smart loading and delivery zones in cities or universities.</p> <p>Ou self-audit plan will guarantee that our technical and economic proposals are offered according to the pricing scheme agreed with Sourcewell.</p> <p>In addition to this, Parkunload will generate sales reports every quarter to inform Sourcewell. Parkunload will pay Sourcewell the proper administrative fee for facilitating, managing and promoting the Sourcewell Contract to cities or universities.</p>  |
| 76        | If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.  | <p>According to Parkunload's work plan and methodology, a Project Manager will be responsible for managing the project stage of the Parkunload's platform deployment in each city or university.</p> <p>Parkunload already uses several digital tools to open, plan, control, monitor and close projects, according to the best practices proposed by the Project Management Institute (PMI) and the certification of the PMP (Project Management Professionals).</p> <p>On the other hand, Parkunload also manages the software development of the Platform according to Agile methodologies, supervised by the Product Manager of the company to guarantee that the mobile applications (drivers, officers), the web-based BackOffice (admin) and the Big Data Platform are properly performing.</p> <p>Finally, the service stage per city or university is also internally managed according to ITIL methodology.</p> <p>According to this, several internal metrics are double checked and tracked to guarantee that both the project and service stage are successfully delivered.</p> |
| 77        | Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)   | Parkunload proposed an administrative fee of 10% to be paid to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract.  |

**Table 14A: Depth and Breadth of Offered Equipment Products and Services**

| Line Item | Question  | Response *   |
|-----------|---|--|
| 78        | Provide a detailed description of the equipment, products, and services that you are offering in your proposal. | <p>Parkunload is a mobile app platform based on Bluetooth proximity sensors that can manage several types of smart parking zones, which are free-of-charge, time-limited and/or restricted to some vehicles, including:</p> <ul style="list-style-type: none"> <li>• Loading and Unloading zones, as well as Delivery Zones: <ul style="list-style-type: none"> <li>o Only commercial vehicles.</li> <li>o Only trucks</li> <li>o Only registered delivery vehicles.</li> <li>o Only private vehicles.</li> <li>o Shared use among commercial, private or residents.</li> <li>o Any combination.</li> </ul> </li> <li>• Short-term or Mid-term Pick-up zones to facilitate access to local shops and services.</li> <li>• Short-term zones for customers in pharmacies or primary services.</li> <li>• Short-term parking permit in Pedestrian areas to avoid overstaying and lack of permit.</li> </ul> |

- Park & Ride zones to guarantee free-of-charge parking spaces to commuters.
- Authorized parking only for residents, employees, or customers.

Parkunload is an innovative digital platform to regulate, control, monitor and analyze "Smart Loading and Delivery Zones" (S+LDZ) to accelerate the shift towards Sustainable City Logistics, based on a patented parking control method:

- The city deploys or appends a new road sign with Parkunload's Bluetooth proximity sensor that delimits each S+LDZ, which indicates zone code, parking conditions and instructions to get a valid proof-of-parking, using ONLY DIGITAL means, mainly Parkunload mobile application for smartphone or connected car.
- Parkunload app automatically detects closest S+LDZ via Bluetooth and displays variable (rather than static) parking permit and max time for the selected vehicle, according to city current context.
- Drivers should start a parking session on arrival and stop it when leaving, which can be checked by parking enforcement agents by using another app.
- Parkunload is an excellent source of Big Data providing parking availability patterns in S+LDZ, to optimize the scarce on-street parking for last mile deliveries.

Parkunload is a complete digital platform to regulate, control, monitor and analyze smart parking zones, which is composed by the next hardware components and software applications:

- Road Signs with a Bluetooth proximity sensor to automatically detect the type and location of the Smart Zone based on a unique code and parking rules broadcasted via Bluetooth.
- Mobile app for drivers to display parking conditions, get a valid proof-of-parking and inform about parking availability levels in real-time. Available for Android and iOS.
- Mobile app for parking enforcement agents to control parking permits and remaining parking time of the vehicles in the loading zones. Available for Android.
- Web-based BackOffice to manage, monitor and analyze Smart Loading Zones of the city.
- API services to integrate with both IT and parking platforms of the city.
- Advanced Big Data Analytics for city planners to make data-driven decisions to manage and optimize scarce public parking spaces in the curb side.

Parkunload App has already reached 175,000 end-users with an outstanding app rate and reviews in several types of smart zones managing the curb side in urban areas.

Parkunload's principle of operation is based on Bluetooth proximity sensors attached on the road sign delimiting each smart zone, which is uniquely identified with a zone code, as well as mobile apps for smartphones or connected cars.

Therefore, the city needs to replace or append a new road sign with Parkunload's Bluetooth Low Energy (BLE) sensor attached delimiting each smart zone.

The Bluetooth proximity sensor is an IP67 water-proof device and covers up to 200 feet, during five (5) years with alkaline batteries and up to eight (8) years with Lithium batteries, with an extended range of temperatures. Parkunload can also provide an additional IP65 plastic enclosure to double protect the IP67 Bluetooth device that is installed on the street.

When the driver is close to the road sign, the mobile application automatically detects the zone code in just three seconds, and it displays vehicle's parking permit and its maximum parking time based on the regulation established by the Parking Authority according to both the vehicle and user profile at that precise location.

Parkunload's solution is based on regular and standards components, therefore it is easy to install and cost-effective for large scale deployments in dense urban areas, which just need to append a new sign.

Parkunload solution can also be complemented with parking occupancy sensors per parking space (magnetometer, radar) or per parking zones (camara, AI-based algorithms, ...), in order to improve the accuracy of parking availability data in real-time.

Parkunload's Bluetooth proximity sensors are powered with either alkaline or lithium batteries.

- Parkunload solution is extremely easy to install, scale and transfer.
- No mains connection. Up to 8 years of battery life cycle.
- No road works. Just add or append a new road sign delimiting each smart zone.
- Without additional telecom network, because Parkunload uses end-users'

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|    |   | <p>smartphone or connected car.</p> <ul style="list-style-type: none"> <li>• 100% digital solution. Extremely easy to use for smartphones and connected cars.</li> <li>• Cloud-based SaaS platform. Cost effective solution. High ROI.</li> </ul> <p>The Parkunload platform is commercialized with an initial amount (project) and a monthly fee as SaaS (Software as a Service) that includes 24x7 operation, licenses, Cloud, maintenance, and technical support of the solution, with the option of incorporating the manufacture of vertical signs per zone (several parking spaces).</p> <p>The implementation stage includes all the necessary products and services to deploy Parkunload's solution in city's smart parking zones, including the next tasks and components:</p> <ul style="list-style-type: none"> <li>o Project and Product Management tasks.</li> <li>o Analysis and definition of the deployment plan in the city.</li> <li>o Codification and regulation for each smart parking zone in the city.</li> <li>o Design of customized road signs to delimit each smart parking zone.</li> <li>o Project set-up of Parkunload platform components and applications for the city</li> <li>o Configuration of smart parking zones according to the city's deployment plan.</li> <li>o Supply and configuration of IP67 Bluetooth devices - standard Model. (Additional price per unit)</li> <li>o Technical support and Quality Assurance regarding the on-street installation.</li> <li>o Preparation and execution of the training plan for city users.</li> <li>o Technical assistance in the communication plan, including infographic material.</li> <li>o Pre-launch and post-launch support and monitoring.</li> </ul> <p>Parkunload can optionally supply the next components in the project stage, if required:</p> <ul style="list-style-type: none"> <li>o Optional: Supply of road signs per smart zone, including graphic design and the attachment of the Bluetooth sensor in the factory.</li> <li>o Optional: Supply of sign poles and installation of the road sign on the street, which is usually performed by the city's on-street service provider.</li> </ul> <p>Highlight that each smart zone covers several parking spaces (18 feet / space), which average is different according to the zone type. Usually, an average loading zone includes 3 parking spaces.</p> <p>Service project stage</p> <p>The service stage includes all components, applications and services required for the operation, support, and maintenance of the platform, considering a Software as a Service model:</p> <ul style="list-style-type: none"> <li>o Product, Operation and Service Management.</li> <li>o 24x7 Cloud-based platform availability (Microsoft Azure and Google Cloud).</li> <li>o Unlimited users and vehicles to Parkunload Apps and BackOffice.</li> <li>o Unlimited parking operations in the smart parking zones of the city.</li> <li>o Standard customer support for city users and agents during office hours via Apps, BackOffice, and Help Centre.</li> <li>o Standard end-user support during office hours via Apps and Help Centre.</li> <li>o Web-based Help Centre available also in Parkunload Apps for drivers and agents.</li> <li>o Maintenance of hardware components, including 3 years guarantee.</li> <li>o SaaS Service license of Parkunload applications and server-side components.</li> <li>o Corrective and preventive maintenance service of Parkunload applications.</li> <li>o Adaptive maintenance of Parkunload's mobile Apps for Android and iOS.</li> <li>o Evolutive maintenance add-on features of Parkunload Apps for Android and iOS.</li> <li>o Publication and homologation of Parkunload Apps on official markets.</li> <li>o Optional: Advanced Big Data Analytics tool.</li> </ul> |
| 79 | <p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p> | <ul style="list-style-type: none"> <li>a. Digitization of inventory and regulations, including creation of sector or citywide digital curb;</li> <li>b. Sensors and cameras, including installation services;</li> <li>c. Issue application programming interfaces (APIs) and build services around them:             <ul style="list-style-type: none"> <li>i. Historical and/or real-time monitoring and performance reporting;</li> <li>ii. Curb availability (parking, loading, etc.), reservations, and driving directions;</li> <li>iii. Predictive modeling;</li> </ul> </li> <li>d. Data, software, and hardware implementation, integration, and management;             <ul style="list-style-type: none"> <li>i. Internal and external integration;</li> <li>ii. Integration of old data and collection of new data;</li> </ul> </li> <li>e. Digitized permit systems, including dynamic pricing;</li> <li>f. V2I technology with scalability;</li> </ul>  |

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| 80 | Describe your products and capabilities in regard to integration, such as: Improving integration of systems and promotion of connectivity of infrastructure, connected vehicles, pedestrians, bicyclists, and the broader traveling public.                         | <p>Parkunload is based on a patented parking control method by using Bluetooth proximity sensors (beacons) and mobile apps for both smartphones and connected cars. In our roadmap Parkunload is already developing the mobile app for connected cars, which will allow to automatically start the parking session on arrival and stop the parking session on departure from within the connected car. It will allow logistic operators and commercial vehicles to park in the smart loading or delivery zones even faster than with the smartphone.</p> <p>In addition to this, Parkunload provides parking availability information in real-time, so drivers can check the amount of free parking spaces in the smart loading zones in advance, which also contributes to reduce double line parking, circling for parking, air pollution and noise.</p> <p>Therefore, Parkunload is an outstanding solution to manage smart loading or delivery zones from both smartphones and connected vehicles.</p> <p>Please see further information in "Parkunload presentation" uploaded as additional documentation.</p> |
| 81 | Describe how you will promote public and private sharing of data for the use of open platforms, open data formats, technology-neutral requirements, and interoperability, while ensuring cybersecurity, technology standards, and protection of individual privacy. | <p>Parkunload already transforms private data to public data by anonymizing and grouping historical information from the parking sessions in the smart loading and delivery zones. City planners and parking authorities can analyze anonymized and grouped parking data in Parkunload's Big Data Analytics Platform to optimize curbside management. This solution fully protects individual privacy and helps cities to analyze historical and predictive data, which could also be publicly published if required by cities, universities, or parking authorities.</p>   |

**Table 14B: Depth and Breadth of Offered Equipment Products and Services**

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

| Line Item | Category or Type  | Offered *  | Comments   |
|-----------|---|--|--|
| 82        | Digitization of inventory and regulations, including creation of sector or citywide digital curb.   | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Parkunload completely digitizes on-street parking zones and regulations related to City Logistics such as Loading and Unloading zones, Fleet delivery zones, Pick-up and drop-off zones, among others.   |
| 83        | Sensors and cameras, including installation services.   | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Parkunload installs a Bluetooth proximity sensor attached to the road sign/s delimiting each smart loading or delivery zone.   |
| 84        | Issue application programming interfaces (APIs) and build services around them:<br>i. Historical and/or real-time monitoring and performance reporting;<br>ii. Curb availability (parking, loading, etc.), reservations, and driving directions;<br>iii. Predictive modeling. | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Parkunload provides several API and build services related to i), ii) and iii).<br><br>Parkunload BackOffice provides historical and real-time data related to parking in smart loading or delivery zones.<br><br>Parkunload Big Data Analytics platform provide anonymized and grouped data based to optimized on-street parking to accelerate the shift towards Sustainable City Logistics.<br><br>Parkunload apps for both drivers and parking enforcement officers provide parking availability information for smart loading and delivery zones, as well as driving directions. |
| 85        | Data, software, and hardware implementation, integration, and management;<br>i. Internal and external integration;<br>ii. Integration of old data and collection of new data;<br>iii. Data warehousing.   | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | (i) Parkunload can integrate with third-party systems via API or data schemes.<br><br>(ii) Parkunload can also integrate with parking availability sources such as sensors or cameras via API.   |
| 86        | Digitized permit systems, including dynamic pricing.  | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Parkunload is a 100% digital platform to regulate, control, monitor and analyze parking in smart loading and delivery zones. Parking permit is 100% digital, and parking time limit is variable according to several criteria such as precise zone location, time of the day, vehicle type, vehicle emissions, or user profile, among others.  |
| 87        | V2I technology with scalability.  | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Parkunload will be integrated with connected cars via Android Auto and Car Play.<br><br>Parkunload's patented parking control method applies to both smartphones and connected cars.<br><br>From connected cars, Parkunload will be able to automatically start and stop the parking session on smart loading or delivery zones, based on the automatic detection of the Bluetooth sensor attached to the sign delimiting each smart loading zone,   |
| 88        | Intelligent transportation systems, such as transit signal priority, transportation system controllers, and digital signage.  | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Parkunload historical or real-time data is an excellent source of information for ITS and parking control systems.   |



## Exceptions to Terms, Conditions, or Specifications Form

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

### Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
  - [Pricing](#) - Sourcewell RFP - Curb Management Technology - Parkunload Pricing.pdf - Sunday December 03, 2023 11:04:16
  - [Financial Strength and Stability](#) - Parkunload Financials Sourcewell.pdf - Monday December 04, 2023 07:45:14
  - [Marketing Plan/Samples](#) - Sourcewell RFP - Curb Management Technologies - Marketing Plan and signs and marketing collaterals.zip - Monday December 04, 2023 07:42:47
  - WMBE/MBE/SBE or Related Certificates (optional)
  - [Warranty Information](#) - Sourcewell RFP - Curb Management Technologies - Warranty.pdf - Monday December 04, 2023 03:32:44
  - [Standard Transaction Document Samples](#) - Proposal Parkunload - Smart Loading and Delivery Zones v2.0.pdf - Monday December 04, 2023 03:18:08
  - Requested Exceptions (optional)
  - [Upload Additional Document](#) - Parkunload - Sustainable Smart Loading and Delivery Zones v6.1 - Optim.pdf - Sunday December 03, 2023 11:05:15

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

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 contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
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 exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. 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 or the Canadian 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. - Carles Sentis Ros, CEO, President, PARKUNLOAD, INC.

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

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 |
|--|--|-------|
| <b>Addendum_9_Curb_Management_Technologies_RFP_120423</b><br>Wed November 22 2023 09:20 AM | <input checked="" type="checkbox"/>                                | 3     |
| <b>Addendum_8_Curb_Management_Technologies_RFP_120423</b><br>Tue November 21 2023 04:42 PM | <input checked="" type="checkbox"/>                                | 2     |
| <b>Addendum_7_Curb_Management_Technologies_RFP_120423</b><br>Mon November 20 2023 04:39 PM | <input checked="" type="checkbox"/>                                | 5     |
| <b>Addendum_6_Curb_Management_Technologies_RFP_120423</b><br>Tue November 14 2023 04:30 PM | <input checked="" type="checkbox"/>                                | 2     |
| <b>Addendum_5_Curb_Management_Technologies_RFP_120423</b><br>Fri November 10 2023 04:30 PM | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_4_Curb_Management_Technologies_RFP_120423</b><br>Wed November 8 2023 04:04 PM  | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_3_Curb_Management_Technologies_RFP_120423</b><br>Mon October 30 2023 03:54 PM  | <input checked="" type="checkbox"/>                                | 3     |
| <b>Addendum_2_Curb_Management_Technologies_RFP_120423</b><br>Fri October 27 2023 02:12 PM  | <input checked="" type="checkbox"/>                                | 1     |
| <b>Addendum_1_Curb_Management_Technologies_RFP_120423</b><br>Fri October 20 2023 04:21 PM  | <input checked="" type="checkbox"/>                                | 2     |