



MASTER AGREEMENT #030425
CATEGORY: Public Safety Software
SUPPLIER: Deccan International

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Deccan International, 9810 Scripps Lake Drive, Suite H, San Diego, CA 92131 (Supplier).

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

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

Article 1:
General Terms

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

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

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

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

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

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

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

13) Supplier Representations:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

The Report must contain the following fields:

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

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

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

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

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

19) **Grant of License.**

a) **During the term of this Agreement:**

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

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

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

c) **Use; Quality Control.**

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

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

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

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

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

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

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

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

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

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

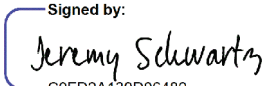
Article 3: Supplier Obligations to Participating Entities

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

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

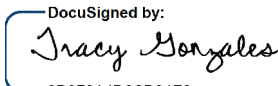
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating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

Sourcewell

Signed by:

C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 7/14/2025 | 7:49 PM CDT

Deccan International

DocuSigned by:

3D8F9A4D6CD94E8...

By: _____
Tracy Gonzales
Title: Senior Manager, Sales Support
Date: 7/14/2025 | 7:46 PM CDT

RFP 030425 - Public Safety Software

Vendor Details

Company Name: Deccan International

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

Address: 9444 Waples St, Suite 300
San Diego, California 92121

Contact: Tracy Gonzales

Email: tracyg@deccanintl.com

Phone: 858-764-8363

Fax: 858-764-8401

HST#: 33-0864002

Submission Details

Created On: Tuesday January 14, 2025 10:49:34

Submitted On: Monday March 03, 2025 14:55:46

Submitted By: Tracy Gonzales

Email: tracyg@deccanintl.com

Transaction #: 1bea85c0-27e1-4576-baea-62022e7fecee

Submitter's IP Address: 147.243.131.117

Specifications

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer's corporate organization affiliation.

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Deccan International	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	None	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	SAM Unique Entity ID GVMURFUKKGS5	*
5	Provide your NAICS code applicable to Solutions proposed.	541511, 518210 and 541618	
6	Proposer Physical Address:	9810 Scripps Lake Drive, Suite H, San Diego, CA 92131	*
7	Proposer website address (or addresses):	www.deccanintl.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Tracy Gonzales Senior Manager, Sales Support 9810 Scripps Lake Drive, Suite H, San Diego, CA 92131 tracyg@deccanintl.com 858-395-5289	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Tracy Gonzales Senior Manager, Sales Support 9810 Scripps Lake Drive, Suite H, San Diego, CA 92131 tracyg@deccanintl.com 858-395-5289	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Pang Moua Director of Administration 9810 Scripps Lake Drive, Suite H, San Diego, CA 92131 pangm@deccanintl.com 858-732-1562	*

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

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>A woman-owned small business (DBE/MBE/WBE), Deccan International is the leading provider of turnkey software solutions and services for public safety strategic and real-time deployment planning and analysis. Founded in 1995, Deccan has pioneered in the development of computer-aided-dispatch analysis software for over 29 years, and continues to develop new and enhanced decision-support tools to help Fire Departments, Emergency Medical Services (EMS), and Emergency Communication Centers operate more efficiently and make informed strategic and tactical decisions.</p> <p>Deccan offers a powerful suite of software applications – Analyst, ADAM (Apparatus Deployment Analysis Module), BARB (Box-area Automated Run-card Builder), LiveMUM (Live Move-up Module) and DiFa (Dispatch Failsafe) - that provide an array of benefits such as superior performance analysis, budgetary defense and planning, real-time optimization of resources, disaster planning and enhanced interoperability, and improved Communication Center operations with real-time coverage and automated move-up recommendations.</p> <p>In the space of deployment technology for Fire and EMS departments, Deccan has had the longest tenure in the industry, having been in business for nearly three decades. Deccan supports significantly more large metro Fire Departments than any other vendor, with roughly 50% of major North American metro departments, and over 200 client application installations. No other provider has the expertise, resources, and product suite that can adequately support the complex analysis needs of Fire and EMS agencies, both large and small alike, across North America.</p> <p>Deccan is unique in its particular and comprehensive set of decision-support software developed specifically and exclusively for Fire and EMS agencies. Contrasting with other providers who force fit general tools for other industries (e.g., public sector facilities), Deccan's solutions are built to suit the unique demands of emergency services, and Deccan is proud to have former public safety personnel on its team who bring in real-world knowledge and experiences and lend their support and guidance to our clients. Deccan applications are routinely purchased as the only product in the market that can address our clients' analysis and deployment planning needs. Our ability to meet the strictest and most demanding requirements in this space is evidenced by our clientele, which includes many of the major metropolitan departments in the U.S. and Canada, including FDNY Fire Department & EMS, Philadelphia Fire Department, Toronto Fire Department, and Seminole County EMS/Fire/Rescue, to name a few. Deccan software deployed at our client sites throughout the world currently serves 70 million people in the United States, 1 in 3 in Canada, and nearly one-quarter of Australians.</p> <p>Deccan's business philosophy and core values center around consistently providing superior customer service. Unlike many other software companies, Deccan takes a collaborative, consultative approach in our client relationships. We develop close working relationships with our clients that foster partnership and collaboration, and we work alongside our clients by translating business rules and operational policies into application-specific configurations, running analyses, and ultimately providing easy-to-understand, tangible, data-driven answers to real world deployment-related problems. As we engage with our clients on a variety of projects, we learn more about each agency's operations. This increased institutional knowledge of our clients' operations enables Deccan both to make proactive suggestions as well as to apply lessons learned to our applications, fueling future development. Further, this increase in knowledge may be shared (barring any issues of confidentiality) with other agencies as well. Our deep experience with many progressive departments has resulted in countless benefits both to our applications and to our entire client base. We have no doubt that this will also apply to our future clients, as well.</p>	*
12	What are your company's expectations in the event of an award?	In the event that Deccan is awarded a Sourcewell contract, Deccan will promote and market this contract as a primary procurement method through our Sales team and Marketing department. We will ensure that our client base of 200+ agencies are aware of the contract and its benefits. And we will diligently work to expand our client base by actively marketing our products to Sourcewell participating entities.	*
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	Deccan international is a privately held corporation and is not controlled, owned, or managed by any other entity. The company is financially stable and has never filed for bankruptcy or insolvency. Deccan has a proven record that demonstrates financial capacity to undertake and complete projects as proposed and to deliver the applications and services in accordance with the RFP requirements. In addition, Deccan has a proven record of successfully maintaining all existing clients and is structured with the flexibility to support new business as our client base expands. To further attest to Deccan's financial strength and stability, a Bank Reference Letter and current Dun & Bradstreet report have been uploaded to the Financial Strength and Stability category within Step 2 - Documents on the Sourcewell RFP submission site.	*
14	What is your US market share for the Solutions that you are proposing?	Deccan software deployed at our client sites through the United States currently serves 70 million people (more than 20% of the United States population), and is installed in nearly half of the largest metropolitan fire departments in North America.	*

15	What is your Canadian market share for the Solutions that you are proposing?	Deccan software deployed at our client sites throughout Canada currently serves 1 in 3 Canadians, and is installed in roughly 50% of the largest metropolitan fire departments in North America.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Deccan has never been involved in any bankruptcy proceedings.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Deccan International is best described as a service provider. All of our software applications are created in-house by Deccan, and only Deccan employees can build, manage, install, and maintain Deccan products. Sourcewell participating agencies would benefit from the knowledge that Deccan is a one-stop shop. There are no frustrating 1-800 phone trees to navigate through, no generic email addresses to send requests to, and no cumbersome online trouble tickets to submit. From the time a participating agency becomes a Deccan customer, they are assigned a dedicated Project Manager, who will be responsible for all support issues. The agency will have direct access to their Project Manager via a direct phone number and a direct email address. Customers simply contact their assigned Project Manager for any help, technical issues, requests, etc. Deccan International provides comprehensive solutions for all of our clients with our unique project management approach and unparalleled client service.	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	There are no licenses or certifications that are required to be held by Deccan in pursuit of business contemplated by this RFP. However, Deccan maintains a partnership with Microsoft, which requires us to undergo regular assessments. Deccan is also currently working towards SOC 2 Certification, which we expect to receive in the next few months. Deccan personnel also undergo CJIS certification whenever required by a customer. Further, no other competitor in our industry employs as many Ph.Ds. dedicated to developing, supporting, and extending deployment analysis tools tailored to the Fire and EMS industry as does Deccan International.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	N/A; no suspension or debarment has ever been applied to Deccan.	*

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Deccan is proud to have been recognized as a top-notch service provider and industry leader through a variety of distinguished acknowledgments:</p> <ul style="list-style-type: none"> • Deccan received an "Excellent" score for the period of 9/23-2/24 on our Vendor Performance Evaluation at FDNY. • Deccan's ASENT application was a Red Dot Design Award Winner for its User Interface Design in 2022: "In search of good design" – the Red Dot Design Award is one of the world's largest design competitions. The Red Dot Label has become established internationally as one of the most sought-after marks of quality for good design. The international jury awards the sought-after mark of quality only to projects and brands that win over the jury with their good design quality and creative achievement. • Deccan's ASENT application was also awarded the UX Design Award in 2023: The UX Design Awards are the global mark for outstanding experiences; they foster the impact user experience has on shaping lives, products and services. The Awards honor meaningful products and services that deliver better outcomes and solutions for real-world needs, driving positive change. The thorough approach to judging – and the focus on a key design field – make the UX Design Awards stand out among other design competitions. • Jonathan Elson, Deccan's Chief Operating Officer, was selected to be on the National Fire Protection Association (NFPA) ProQual Committee 1022. • Eddie Buchanan, Deccan's Business Development Manager and retired Assistant Fire Chief, has been published a number of times in the fire industry in the last five years, including: <ul style="list-style-type: none"> o Operationalizing Data in the Fire Service - Fire Engineering Magazine (03/25) o Contributing Author on The Non-Traditional Truck Company - Fire Engineering Books & Videos (02/25) o Co-Author of the Training Officer's Handbook - Fire Engineering Books & Videos (03/24) o Performance Indicators for Transition to a Combination Fire Department - Fire Engineering Magazine (04/23) o Contributing Author on Command Presence - Fire Engineering Books & Videos (04/23) o Co-Author on Fast Water Revisited: Fundamentals of Smart Fire Attack - Fire Engineering Magazine (10/23) o When to Lead and When to Follow - Fire Engineering Magazine (08/20) o Contributing Author on Pass It On III - Fire Engineering Books & Videos (04/20) • Eddie Buchanan has also presented to major audiences within the fire industry a number of times in the last five years, including: <ul style="list-style-type: none"> o Host of Fire Service Data & Tech Talk Podcast on Fire Engineering o Instructor at the Fire Department Instructors Conference (FDIC) for 27 consecutive years o Virginia Fire Chiefs Association Conference 2023, 2024, 2025 o Green River Firefighters Conference 2023 o IAFC Technology Summit 2024 o IAFC / VCOS Symposium in the Sun 2023/2024 o Center For Public Safety Excellence Conference 2022/2023 • Deccan enjoys a strong partnership with Esri, the leading international supplier of GIS software. As Esri's premiere, preferred partner in the Fire industry, Deccan has early access to Esri's latest technologies and applications. As such, Deccan is in the unique position to capitalize on the power of Esri's cutting-edge GIS technology. • Deccan regularly collaborates and presents with industry leader Center for Public Safety Excellence (CPSE) on Webinars focused on of-the-moment topics. • After undergoing a rigorous tender process, Deccan was awarded a contract by the Queensland Ambulance Service as their sole provider for Dynamic Deployment and Service Delivery Modelling. <p>Deccan consistently receives the highest accolades from our customers; samplings of client testimonials have been uploaded to the Marketing Plan/Samples Document category within Step 2 - Documents on the Sourcewell RFP submission site.</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	100% of Deccan's sales in the past three years have been to the governmental sector, as Deccan exclusively provides software applications to agencies in the Public Safety industry.	*
22	What percentage of your sales are to the education sector in the past three years?	N/A; 0% of Deccan's sales in the past three years have been to the education sector, as Deccan exclusively provides software applications to agencies in the Public Safety industry.	*

23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Deccan participates in the NPP.Gov cooperative purchasing agreement. We would be glad to provide information regarding the annual sales volume for this contract upon execution of a Non-Disclosure Agreement. Deccan was also fortunate enough to be awarded a Sourcewell cooperative purchasing agreement when this RFP was previously released in 2021. The annual sales volume for this agreement over the past three years was: 2023: \$315,000 2024: \$294,970 2025: Currently projecting ~\$325,000	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Deccan does not hold any other GSA contracts for Standing Offers and Supply Arrangements (SOSA).	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Anaheim Fire & Rescue (part of Metro Cities Fire Authority)	Michael Byard	714-765-4028	*
Surrey Fire Service	Jason Cairney	778-846-0857	*
Township of Langley Fire Department	Jason de Roy	604-532-7509	*

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

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

Line Item	Question	Response *	
26	Sales force.	Deccan's sales force is comprised of a team of industry veterans. Every employee in Sales has been in the industry for at least a decade. Lead by our VP of Sales, our Business Development Manager is responsible for the full scope of the sales process, building and maintaining strong relationships with current and new clients. Deccan also retains an operations sales representative in Australia who is responsible for maintaining current client relationships and also developing new prospects in that country. In addition, Deccan's Senior Manager (Sales Support) supports our Sales team by providing daily strategic and operational support, ensuring the needs of our incoming clients are understood and met.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	N/A; for the Sourcewell contract, Deccan would be solely responsible for distributing our software products.	*
28	Service force.	As previously mentioned, Deccan offers its clients a service force dedicated to customer service. Well qualified project managers (PMs), who manage application build and customization projects of all sizes and levels of complexity, and provide dedicated customer support to our clients, comprise the core of the Deccan team. The PMs are supported by expert Operations Research Developers and Industrial Engineers, professionals who are proficient in supporting Fire and EMS clients to help improve operational productivity. In addition, the Deccan team is proud to have ex-public safety personnel on its team who bring in real-world knowledge and experiences. No other provider in the industry has a dedicated team of project managers and data analysts whose sole role is to learn a department's priorities and translate them into customizations so that the department can focus on strategic decision making. No other competitor has as many Ph.Ds. dedicated to developing, supporting, and extending deployment analysis tools tailored to the Fire and EMS industry. Deccan's engineering team is comprised of unique professionals that straddle the academic field of Operations Research, which involves developing mathematical models and algorithms to address practical needs, and real-world problem solving to support industry decision making. Deccan currently employs 28 personnel, of which 5 are Project Managers, 9 are Analysts, and 7 are Engineers.	*

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>Deccan International will be solely responsible for the ordering process. The ordering process will begin with Deccan providing the agency with a quote for the product(s) they are interested in purchasing. When an agency has made the determination to purchase, the Deccan Sales Representative inputs the pertinent sales details (date of purchase, purchase price, milestones, etc.) into our Salesforce CRM and a notification is sent to Accounting. Upon receipt of a Purchase Order from the agency, Deccan Accounting then handles the payment process and generates all payment-related documentation, such as invoices, receipts, and reports. Further, this entire process is closely monitored by Deccan's Sales Support Senior Manager (the Proposed Authorized Representative should Deccan be awarded a Sourcewell contract), who tracks the progression of the sale to ensure a smooth transaction. Deccan International agrees to report quarterly sales to Sourcewell as described in the Contract template.</p>	*
30	Describe your product implementation strategy. If utilizing installation partners, describe and define their role in the strategy.	<p>Deccan International's core values are customer-centric development and high-quality customer service. We have vast experience developing and implementing applications to fit the unique needs of large and small agencies alike, and our product line is flexibly designed to accommodate unique departmental characteristics and challenges. Throughout the implementation process, client feedback is not just welcomed – it is actively sought. Deccan Project Managers continuously reach out to clients to confirm that the applications are performing as expected and to initiate updates on a scheduled basis.</p> <p>As previously mentioned, when a sale has closed and an agency officially joins the Deccan family of clients, a comprehensive 'Sales to Operations Hand-Off' document is completed by the Sales Representative, and an inter-departmental meeting between the Sales Representative, the VP of Sales and Marketing, and the Operations department takes place during which the new software project is fully explained to the Operations team (which includes the designated Project Manager who will be in charge of the application moving forward), and the project is handed over to the Operations department to then build the product(s) for the client. The software is built over the course of different phases – comprehensive details of each phase involved in our implementation strategy are detailed in the Statements of Work; a Statement of Work for each Deccan software application has been uploaded to the Standard Transaction Documents category within Step 2 - Documents on the Sourcewell RFP submission site. Once built, Deccan applications are tested within multiple departments. After any Engineering work has been completed, department Analysts and Project Managers perform tests on functional, integration, and performance of the software. When the application has successfully passed all internal tests, it is then delivered to the client for installation.</p> <p>Deccan does not use any installation partners; all implementation, installation and services are provided by Deccan staff.</p>	*

31	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>To support our clients with the highest level of customer service and to adapt to their needs as they evolve over time, Deccan employs Project Managers, Analysts, and Engineers who support the client throughout the life cycle of the product.</p> <p>Deccan's staff includes a number of Ph.D.'s in Operations Research Development who contribute to the culture of continuous innovation and improvement. Their expertise is applied through both direct and indirect exposure to the client facilitated through a client's dedicated Project Manager. The academic and professional experience of these individuals ensure that client deliverables utilize the best methods available to keep applications at the state of the art. Feedback from clients keeps them relevant and applicable to current real-world issues. Further reinforcing this commitment to supporting changing requirements is the practice of regular data updates. During these updates, the performance of the applications is reassessed, new data is implemented, and adjustments are made to address ongoing needs. Deccan's success and overwhelming market dominance for nearly three decades is largely due to our capability to develop and maintain innovative solutions meeting specific and evolving client requirements.</p> <p>As previously mentioned, when a participating agency becomes a Deccan client, they are assigned a dedicated Project Manager, who is responsible for all support issues. The agency will have direct access to their Project Manager via a direct phone number and a direct email address. Customers simply contact their assigned Project Manager for any help, technical issues, requests, etc. If a Project Manager is unable to resolve an issue on their own, they have immediate, direct access to all levels of support within Deccan. Further, if a customer's assigned Project Manager is unavailable, customers can directly contact Deccan's CEO, Jonathan Elson, who also has immediate, direct access to all levels of customer and technical support within Deccan. Minor issues reported by clients will be addressed within 8 business hours, and major issues will be addressed on a case-by-case basis, with a goal to have a resolution as quickly as possible. Further, support documentation (including installation instructions, training materials, user manuals, etc.) is available online at any time on each client's secure FTP site.</p> <p>Full details regarding Deccan's customer service offering can be found in the software application Statements of Work; a Statement of Work for each Deccan software application has been uploaded to the Standard Transaction Documents category within Step 2 - Documents on the Sourcewell RFP submission site.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	<p>In business for over 29 years, Deccan International software has an extensive list of satisfied clients and is being used to regularly evaluate the effectiveness of current deployment, explore other scenarios, and allow decision-makers to focus on big picture issues. We have a proven record that demonstrates the capacity to undertake, complete, deliver, and maintain the applications and services as offered in our response to this RFP. Our software applications currently support over 70 million Americans, and are highly customizable and flexible to the needs and size of any department. Our clients include departments with as few as three stations and as many as 400 stations, with combinations of career, volunteer, mutual aid, and auto aid stations, as well as paid on call staff. We understand and can accommodate the needs of departments that serve a mix of urban and rural areas, taking into consideration different responses and apparatus required in different geographic areas for different incident types. Our tools are also able to model cross-staffed units to account for apparatus that share personnel.</p> <p>In addition, Deccan has a proven record of successfully maintaining all existing clients and is structured with the flexibility to support new business as our client base expands. Deccan is the gold standard for decision-support software within the industry and has been used for countless projects by agencies throughout North America. Deccan, through robust products and experienced staff, is uniquely qualified to address the deployment planning needs of Fire and EMS agencies both today and into the future, and we would be honored to have the opportunity to offer our products and services to Sourcewell participating agencies in the United States.</p>	*

33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>In business for over 29 years, Deccan International software has an extensive list of satisfied clients and is being used to regularly evaluate the effectiveness of current deployment, explore other scenarios, and allow decision-makers to focus on big picture issues. We have a proven record that demonstrates the capacity to undertake, complete, deliver, and maintain the applications and services as offered in our response to this RFP. Our software applications currently support over 1 in 3 Canadians, and are highly customizable and flexible to the needs and size of any department. Our clients include departments with as few as three stations and as many as 400 stations, with combinations of career, volunteer, mutual aid, and auto aid stations, as well as paid on call staff. We understand and can accommodate the needs of departments that serve a mix of urban and rural areas, taking into consideration different responses and apparatus required in different geographic areas for different incident types. Our tools are also able to model cross-staffed units to account for apparatus that share personnel.</p> <p>In addition, Deccan has a proven record of successfully maintaining all existing clients and is structured with the flexibility to support new business as our client base expands. Deccan is the gold standard for decision-support software within the industry and has been used for countless projects by agencies throughout North America. Deccan, through robust products and experienced staff, is uniquely qualified to address the deployment planning needs of Fire and EMS agencies both today and into the future, and we would be honored to have the opportunity to offer our products and services to Sourcewell participating agencies in Canada.</p>	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	There are no geographic areas of the United States or Canada that Deccan will NOT fully serve if awarded a contract. Deccan is prepared and equipped to fully serve any geographic area in North America.	*
35	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	Deccan welcomes the opportunity to serve any government entity throughout the United States and Canada that can benefit from Deccan's decision-support software tools. As Deccan exclusively serves the Public Safety industry, our products are not relevant to sectors outside of this industry.	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Deccan has no specific requirements or restrictions that apply to participating entities in Hawaii, Alaska, and U.S. Territories. Should Hawaii, Alaska or any U.S. Territories have specific requirements that Deccan should adhere to, Deccan will comply.	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes; Deccan will be glad to extend terms of an awarded master agreement to nonprofit entities, should that situation arise.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	
38	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>If awarded a Sourcewell contact, Deccan will implement a comprehensive marketing strategy to maximize awareness and engagement with current and prospective clients. Our approach will include:</p> <ul style="list-style-type: none"> Website Integration: We will prominently feature Sourcewell as a preferred purchasing option on Deccan's "Ways to Purchase" page and dedicated partner page, ensuring easy access for potential buyers. Social Media Promotion: Targeted social media campaigns across LinkedIn, Twitter (X), and Facebook will highlight the benefits of purchasing through Sourcewell. Press & Industry Outreach: We will issue a press release announcing our partnership with Sourcewell in industry publications, as well as distribute this news to our existing clients through direct email campaigns. Tradeshow Presence: Deccan will display Sourcewell-branded signage at industry conferences and expos, reinforcing our partnership. <p>A number of marketing material samples have been uploaded to the Marketing Plan/Samples category within Step 2 - Documents on the Sourcewell RFP submission site.</p>	*
39	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Deccan employs a data-driven approach to marketing, leveraging digital tools and analytics to optimize engagement outreach.</p> <ul style="list-style-type: none"> Social Media & Digital Advertising: We will actively promote our partnership with Sourcewell through targeting social media campaigns, leveraging platform analytics to refine messaging and improve engagement. Search Engine Optimization (SEO): Our marketing website is optimized for search engines, ensuring agencies searching for procurement solutions can easily find Sourcewell information. Email Marketing & CRM Integration: We will incorporate Sourcewell into relevant email campaigns, using analytics to track open rates and engagement. Our CRM system will also be used to track interest in Sourcewell among leads and customers. Web Analytics & Performance Tracking: We utilize Google Analytics and social media insights to measure campaign effectiveness and refine our strategy as needed. 	*
40	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>We see Sourcewell as a key partner in promoting this agreement to eligible agencies. Deccan anticipates Sourcewell will support outreach by:</p> <ul style="list-style-type: none"> Featuring Deccan as a vendor on the Sourcewell website Engaging in industry events and public safety conferences to promote available contracts. Hosting Deccan marketing materials on the Sourcewell website and providing a direct link to Deccan's website for easy access to further product information. <p>To integrate Sourcewell into our sales process, Deccan will commit to:</p> <ul style="list-style-type: none"> Educate Our Sales Team: All sales representatives will receive training on Sourcewell's benefits, ensuring they can clearly articulate the value of purchasing through this contract. Marketing & Website Visibility: Sourcewell will be featured on our "How to Purchase" page, with direct links and a clear explanation of the purchasing process. Collaborative Outreach: With Sourcewell's approval, we will co-develop marketing materials and explore joint opportunities to increase awareness of this procurement pathway. 	*
41	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Deccan does not currently offer our products or services through an e-procurement ordering system.</p> <p>Instead, all current and prospective clients have direct access to their designated Sales Representative and/or Project Manager, as well as to our Office Manager who handles all matters related to order invoices, ensuring that the order process is as smooth and efficient as possible – one of the many benefits of working with a small company whose core value is consistently providing our clientele with superior customer service.</p>	*

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

Line Item	Question	Response *	
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42	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>When a client purchases a Deccan software tool, training is standard and is included in the purchase price. Given that Deccan products are intuitive and easy-to-use, new users are able to perform complex analysis with minimal training. However, Deccan offers a training session with all new purchases. The client's designated Deccan Project Manager will conduct training after the installation of the software application.</p> <p>Trainings are tailored to the level of end user, and can be broken out into beginner and advanced/trainer groups with comprehensive training materials customized for the client's specific system configurations. Apart from training, each of our clients has access to an assigned Project Manager who is available to answer technical questions, assist with analyses, and provide further training either remotely or in-person. Training materials will be provided to the client for reference and self-teaching that details step-by-step instructions on how to use the application. The client will be provided with a document detailing all of the configurations and customizations the agency ultimately chooses.</p> <p>All additional training courses will be provided via the web using an online meeting tool. Training courses will be scheduled by the Deccan Project Manager on a day/time that is convenient for both Deccan and the client.</p> <p>For additional details, please refer to the Statements of Work; a Statement of Work for each Deccan software application has been uploaded to the Standard Transaction Document Samples category within Step 2 - Documents on the Sourcewell RFP submission site.</p>	*
43	Describe any technological advances that your proposed solutions offer.	<p>Deccan International offers a number of technological advances.</p> <p>Deccan's software is highly dependable, based on the science of Operations Research, and built and continually improved by our team of Ph.D.'s, Data Analysts, and Esri GIS experts. As specialists in Operations Research, our Ph.D.'s employ the same real-world problem solving methods and techniques as large geospatial and logistics challenged companies (e.g., FedEx and Amazon).</p> <p>Deccan's latest version of ADAM represents a significant leap forward in software capability, built on a modular architecture that streamlines issue resolution and maintenance. Security is paramount, offering fine-grained access controls to protect sensitive data. An automated deployment pipeline ensures rapid and seamless updates, minimizing downtime. Furthermore, as a web application, ADAM provides unparalleled accessibility, allowing users to connect and work from anywhere, even outside the traditional client network.</p> <p>As a Silver partner, Deccan enjoys a strong partnership with Esri, the leading international supplier of GIS software. As Esri's premiere, preferred partner in the Fire industry, Deccan has early access to Esri's latest technologies and applications. Fully invested in Esri technologies, Deccan utilizes ArcGIS Server technology, including Esri Dashboards, Story Maps and AGOL as part of its strategic solution. As such, Deccan is in the unique position to capitalize on the power of Esri's cutting-edge GIS technology. Deccan also regularly attends Esri events and conferences.</p> <p>Deccan also utilizes AWS cloud technology, as well as machine learning for routing and dispatch optimization.</p>	*
44	Demonstrate your solution's capabilities in data privacy, integrity, storage and protection standards, and the adherence of your products and services to applicable cybersecurity and industry standards, such as but not limited to the requirements of the Criminal Justice Information Services (CJIS), the Health Insurance Portability and Accountability Act (HIPAA), etc.	<p>Deccan follows industry best practices to ensure that data is secure and protected. Deccan utilizes Datto for our secure FTP site, which we use to share data with our customers. Datto's data centers are compliant with the Service Organization Control (SOC 1/ SSAE 16 and SOC 2) reporting standards. In terms of raw source data, Deccan permits access only to verified individuals within the Deccan infrastructure. Data is then manipulated to be used within our suite of applications, which in turn is distributed to the appropriate personnel via secure FTP with HIPAA and CJIS compliance, if required. Furthermore, as workflows, infrastructure, and security practices vary from agency to agency, Deccan works with each client to ensure appropriate compliance with security protocols, including HIPAA and CJIS, as needed on a case-by-case basis.</p>	*
45	Describe your data backup and recovery solutions.	<p>Upon completion of the project, data is archived to our secure internal storage server, which in turn has its own backup procedures following 321 backup best practices – 3 copies of data, 2 on site and 1 offsite.</p> <p>We also back up code on GitHub Enterprise.</p>	

46	Demonstrate your connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems.	<p>Deccan software tools are stand-alone applications designed to operate with a minimal number of dependencies. The software tools only require access to the client's Computer Aided Dispatch (CAD) system and/or Records Management System (RMS). Deccan International is CAD agnostic; we have a deep history of working and interfacing with a multitude of CAD Vendors – from large, Tier 1 CADs to small, homegrown CAD systems, and are willing and able to collaborate with any CAD vendor to deliver industry leading technology to customers across the United States and Canada.</p> <p>Deccan is extremely experienced in fully integrating data available from a client's CAD system for use in the tactical applications, and has deployed such products for multiple clients. Deccan offers the ability for bidirectional data interfacing. CAD will establish a connection with the Deccan Interface and send unit and event updates as they occur, and the tactical application will transmit critical information back to source environments when necessary (redeployment recommendations, unit statuses, etc.). Data transfer between the two subsystems typically occurs using a link established over a Transmission Control Protocol/Internet Protocol (TCP/IP) connection. The message format is XML based.</p> <p>Deccan's strategic applications offer the ability for the user to import the latest CAD data into the software, allowing clients to perform near-real time deployment analyses, including the ability to review the most recent response times and identify any current trends. The Deccan Interface (DI) is a tool that connects to raw data sources and obtains the data required for Deccan's strategic applications. The DI can be hosted on the cloud or on-premises, and can be accessed through a browser (Google Chrome or Mozilla Firefox). The Deccan Interface can obtain data from data-source systems through various technologies, including SQL queries of source databases, APIs exposed by data-source systems, and TCP/IP. Connections to data-source systems can be established and tested through the Deccan Interface GUI. Details on queries, APIs, and TCP/IP end-points in data-source systems that refer to specific data points required by Deccan can be added through the DI GUI, and additional configuration changes can also be made through the Deccan Interface GUI. Access to the DI and its various sections can be controlled through Deccan's user management module. In this way, the user has near real-time data for running daily, weekly, monthly, or quarterly reports. By bringing together DI, ADAM, and client CAD data, alongside other necessary external data, a comprehensive and strategic solution is delivered, tailored to the client's unique needs. Detailed information regarding the Deccan Interface set-up has been uploaded to the Upload Additional Document category within Step 2 – Documents on the Sourcewell RFP submission site.</p> <p>Further, as previously mentioned, Deccan utilizes ArcGIS Server technology, including Esri Dashboards, Story Maps and AGOL as part of its strategic solution. As such, Deccan is in the unique position to capitalize on the power of Esri's cutting-edge GIS technology, a benefit which is, in turn, extended to our client base.</p>
47	Describe any "green" initiatives that relate to your company or to your solutions, and include a list of the certifying agency for each.	N/A; Deccan International sells only software (Deccan does not sell anything physically tangible).
48	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	N/A; Deccan International sells only software (Deccan does not sell anything physically tangible).

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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?	Deccan International brings to bear a number of unique advantages and attributes. First, Deccan's focus has always been exclusive to Fire and Emergency Services. Contrasting with other providers who force fit general tools for other industries (e.g., sports facilities, public sector facilities), Deccan's solutions are built to suit the unique demands of Fire and Emergency Services. Having been in business for over 29 years, our products have been vetted over the years by a wide range of Fire and EMS departments. We have vast experience developing, implementing and supporting a variety of customized business rules for strategic and tactical decision support. Our product line is flexibly designed to accommodate unique departmental characteristics and challenges. Second, Deccan provides critical ongoing support. Our hallmark is treating clients like family and providing support on an ongoing basis. Our customers often regard Deccan as an extension of their own team, through regular interaction throughout the year. This is something that neither consultants nor one-off software developers can match. Clients do not receive a one-size-fits-all product with features built for other agencies, but rather a highly tailored and customized solution specific to the operational needs of their individual agency. Deccan is well versed in bringing our vast experience supporting Fire and EMS agencies on a multitude of different deployment strategies and corresponding analyses. Projects range in scope from building a single application for a small client department, to building a suite of applications for a multiple-agency client. Only Deccan has the team of Operations Research Developers, Software Developers, Project Managers, and Analysts to support such an approach. However, even though the solution will be customized for each agency, it will benefit from best practices attained through partnering with hundreds of other clients. Innovations developed for other agencies and best practices attained over nearly three decades will all be brought to each unique software build. Deccan's success and overwhelming market dominance is largely due to our capability to develop and maintain innovative solutions meeting specific and evolving client requirements. Finally, as a Silver Esri partner, Deccan enjoys a strong partnership with Esri. As Esri's premiere, preferred partner in the Fire industry, Deccan has early access to Esri's latest technologies and applications. As such, Deccan is in the unique position to capitalize on the power of Esri's cutting-edge GIS technology.	*
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
50	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input checked="" type="radio"/> Yes <input type="radio"/> No	Deccan currently holds DBE/MBE/WBE certifications as follows: state of California DBE, City of Los Angeles MBE/WBE/SBE, state of Florida DBE, state of Illinois DBE (which also applies to City of Chicago), and Philadelphia MWBE. Documentation of certification for each has been uploaded to the WMBE/MBE/SBE or Related Certificates category within Step 2 - Documents on the Sourcewell RFP submission site. Further, Deccan applies for certification on a case-by-case basis, and is willing and able to become certified in other states/cities if requested by a customer.	*
51		Minority Business Enterprise (MBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	City of Los Angeles (California) City of Philadelphia (Pennsylvania)	*
52		Women Business Enterprise (WBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	City of Los Angeles (California) City of Philadelphia (Pennsylvania)	*
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None	*
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None	*
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None	*
56		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	City of Los Angeles (California)	*
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None	*
58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
59	Describe your payment terms and accepted payment methods.	Deccan's payment terms are Net 30. Deccan accepts payment via ACH/EFT, check and credit card.	*
60	Describe any leasing or financing options available for use by educational or governmental entities.	N/A; Deccan does not offer leasing or financing options, as the custom build and configuration of our software tools takes place prior to delivery to the client.	*
61	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	The standard transaction documents that Deccan proposes to use if awarded an agreement include a Statement of Work (one per application) and a Software License Agreement. The Statement of Work documents define the work to be performed by Deccan during the build of the application, outline the client's responsibilities, provide an overview of the functionality and use of the application (including specifications), describe the project implementation plan (including tasks and timeline), define the payment terms, define the Warranty and Subscription Support period and what is included, summarize the data that is required to build the application, and include the hardware/software requirements for the application. The Software License Agreement outlines how the Deccan application(s) can be used by the licensee. Deccan has uploaded these standard transaction documents to the relevant categories within Step 2 – Documents on the Sourcewell RFP submission site.	*
62	Explain your licensing process and the service agreements required of end users.	Deccan clients are granted annual, nonexclusive, nontransferable software licenses to use each purchased application subject to the terms and conditions of the Software License Agreement. A copy of the Software License Agreement has been uploaded to the Upload Additional Document category within Step 2 - Documents on the Sourcewell RFP submission site.	*
63	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Deccan does accept the P-card procurement and payment process if it is the only payment option available. P-card procurement would be assessed on a case-by-case basis, and if utilized, Deccan may charge a processing fee. It is Deccan's preference to receive direct payments via ACH/EFT or check.	*
64	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Deccan is pleased to offer Sourcewell participating agencies a discount on our software applications. A pricing list has been uploaded to the Pricing category within Step 2 - Documents on the Sourcewell RFP submission site. The discounted prices (Master Agreement prices) indicated on the pricing list reflect a 15% reduction from our current list prices.	*
65	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	The pricing offered in Deccan's response represents a 15% reduction from list price.	*
66	Describe any quantity or volume discounts or rebate programs that you offer.	Deccan would be glad to extend an additional discount to participating agencies that purchase more than one software application at the same time. As discounts are based on a number of different variables, they will be determined on a case-by-case basis.	*
67	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	N/A; this does not apply to the software applications offered by Deccan.	*

68	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	N/A; this does not apply to Deccan International's offerings. All direct costs for Deccan software applications have been included in the pricing submitted with our response. All software and hardware prerequisites for the applications are listed in the Statements of Work, which have been uploaded to the Standard Transaction Document category within Step 2 - Documents on the Sourcwell RFP submission site.	*
69	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	N/A; this specification is not applicable to Deccan, as Deccan delivers its software applications to its customers by uploading the application(s) to a secure FTP site, and emailing the SFTP link to the customer so they may download the application(s).	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	N/A; this specification is not applicable to Deccan, as Deccan delivers its software applications to its customers by uploading the application(s) to a secure FTP site, and emailing the SFTP link to the customer so they may download the application(s).	*
71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	N/A; this specification is not applicable to Deccan, as Deccan delivers its software applications to its customers by uploading the application(s) to a secure FTP site, and emailing the SFTP link to the customer so they may download the application(s).	*
72	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcwell. This process includes ensuring that Sourcwell participating entities obtain the proper pricing.	<p>From the time a sales opportunity is initiated, Deccan Sales Representatives utilize our Salesforce CRM to input all pertinent details about the potential sales opportunity, including how the client will be procuring and purchasing the application(s). This information is then included in Salesforce reports that are generated on a weekly basis and distributed to the entire Deccan sales team, as well as C-level personnel within Deccan. The Deccan sales team meets weekly, during which time this report is reviewed and discussed. When a prospective client requests pricing, the Deccan Sales Representative contacts the Deccan Sales Support Senior Manager, who is responsible for generating all quotes. The Sales Support Senior Manager then creates a quote based on the information included in Salesforce, and provides the quote to the VP of Sales and Marketing for approval. Given that the personnel involved in the creation of quotes also receive Salesforce weekly reports and are involved in weekly sales meetings during which sales opportunities are discussed, this will ensure that proper pricing will be provided to the prospective client.</p> <p>When a Purchase Order from an agency has been received, the Deccan Sales Representative will forward it to Deccan Accounting. Deccan Accounting will be aware that the sale has been made through the Sourcwell contract both by the Sourcwell contract number that will be included on the Purchase Order, as well as by a reminder message from the Deccan Sales Representative. Deccan Accounting will then note in Deccan's Accounting software that the sale has been made through the Sourcwell contract.</p>	*

73	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>Deccan has instituted a multitude of metrics to track our internal processes and measure our successes.</p> <p>From the time a sales opportunity is initiated, Deccan Sales Representatives utilize our Salesforce CRM to input all pertinent details about the potential sales opportunity. Deccan Sales Representatives work closely with the Deccan Sales Support Senior Manager, who manages all sales documentation, to generate any documents required by the client, including quotes, Statements of Work, etc. Salesforce reports are run on a regular basis to ensure all relevant details about the sales opportunities are current and correct. If awarded a Sourcewell contract, Deccan will also utilize Salesforce reports to track and measure usage of the Sourcewell contract. Reports will include data related to the Sourcewell contract such as the number of leads generated, active sales opportunities, number of leads converted into opportunities, number of opportunities converted into closed sales, dollar amounts of sales by quarter/year/etc. – much of the same information that will also appear in the quarterly reports sent to Sourcewell. Further, our Sales team meets weekly to review any sales-related matters; during this meeting, the Sourcewell contract will be reviewed to ensure that our Sales Representatives are actively working to build the sales pipeline with Sourcewell participating entities, as well as making continual progress on those sales opportunities to participating entities that are already in progress.</p> <p>When a sale has closed and an agency officially joins the Deccan family of clients, a comprehensive 'Sales to Operations Hand-Off' document is completed by the Sales Representative, and an inter-departmental meeting between the Sales Representative, the VP of Sales and Marketing, and the Operations department takes place during which the new software project is fully explained to the Operations team (which includes the designated Project Manager who will be in charge of the application moving forward), and the project is handed over to the Operations department to then build the product(s) for the client. Once built, Deccan applications are tested within multiple departments. After any Engineering work has been completed, department Analysts and Project Managers perform tests on functional, integration, and performance of the software. When the application has successfully passed all internal tests, it is then delivered to the client for installation.</p> <p>When a software application enters into its Subscription Support period, during a data update or a configuration change tuning and optimization tests are performed to ensure that the application is running at peak performance. In addition to data tuning and initial setup, Deccan works with the customer to ensure that the relevant data inputs meet the required specific business rules and required time targets. Once the client enters into the Subscription Support period, success is defined by the client productively using the software tool for its intended purpose(s), and the client being completely satisfied with the customer service they continually receive from their designated Project Manager.</p>	*
74	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	In the event that Deccan is awarded a contract, we propose a 1.5% administrative fee of Deccan sales to be paid to Sourcewell.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
75	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The pricing offered in Deccan's response represents a 15% reduction from list price.	*

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

Line Item	Question	Response *
76	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Deccan is pleased to offer our suite of software applications to Sourcewell participating agencies, including: Analyst, ADAM (Apparatus Deployment Analysis Module), LiveMUM (Live Move-Up Module), BARB (Box-Area Automated Run-card Builder), and DiFa (Dispatch Failsafe).</p> <p>Deccan offers its solutions turnkey, including processing data, processing maps, and configuring the applications in a manner that clients can immediately start using them upon delivery. Below is a brief description of the applications.</p> <p>Analyst</p> <p>Analyst is a cloud-based analytics software application that is used by decision-makers in emergency services to derive operational insights into current and historical performance. Analyst filters and processes key data from an existing CAD System and/or Records Management System (RMS) and utilizes that historical information to measure performance against customized response criteria (key performance indicators, such as call processing interval, turnout (chute) interval, travel interval, Effective Fire Force assembly, Initial Attack Force, etc.) within client-defined performance standards (time target goals). Analyst includes the following functionalities:</p> <ol style="list-style-type: none"> 1. Customizable and designed according to a department's specifications to provide the department with a turnkey solution. It allows a department to report response performance based on any criterion recorded by the CAD and/or RMS system. 2. Seamlessly interfaces with CAD or RMS databases via the Deccan Interface 3. Defines response zones by hazard response criterion, to account for different sets of units being dispatched based on the risk level of a given location (to accurately measure Effective Fire Force performance). 4. Allows a user to experiment with different time targets, so they may view historical response performance based on varying time targets. 5. Plots of first due areas by unit capabilities. 6. Calculates response criteria performance in a variety of manners (average time, percentage compliance to time target, 90th percentile). 7. Displays additional map layers in the application in order to provide local points of reference and further enhance analytical capability. 8. Streamlines the Accreditation process by providing Standards of Cover performance measurements, and allows a user to export the results to Excel in order to view in tables, charts, and graphs. 9. Tracks performance vis-à-vis NFPA 1710/1720 standards. 10. Allows a user to easily identify coverage deficiencies via color-coded maps where green indicates areas where response performance is good, and red indicates areas where response performance could be improved. 11. Accounts for multi-capability units (Paramedic Engines, Quints, Rescue Engines), as well as cross-staffed units. 12. Includes a customizable Dashboard with Key Performance Indicators. <ol style="list-style-type: none"> a. Allows the user to create and save new dashboards (e.g., unit performance dashboard, emergency incidents dashboard) b. Allows the user to add visualizations to their dashboard through a wizard or by 'pinning' any visualization to a dashboard 13. Allows a user to export an incident volume report in Excel which shows historical incident counts segmented by incident type, month of year, time of day, and day of week in color-coded tabular and graphical formats 14. Allows a user to export a 'hot addresses' report in Excel that lists the top addresses where incidents occurred in color-coded tabular and graphical formats. Also allows users to track incident counts at specific addresses over time. <p>ADAM (Apparatus Deployment Analysis Module)</p> <p>Deccan's ADAM was designed specifically for the Fire/EMS industry, providing agency decision-makers with a performance-based program for making critical strategic decisions. Through data-driven statistical and geographic analyses using sophisticated algorithms, ADAM offers a business intelligence solution that enables agencies to analyze current and historical operational performance, model theoretical deployment changes and calculate their impacts on service delivery, perform simulations of current and proposed response models, and perform complex optimizations that prescriptively generate optimal deployment based on resources, desired performance goal, call type, demand (call volumes), temporal parameters (time of day, day of week, etc.), and spatial and geographic factors (resource locations, routing, realistic travel speeds).</p> <p>ADAM offers the following capabilities to its users:</p>

1. Customizable and designed according to a department's specifications to provide the department with a turnkey solution. It allows a department to report and project performance based on any criterion recorded by the CAD and/or RMS system.
2. Includes a projection model that:
 - a. simulates various deployment scenarios which effectively test and evaluate the impact of changes if implemented in the field
 - b. takes into account unit unavailability that is especially useful in areas where call volumes are high, to ensure that analysis and "what if" questions are based assuming not every unit will be available at all times
 - c. projects response zone performance and incident coverage by actual drive time (not by the theoretical travel time based on the road network [speed limits and distance]) using historical CAD data. The model is calibrated to match a department's actual current performance, and
 - d. provides performance scores for both incident performance and geographic coverage.
3. Offers the ability to include a set of alternate streets (e.g., a streets file which includes future streets that will be built for a new housing development), and/or alternate workloads (e.g., projected call volumes that may occur in the new housing development's area) in the application, so that a department may take into account future growth/development when performing strategic analysis.
4. Defines response zones by hazard response criterion, to account for different sets of units being dispatched based on the risk level of a given location (to accurately measure and project Effective Fire Force performance).
5. Offers the ability to test and evaluate the impact of adding a peak-time vehicle, modifying a vehicle's schedule to peak times, and/or removing a peak-time vehicle on response performance and other operational metrics.
6. Allows for the addition or removal of incident volume by geography (down to the granularity of a specific response zone), type of incident, and day of week/time of day to evaluate the impact of future demand frequency on operational metrics such as response times and unit availability.
7. Provides impact on response performance and unit availabilities from opening/closing of hospitals and increase/decrease in wait times by hospital.
8. Offers a station, street-segment, and time-target optimization component in which:
 - a. a user may specify a given number of units and a given criterion and direct the tool to determine the optimal deployment of these units, so as to minimize response times
 - b. the centers of all existing street segments can be considered as candidate locations, allowing an agency to identify optimum location(s) for new station(s) or EMS post(s), and
 - c. a user may project the minimum number of units necessary and their ideal locations to achieve a given time target.
9. Allows a user to experiment with different time targets, so they may view historical performance and project response performance based on varying time targets.
10. Displays the difference in response performance between two deployment scenarios by overlaying the maps, and then graphically and numerically displaying the delta.
11. Explores run orders for any response zone within the service area and projects the number of runs each unit will make, as well as its projected availability.
12. Projects workloads within response zones for further analysis.
13. Obtains plots of first due areas by unit capabilities.
14. Calculates response criteria performance in a variety of manners (average time, percentage compliance to time target, 90th percentile).
15. Displays additional map layers in the application in order to provide local points of reference and further enhance analytical capability.
16. Streamlines the Accreditation process by providing Standards of Cover performance measurements, and allows a user to export the results to Excel in order to view in tables, charts, and graphs.
17. Tracks performance vis-à-vis NFPA 1710/1720 standards.
18. Allows a user to easily identify coverage deficiencies via color-coded maps where green indicates areas where response performance is good, and red indicates areas where response performance could be improved.
19. Accounts for multi-capability units (Paramedic Engines, Quints, Rescue Engines), as well as cross-staffed units.
20. Includes a customizable Dashboard with Key Performance Indicators.
21. Allows a user to export an incident volume report in Excel which shows historical incident counts segmented by incident type, month of year, time of day, and day of week in color-coded tabular and graphical formats
22. Allows a user to export a 'hot addresses' report in Excel that lists the top addresses where incidents occurred in color-coded tabular and graphical formats. Also allows users to track incident counts at specific addresses over time.
23. Allows a user to export a 'unit hour utilization (UHU)' report in Excel that shows UHU by unit, unit type, time of day, and day of week in color-coded tabular and graphical formats.
24. Operates as an add-in to Esri ArcGIS Desktop, requiring only the Basic

edition and the Network Analyst extension. All ArcGIS tools are available to a user for advanced editing.

ADAM provides two distinct primary functions: 1) Complex current and historical response performance reporting capabilities (Analyst module), and 2) Predictive modeling to simulate and optimize current and proposed systems and calculate the impacts theoretical changes to deployment (staffing changes, resource types, quantities, and locations), response models, demand, and other factors may have on response performance (Simulator module). More in-depth descriptions of the capabilities of both components of the application are included in the ADAM Statement of Work; a Statement of Work for ADAM has been uploaded to the Standard Transaction Documents category within Step 2 - Documents on the Sourcewell RFP submission site.

LiveMUM (Live Move-Up Module)

LiveMUM is a software tool that interfaces with a live CAD system to display to Communications Center dispatchers current coverage and offer move-up recommendations based on various criteria (business rules and/or operational procedures) set by the Communication Center.

LiveMUM includes the following functionalities:

1. Assists Fire/EMS agencies by:
 - a. taking dispatcher guesswork out of move-ups and speeding up the move-up alerting and dispatch response time
 - b. eliminating any dependence on manual move-up boards
 - c. ensuring recommended move-ups do not cause additional coverage gaps
 - d. factoring in prescribed response performance standards to determine when a move-up is needed
 - e. allowing users to examine the impact of planned move-ups in advance of a move-up
 - f. equipping dispatchers with move-up rationale to show field units why a move-up is necessary, and
 - g. ensuring a consistency of move-up quality across all personnel and shifts.
2. Offers tactical redeployment (move-up) recommendations to dispatchers for Fire and Emergency Medical Services (EMS) via a user-friendly Graphic User Interface (GUI) operating in a web browser.
3. Analyzes CAD data via a live two-way interface with the CAD system and displays an interactive color-coded map dashboard which shows coverage for multiple unit capabilities, thus allowing Communication Center Managers, Supervisors, Chief and field personnel to quickly and accurately view weaknesses and strengths in coverage.
4. Allows Communication Centers to display streaming, real-time coverage maps on a projector or large monitor for audiences across the dispatch floor, simultaneously projecting coverage of multiple resource capabilities (e.g., Engine, Truck, ALS, BLS, Transport, etc.) on a single screen via the WallMap feature.
5. Allows a user to evaluate alternate recommendations of their choosing, calculating coverage scores and travel times, and displaying impact of alternate move-ups prior to selecting and committing move-up recommendations
6. Helps minimize unnecessary move-ups by calculating the probability of missing a call in an uncovered area, based on time of day and day of week, to predict when move-ups may not be required due to low call volume.
7. Bases coverage calculations and recommendations on a variety of factors including real-time resource locations and statuses, call volume, resource availability, unit capabilities, travel time, prescribed response performance standards, and agency policies and business rules.
8. Allows Communication Center staff to perform area coverage and redeployment analysis in a convenient fashion without the assistance of analysts or other external personnel. User inputs and actions are intuitive and utilize a pointing device, pull-down menus and standardized tables.
9. Is accessible outside the Communication Center, including on computers of command staff, computers aboard apparatus (e.g., MDTs), and other locations.
10. Offers a Mobile version to remotely view resource coverage via the iOS platform (on an iPhone, iPad or iWatch).
11. Requires user authentication to log in to the system, and offers multiple tiers of access/permissions for increased security. All user actions are logged and can be accessed for auditing.
12. Allows users to access move-up recommendation reports (which can be separated by capability) within the application. Details include the date, time, units involved, home and destination stations, relevant capabilities, projected coverage improvement, and whether or not a unit was committed.
13. Permits the storage and retrieval of logs on disk for later analysis. These logs include the ability to replay daily and weekly activity as logged by the CAD system.
14. Allows notes to be logged and associated to individual recommendations, which can be used for internal feedback purposes.

15. Can be run in three settings:
 - a. Live – Real-time connection with the live CAD system: allows for move-up recommendations to be determined using real-time data from the CAD system and customized by a department's business rules.
 - b. Static – Offline scenario evaluation mode to test hypothetical situations: allows users to create scenarios and specific move-up recommendations for testing purposes.
 - c. Replay – Utilizes software logs from previous live connections to recreate real situations from previous sessions: allows users to replay past log files to review move-up recommendations or configure move-up software for future scenarios. This tool is useful to determine performance during extreme settings such as multi-alarm fires.
16. Models up to approximately ten separate capabilities for move-up and coverage analysis. Calculations are made based on all capabilities so as to not negatively impact one capability while positively impacting another.
17. Allows for special unit and special station circumstances to be coded into the software to prevent specific units from being moved, make specific units 'preferred to move' over others, ensure selected stations are always filled, and other special circumstances.
18. Supports a minimum score increase to eliminate ineffective move-ups or maximize the score impact of move-ups. For example, a move-up may only be triggered if it increases the coverage score by 10% or more. This score can be focused solely on improving coverage of an area (sq mi) by X%, improving a call volume region by X%, or weighted between these two variables.
19. May be configured to automatically recommend units back to their home station once coverage has sufficiently been restored in the area they were moved to.
20. Allows users to implement a user-defined constraint on the move-up travel time. For example, no units will ever move-up if their travel time is expected to be longer than 15 minutes.
21. Supports AVL for real-time data tracking. Units may be posted to their current real-time location based on X/Y coordinates and not solely on unit status messages received from the CAD system. When AVL is utilized on apparatus, travel times are based on actual position.
22. Allows real-time operation under different configurations based on pre-conceived conditions, such as flooding, wildfire, low unit availability, or special events like marathons, that can be triggered either manually or automatically based on pre-set triggers.
23. Supports multiple individual move-up methodologies, such as:
 - a. Nearest Neighbor – will recommend the nearest available unit to move-up without negatively impacting coverage.
 - b. Leap Frog – a pre-specified move-up value based on station order (i.e., always move the 5th station rather than the closest).
 - c. Bump and Cover – initiates a series of move-ups with short travel times to move units closer in toward the coverage gap. Unmovable units are supported.
24. Allows multiple map layers to be included, such as water layers, major roads or highways, hospitals, and major landmarks. These layers help make the visual map easier to navigate, and a user can enable/disable such layers at will.
25. Features a display that supports zoom features for selected response areas and/or grids.
26. Incorporates the concept of station depth (the number of stations providing coverage to a particular area) to help define coverage.
27. Supports and factors in cross-staffed units into move-up considerations.
28. Calculates Estimated Time Back (ETB) for all units based on the most recent historical data using all permutations of unit type, unit status and incident types. Allows end users to override the ETBs of a unit or a set of units when needed.
29. Allows end-users to add new units on-the-fly. This enables previously unmodeled apparatus (e.g., mutual aid units) to provide coverage during emergencies.
30. Enables a user to reassign unit home stations.
31. Features a bi-directional interface that enables the user to commit a move-up directly from within the move-up system graphical user interface.
32. Prompts users of a move-up recommendation in the form of a pop-up window, flashing task bar and/or recommendation button, or audio alert, or combination of these prompts – all of which are configurable based on a user's preference.
33. Recommends breaks for individual units, taking into account shift start and end times, as well as utilization.
34. Supports posting plans for placing units in times of critically low unit availability. Also supports agency specific posting plans for departments with multiple agencies.
35. Supports Incident Driven Relocations (IDRs) where a set of move-ups will be recommended based on the location and type of incident. For example, a Wildfire in an area prone to large wildfires could set off a pre-conceived set of move-ups to fill in stations near the incident.
36. Enables users to activate and de-activate units from within LiveMUM to ignore those units from LiveMUM calculations.
37. Allows users access to deployment summary reports – listing all stations and the units stationed there at that point in time.

BARB (Box-area Automated Run-Card Builder)

BARB is an automated tool for building the static run-cards (dispatch order sequence list) for use in CAD. Because it automates the building of run-cards, this program saves Fire/EMS agencies literally thousands of work hours per year. Run-cards can easily be created for each function of all resources.

BARB includes the following functionalities:

1. Utilizes an agency's map and unit information to automate run-card building.
2. Exports run-cards in Station Order listings or Unit Order listings, and can be specified to include a cap on the number of stations/units exported. Format can also be customized into an agency's specific formatting.
3. Customizable to match a department's Business Rules (e.g., placing career units ahead of volunteer units in a run order).
4. Includes numerous built-in QA tools to assist with QA of the street network, such as Routing and Island Segments (a tool to identify problematic street network segments relating to, but not limited to one-way discrepancies, Z-level discrepancies, lack of node connections between segments, and missing speed information).
5. Allows the user to easily add, move, and delete primary stations and mutual aid stations to be automatically included in run-cards.
6. Features the ability to create connection segments and simulate travel time estimates from mutual aid stations and agencies when the street network is missing.
7. Provides running routes to all street segments to provide the user with graphical representation of travel time and routes taken.
8. Allows the user to save an easily access numerous scenarios to prepare for major events such as parades, marathons, highway construction, or disaster planning.
9. Allows for customizable rules for converting road network-based run orders to "production" run orders that are ready for use by CAD, such as incorporating First Due stations for select boxes, and ensuring ARFF units are limited to airport dispatch grids.
10. Operates as an add-in to Esri ArcGIS Desktop, requiring only the Basic edition and the Network Analyst extension. All ArcGIS tools are available to the user for advanced editing.
11. Displays additional map layers within the application to provide local points of reference and further enhance analytical capability.
12. Allows for creation of a First Due map showing the first due areas for each station. Also allows for creation of a response coverage map showing the response area surrounding a station for a given response time.

DiFa (Dispatch Failsafe)

DiFa is a map-based tool designed for Communication Center and field personnel to provide critical information to ensure seamless dispatch operations in the event of a planned CAD outage (service) or unplanned CAD or AVL system failure. DiFa also acts as a backup and added redundancy as part of a comprehensive disaster recovery plan. DiFa allows the user to look up run orders (run-cards/pick lists) by address lookup or by clicking on a street segment in the agency's area map. Run orders may be calculated by station or by specific unit type.

DiFa includes the following functionalities:

1. Acts as a back-up solution in the event of a CAD subsystem failure. When AVL systems go down, the solution can run on laptops and be used as a back-up to quickly look-up run-card orders for timely dispatch.
2. Runs on dispatcher workstations, as well as laptops or in-vehicle – providing field Operations with comprehensive run-orders in a mobile Communication Center environment during catastrophic events or large-scale disasters.
3. Serves as an electronic reference book and validating tool for instant cross-verification of dispatch recommendations.
4. Features a fast-processing speed which allows dispatchers to readily retrieve essential dispatch run orders, just as they were stored in the CAD.
5. Includes the ability to evaluate both static run orders (from a run-card based CAD).
6. Contains robust address verification capabilities for road network validation, accounting for one-way streets, dead ends, and road or bridge closures.
7. Allows for quick cross verification of CAD recommendations via an easy map-based lookup, including the following features: simple user interface for easy navigation, permits "loose" entry of addresses, provides pick lists of actual street addresses, zooms into the verified address/area and displays the run-card order, displays run-cards for every station chosen by the user, offers a one-click zoom to the address provided, and accounts for cross street names and other major arterials.
8. Validation tool allows for unforced dispatcher errors such as misspelling of, aliases, and abbreviations/short forms for street names.
9. Provides an option to view run-order based on unit type required for the incident in question.

Additional information about our software applications can be found in the marketing

		materials that have been uploaded to the Marketing Plan/Samples category within Step 2 - Documents on the Sourcewell RFP submission site, as well as the Statements of Work; a Statement of Work for each Deccan software application has been uploaded to the Standard Transaction Documents category within Step 2 - Documents on the Sourcewell RFP submission site.	
77	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	54151 - Computer Systems Design and Related Services 541511 - Custom Computer Programming Services 541512 - Computer Systems Design Services 541519 - Other Computer Related Services 51121 - Software Publishers 511210 - Software Publishers 51821 - Data Processing, Hosting, and Related Services 518210 - Data Processing, Hosting, and Related Services	*

Table 7B: Category 1. Public Safety Response - Agency Situational Awareness. Proposers selecting Category 1 are ONLY able to provide one (1) or a combination of solutions below (Line 78 - 83). *See the Appendix in the RFP for further information.

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

☒ We will not be submitting for Table 7B: Category 1. Public Safety Response - Agency Situational Awareness. Proposers selecting Category 1 are ONLY able to provide one (1) or a combination of solutions below (Line 78 - 83). *See the Appendix in the RFP for further information.

Line Item	Category or Type	Subcategory	Offered *	Comments	
78	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
79	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input type="radio"/> No		*
80	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
81	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
82	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
83	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input type="radio"/> Yes <input type="radio"/> No		*

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

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

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

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

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

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

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

Line Item	Category or Type	Subcategory	Offered *	Comments	
92	Category 1 - Public Safety Response Agency Situational Awareness		<input checked="" type="radio"/> Yes <input type="radio"/> No	Analyst, ADAM, LiveMUM, BARB and DiFa	*
93	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Analyst, LiveMUM, BARB and DiFa Analyst Analyst is a cloud-based analytics software application that is used by decision-makers in emergency services to derive operational insights into current and historical performance. Analyst filters and processes key data from an existing CAD System and/or Records Management System	

				<p>(RMS) and utilizes that historical information to measure performance against customized response criteria (key performance indicators, such as call processing interval, turnout (chute) interval, travel interval, Effective Fire Force assembly, Initial Attack Force, etc.) within client-defined performance standards (time target goals).</p> <p>Analyst includes the following functionalities:</p> <ol style="list-style-type: none"> 1. Customizable and designed according to a department's specifications to provide the department with a turnkey solution. It allows a department to report response performance based on any criterion recorded by the CAD and/or RMS system. 2. Seamlessly interfaces with CAD or RMS databases via the Deccan Interface 3. Defines response zones by hazard response criterion, to account for different sets of units being dispatched based on the risk level of a given location (to accurately measure Effective Fire Force performance). 4. Allows a user to experiment with different time targets, so they may view historical response performance based on varying time targets. 5. Plots of first due areas by unit capabilities. 6. Calculates response criteria performance in a variety of manners (average time, percentage compliance to time target, 90th percentile). 7. Displays additional map layers in the application in order to provide local points of reference and further enhance analytical capability. 8. Streamlines the Accreditation process by providing Standards of Cover performance measurements, and allows a user to export the results to Excel in order to view in tables, charts, and graphs. 9. Tracks performance vis-à-vis NFPA 1710/1720 standards. 10. Allows a user to easily identify coverage
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				<p>deficiencies via color-coded maps where green indicates areas where response performance is good, and red indicates areas where response performance could be improved.</p> <p>11. Accounts for multi-capability units (Paramedic Engines, Quints, Rescue Engines), as well as cross-staffed units.</p> <p>12. Includes a customizable Dashboard with Key Performance Indicators.</p> <p>a. Allows the user to create and save new dashboards (e.g., unit performance dashboard, emergency incidents dashboard)</p> <p>b. Allows the user to add visualizations to their dashboard through a wizard or by 'pinning' any visualization to a dashboard</p> <p>13. Allows a user to export an incident volume report in Excel which shows historical incident counts segmented by incident type, month of year, time of day, and day of week in color-coded tabular and graphical formats</p> <p>14. Allows a user to export a 'hot addresses' report in Excel that lists the top addresses where incidents occurred in color-coded tabular and graphical formats. Also allows users to track incident counts at specific addresses over time.</p> <p>LiveMUM (Live Move-Up Module)</p> <p>LiveMUM is a software tool that interfaces with a live CAD system to display to Communications Center dispatchers current coverage and offer move-up recommendations based on various criteria (business rules and/or operational procedures) set by the Communication Center.</p> <p>LiveMUM includes the following functionalities:</p> <p>1. Assists Fire/EMS agencies by:</p> <p>a. taking dispatcher guesswork out of move-ups and speeding up the move-up alerting and dispatch response time</p> <p>b. eliminating any dependence on manual</p>
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				<p>move-up boards</p> <p>c. ensuring recommended move-ups do not cause additional coverage gaps</p> <p>d. factoring in prescribed response performance standards to determine when a move-up is needed</p> <p>e. allowing users to examine the impact of planned move-ups in advance of a move-up</p> <p>f. equipping dispatchers with move-up rationale to show field units why a move-up is necessary, and</p> <p>g. ensuring a consistency of move-up quality across all personnel and shifts.</p> <p>2. Offers tactical redeployment (move-up) recommendations to dispatchers for Fire and Emergency Medical Services (EMS) via a user-friendly Graphic User Interface (GUI) operating in a web browser.</p> <p>3. Analyzes CAD data via a live two-way interface with the CAD system and displays an interactive color-coded map dashboard which shows coverage for multiple unit capabilities, thus allowing Communication Center Managers, Supervisors, Chief and field personnel to quickly and accurately view weaknesses and strengths in coverage.</p> <p>4. Allows Communication Centers to display streaming, real-time coverage maps on a projector or large monitor for audiences across the dispatch floor, simultaneously projecting coverage of multiple resource capabilities (e.g., Engine, Truck, ALS, BLS, Transport, etc.) on a single screen via the WallMap feature.</p> <p>5. Allows a user to evaluate alternate recommendations of their choosing, calculating coverage scores and travel times, and displaying impact of alternate move-ups prior to selecting and committing move-up recommendations</p> <p>6. Helps minimize unnecessary move-ups by calculating the probability of missing a call in an uncovered area, based on time of day and day of week, to predict when</p>
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				<p>move-ups may not be required due to low call volume.</p> <p>7. Bases coverage calculations and recommendations on a variety of factors including real-time resource locations and statuses, call volume, resource availability, unit capabilities, travel time, prescribed response performance standards, and agency policies and business rules.</p> <p>8. Allows Communication Center staff to perform area coverage and redeployment analysis in a convenient fashion without the assistance of analysts or other external personnel. User inputs and actions are intuitive and utilize a pointing device, pull-down menus and standardized tables.</p> <p>9. Is accessible outside the Communication Center, including on computers of command staff, computers aboard apparatus (e.g., MDTs), and other locations.</p> <p>10. Offers a Mobile version to remotely view resource coverage via the iOS platform (on an iPhone, iPad or iWatch).</p> <p>11. Requires user authentication to log in to the system, and offers multiple tiers of access/permissions for increased security. All user actions are logged and can be accessed for auditing.</p> <p>12. Allows users to access move-up recommendation reports (which can be separated by capability) within the application. Details include the date, time, units involved, home and destination stations, relevant capabilities, projected coverage improvement, and whether or not a unit was committed.</p> <p>13. Permits the storage and retrieval of logs on disk for later analysis. These logs include the ability to replay daily and weekly activity as logged by the CAD system.</p> <p>14. Allows notes to be logged and associated to individual recommendations, which can be used for internal feedback purposes.</p> <p>15. Can be run in</p>
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			<p>three settings:</p> <p>a. Live – Real-time connection with the live CAD system: allows for move-up recommendations to be determined using real-time data from the CAD system and customized by a department's business rules.</p> <p>b. Static – Offline scenario evaluation mode to test hypothetical situations: allows users to create scenarios and specific move-up recommendations for testing purposes.</p> <p>c. Replay – Utilizes software logs from previous live connections to recreate real situations from previous sessions: allows users to replay past log files to review move-up recommendations or configure move-up software for future scenarios. This tool is useful to determine performance during extreme settings such as multi-alarm fires.</p> <p>16. Models up to approximately ten separate capabilities for move-up and coverage analysis. Calculations are made based on all capabilities so as to not negatively impact one capability while positively impacting another.</p> <p>17. Allows for special unit and special station circumstances to be coded into the software to prevent specific units from being moved, make specific units 'preferred to move' over others, ensure selected stations are always filled, and other special circumstances.</p> <p>18. Supports a minimum score increase to eliminate ineffective move-ups or maximize the score impact of move-ups. For example, a move-up may only be triggered if it increases the coverage score by 10% or more. This score can be focused solely on improving coverage of an area (sq mi) by X%, improving a call volume region by X%, or weighted between these two variables.</p> <p>19. May be configured to automatically recommend units back to their home station once coverage has sufficiently been restored in the area they were moved to.</p> <p>20. Allows users to</p>	
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				<p>implement a user-defined constraint on the move-up travel time. For example, no units will ever move-up if their travel time is expected to be longer than 15 minutes.</p> <p>21. Supports AVL for real-time data tracking. Units may be posted to their current real-time location based on X/Y coordinates and not solely on unit status messages received from the CAD system. When AVL is utilized on apparatus, travel times are based on actual position.</p> <p>22. Allows real-time operation under different configurations based on pre-conceived conditions, such as flooding, wildfire, low unit availability, or special events like marathons, that can be triggered either manually or automatically based on pre-set triggers.</p> <p>23. Supports multiple individual move-up methodologies, such as:</p> <ul style="list-style-type: none"> a. Nearest Neighbor – will recommend the nearest available unit to move-up without negatively impacting coverage. b. Leap Frog – a pre-specified move-up value based on station order (i.e., always move the 5th station rather than the closest). c. Bump and Cover – initiates a series of move-ups with short travel times to move units closer in toward the coverage gap. Unmovable units are supported. <p>24. Allows multiple map layers to be included, such as water layers, major roads or highways, hospitals, and major landmarks. These layers help make the visual map easier to navigate, and a user can enable/disable such layers at will.</p> <p>25. Features a display that supports zoom features for selected response areas and/or grids.</p> <p>26. Incorporates the concept of station depth (the number of stations providing coverage to a particular area) to help define coverage.</p> <p>27. Supports and factors in cross-staffed units into move-up considerations.</p>	
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				<p>28. Calculates Estimated Time Back (ETB) for all units based on the most recent historical data using all permutations of unit type, unit status and incident types. Allows end users to override the ETBs of a unit or a set of units when needed.</p> <p>29. Allows end-users to add new units on-the-fly. This enables previously unmodeled apparatus (e.g., mutual aid units) to provide coverage during emergencies.</p> <p>30. Enables a user to reassign unit home stations.</p> <p>31. Features a bi-directional interface that enables the user to commit a move-up directly from within the move-up system graphical user interface.</p> <p>32. Prompts users of a move-up recommendation in the form of a pop-up window, flashing task bar and/or recommendation button, or audio alert, or combination of these prompts – all of which are configurable based on a user's preference.</p> <p>33. Recommends breaks for individual units, taking into account shift start and end times, as well as utilization.</p> <p>34. Supports posting plans for placing units in times of critically low unit availability. Also supports agency specific posting plans for departments with multiple agencies.</p> <p>35. Supports Incident Driven Relocations (IDRs) where a set of move-ups will be recommended based on the location and type of incident. For example, a Wildfire in an area prone to large wildfires could set off a pre-conceived set of move-ups to fill in stations near the incident.</p> <p>36. Enables users to activate and de-activate units from within LiveMUM to ignore those units from LiveMUM calculations.</p> <p>37. Allows users access to deployment summary reports – listing all stations and the units stationed there at that point in time.</p> <p>BARB (Box-area Automated Run-Card Builder)</p>
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				<p>BARB is an automated tool for building the static run-cards (dispatch order sequence list) for use in CAD. Because it automates the building of run-cards, this program saves Fire/EMS agencies literally thousands of work hours per year. Run-cards can easily be created for each function of all resources.</p> <p>BARB includes the following functionalities:</p> <ol style="list-style-type: none"> 1. Utilizes an agency's map and unit information to automate run-card building. 2. Exports run-cards in Station Order listings or Unit Order listings, and can be specified to include a cap on the number of stations/units exported. Format can also be customized into an agency's specific formatting. 3. Customizable to match a department's Business Rules (e.g., placing career units ahead of volunteer units in a run order). 4. Includes numerous built-in QA tools to assist with QA of the street network, such as Routing and Island Segments (a tool to identify problematic street network segments relating to, but not limited to one-way discrepancies, Z-level discrepancies, lack of node connections between segments, and missing speed information). 5. Allows the user to easily add, move, and delete primary stations and mutual aid stations to be automatically included in run-cards. 6. Features the ability to create connection segments and simulate travel time estimates from mutual aid stations and agencies when the street network is missing. 7. Provides running routes to all street segments to provide the user with graphical representation of travel time and routes taken. 8. Allows the user to save an easily access numerous scenarios to prepare for major events such as parades, marathons, highway construction, or disaster planning. 9. Allows for
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				<p>customizable rules for converting road network-based run orders to “production” run orders that are ready for use by CAD, such as incorporating First Due stations for select boxes, and ensuring ARFF units are limited to airport dispatch grids.</p> <p>10. Operates as an add-in to Esri ArcGIS Desktop, requiring only the Basic edition and the Network Analyst extension. All ArcGIS tools are available to the user for advanced editing.</p> <p>11. Displays additional map layers within the application to provide local points of reference and further enhance analytical capability.</p> <p>12. Allows for creation of a First Due map showing the first due areas for each station. Also allows for creation of a response coverage map showing the response area surrounding a station for a given response time.</p> <p>DiFa (Dispatch Failsafe)</p> <p>DiFa is a map-based tool designed for Communication Center and field personnel to provide critical information to ensure seamless dispatch operations in the event of a planned CAD outage (service) or unplanned CAD or AVL system failure. DiFa also acts as a backup and added redundancy as part of a comprehensive disaster recovery plan. DiFa allows the user to look up run orders (run-cards/pick lists) by address lookup or by clicking on a street segment in the agency's area map. Run orders may be calculated by station or by specific unit type.</p> <p>DiFa includes the following functionalities:</p> <p>1. Acts as a back-up solution in the event of a CAD subsystem failure. When AVL systems go down, the solution can run on laptops and be used as a back-up to quickly look-up run-card orders for timely dispatch.</p> <p>2. Runs on dispatcher workstations, as well as laptops or in-vehicle – providing field Operations</p>
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				<p>with comprehensive run-orders in a mobile Communication Center environment during catastrophic events or large-scale disasters.</p> <p>3. Serves as an electronic reference book and validating tool for instant cross-verification of dispatch recommendations.</p> <p>4. Features a fast-processing speed which allows dispatchers to readily retrieve essential dispatch run orders, just as they were stored in the CAD.</p> <p>5. Includes the ability to evaluate both static run orders (from a run-card based CAD).</p> <p>6. Contains robust address verification capabilities for road network validation, accounting for one-way streets, dead ends, and road or bridge closures.</p> <p>7. Allows for quick cross verification of CAD recommendations via an easy map-based lookup, including the following features: simple user interface for easy navigation, permits "loose" entry of addresses, provides pick lists of actual street addresses, zooms into the verified address/area and displays the run-card order, displays run-cards for every station chosen by the user, offers a one-click zoom to the address provided, and accounts for cross street names and other major arterials.</p> <p>8. Validation tool allows for unforced dispatcher errors such as misspelling of, aliases, and abbreviations/short forms for street names.</p> <p>9. Provides an option to view run-order based on unit type required for the incident in question.</p> <p>Additional information about our software applications can be found in the marketing materials that have been uploaded to the Marketing Plan/Samples category within Step 2 - Documents on the Sourcwell RFP submission site, as well as the Statements of Work; a Statement of Work for each Deccan software application has been uploaded to the Standard</p>
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				Transaction Document category within Step 2 - Documents on the Sourcewell RFP submission site.	
94	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input checked="" type="radio"/> No	No	*
95	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	No	*
96	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	No	*
97	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	No	*
98	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>ADAM and LiveMUM</p> <p>ADAM (Apparatus Deployment Analysis Module)</p> <p>Deccan's ADAM was designed specifically for the Fire/EMS industry, providing agency decision-makers with a performance-based program for making critical strategic decisions. Through data-driven statistical and geographic analyses using sophisticated algorithms, ADAM offers a business intelligence solution that enables agencies to analyze current and historical operational performance, model theoretical deployment changes and calculate their impacts on service delivery, perform simulations of current and proposed response models, and perform complex optimizations that prescriptively generate optimal deployment based on resources, desired performance goal, call type, demand (call volumes), temporal parameters (time of day, day of week, etc.), and spatial and geographic factors (resource locations, routing, realistic travel speeds).</p> <p>ADAM offers the following capabilities to its users:</p> <ol style="list-style-type: none"> 1. Customizable and designed according to a department's specifications to provide the department with a turnkey solution. It allows a department to report and project performance based on any criterion recorded by the CAD and/or RMS system. 2. Includes a projection model that: <ol style="list-style-type: none"> a. simulates various deployment scenarios which effectively test and 	

evaluate the impact of changes if implemented in the field

b. takes into account unit unavailability that is especially useful in areas where call volumes are high, to ensure that analysis and “what if” questions are based assuming not every unit will be available at all times

c. projects response zone performance and incident coverage by actual drive time (not by the theoretical travel time based on the road network [speed limits and distance]) using historical CAD data. The model is calibrated to match a department’s actual current performance, and

d. provides performance scores for both incident performance and geographic coverage.

3. Offers the ability to include a set of alternate streets (e.g., a streets file which includes future streets that will be built for a new housing development), and/or alternate workloads (e.g., projected call volumes that may occur in the new housing development’s area) in the application, so that a department may take into account future growth/development when performing strategic analysis.

4. Defines response zones by hazard response criterion, to account for different sets of units being dispatched based on the risk level of a given location (to accurately measure and project Effective Fire Force performance).

5. Offers the ability to test and evaluate the impact of adding a peak-time vehicle, modifying a vehicle’s schedule to peak times, and/or removing a peak-time vehicle on response performance and other operational metrics.

6. Allows for the addition or removal of incident volume by geography (down to the granularity of a specific response zone), type of incident, and day of week/time of day to evaluate the impact of future demand frequency on operational metrics such as response times

measurements, and allows a user to export the results to Excel in order to view in tables, charts, and graphs.

17. Tracks performance vis-à-vis NFPA 1710/1720 standards.

18. Allows a user to easily identify coverage deficiencies via color-coded maps where green indicates areas where response performance is good, and red indicates areas where response performance could be improved.

19. Accounts for multi-capability units (Paramedic Engines, Quints, Rescue Engines), as well as cross-staffed units.

20. Includes a customizable Dashboard with Key Performance Indicators.

21. Allows a user to export an incident volume report in Excel which shows historical incident counts segmented by incident type, month of year, time of day, and day of week in color-coded tabular and graphical formats

22. Allows a user to export a 'hot addresses' report in Excel that lists the top addresses where incidents occurred in color-coded tabular and graphical formats. Also allows users to track incident counts at specific addresses over time.

23. Allows a user to export a 'unit hour utilization (UHU)' report in Excel that shows UHU by unit, unit type, time of day, and day of week in color-coded tabular and graphical formats.

24. Operates as an add-in to Esri ArcGIS Desktop, requiring only the Basic edition and the Network Analyst extension. All ArcGIS tools are available to a user for advanced editing.

ADAM provides two distinct primary functions:

1) Complex current and historical response performance reporting capabilities (Analyst module), and 2) Predictive modeling to simulate and optimize current and proposed systems and calculate the impacts theoretical changes to

deployment (staffing changes, resource types, quantities, and locations), response models, demand, and other factors may have on response performance (Simulator module). More in-depth descriptions of the capabilities of both components of the application are included in the ADAM Statement of Work; a Statement of Work for ADAM has been uploaded to the Standard Transaction Documents category within Step 2 - Documents on the Sourcewell RFP submission site.

LiveMUM (Live Move-Up Module)

LiveMUM is a software tool that interfaces with a live CAD system to display to Communications Center dispatchers current coverage and offer move-up recommendations based on various criteria (business rules and/or operational procedures) set by the Communication Center.

LiveMUM includes the following functionalities:

1. Assists Fire/EMS agencies by:
 - a. taking dispatcher guesswork out of move-ups and speeding up the move-up alerting and dispatch response time
 - b. eliminating any dependence on manual move-up boards
 - c. ensuring recommended move-ups do not cause additional coverage gaps
 - d. factoring in prescribed response performance standards to determine when a move-up is needed
 - e. allowing users to examine the impact of planned move-ups in advance of a move-up
 - f. equipping dispatchers with move-up rationale to show field units why a move-up is necessary, and
 - g. ensuring a consistency of move-up quality across all personnel and shifts.
2. Offers tactical redeployment (move-up) recommendations to dispatchers for Fire and Emergency Medical

Services (EMS) via a user-friendly Graphic User Interface (GUI) operating in a web browser. *

3. Analyzes CAD data via a live two-way interface with the CAD system and displays an interactive color-coded map dashboard which shows coverage for multiple unit capabilities, thus allowing Communication Center Managers, Supervisors, Chief and field personnel to quickly and accurately view weaknesses and strengths in coverage.

4. Allows Communication Centers to display streaming, real-time coverage maps on a projector or large monitor for audiences across the dispatch floor, simultaneously projecting coverage of multiple resource capabilities (e.g., Engine, Truck, ALS, BLS, Transport, etc.) on a single screen via the WallMap feature.

5. Allows a user to evaluate alternate recommendations of their choosing, calculating coverage scores and travel times, and displaying impact of alternate move-ups prior to selecting and committing move-up recommendations

6. Helps minimize unnecessary move-ups by calculating the probability of missing a call in an uncovered area, based on time of day and day of week, to predict when move-ups may not be required due to low call volume.

7. Bases coverage calculations and recommendations on a variety of factors including real-time resource locations and statuses, call volume, resource availability, unit capabilities, travel time, prescribed response performance standards, and agency policies and business rules.

8. Allows Communication Center staff to perform area coverage and redeployment analysis in a convenient fashion without the assistance of analysts or other external personnel. User inputs and actions are intuitive and utilize a pointing device, pull-down menus and standardized

tables.

9. Is accessible outside the Communication Center, including on computers of command staff, computers aboard apparatus (e.g., MDTs), and other locations.

10. Offers a Mobile version to remotely view resource coverage via the iOS platform (on an iPhone, iPad or iWatch).

11. Requires user authentication to log in to the system, and offers multiple tiers of access/permissions for increased security. All user actions are logged and can be accessed for auditing.

12. Allows users to access move-up recommendation reports (which can be separated by capability) within the application. Details include the date, time, units involved, home and destination stations, relevant capabilities, projected coverage improvement, and whether or not a unit was committed.

13. Permits the storage and retrieval of logs on disk for later analysis. These logs include the ability to replay daily and weekly activity as logged by the CAD system.

14. Allows notes to be logged and associated to individual recommendations, which can be used for internal feedback purposes.

15. Can be run in three settings:

- a. Live – Real-time connection with the live CAD system: allows for move-up recommendations to be determined using real-time data from the CAD system and customized by a department's business rules.
- b. Static – Offline scenario evaluation mode to test hypothetical situations: allows users to create scenarios and specific move-up recommendations for testing purposes.
- c. Replay – Utilizes software logs from previous live connections to recreate real situations from previous sessions: allows users to replay past log files to review move-up recommendations or configure move-up software

for future scenarios. This tool is useful to determine performance during extreme settings such as multi-alarm fires.

16. Models up to approximately ten separate capabilities for move-up and coverage analysis. Calculations are made based on all capabilities so as to not negatively impact one capability while positively impacting another.

17. Allows for special unit and special station circumstances to be coded into the software to prevent specific units from being moved, make specific units 'preferred to move' over others, ensure selected stations are always filled, and other special circumstances.

18. Supports a minimum score increase to eliminate ineffective move-ups or maximize the score impact of move-ups. For example, a move-up may only be triggered if it increases the coverage score by 10% or more. This score can be focused solely on improving coverage of an area (sq mi) by X%, improving a call volume region by X%, or weighted between these two variables.

19. May be configured to automatically recommend units back to their home station once coverage has sufficiently been restored in the area they were moved to.

20. Allows users to implement a user-defined constraint on the move-up travel time. For example, no units will ever move-up if their travel time is expected to be longer than 15 minutes.

21. Supports AVL for real-time data tracking. Units may be posted to their current real-time location based on X/Y coordinates and not solely on unit status messages received from the CAD system. When AVL is utilized on apparatus, travel times are based on actual position.

22. Allows real-time operation under different configurations based on pre-conceived conditions, such as flooding, wildfire, low unit availability, or special events like marathons, that can be

triggered either manually or automatically based on pre-set triggers.

23. Supports multiple individual move-up methodologies, such as:

a. Nearest Neighbor – will recommend the nearest available unit to move-up without negatively impacting coverage.

b. Leap Frog – a pre-specified move-up value based on station order (i.e., always move the 5th station rather than the closest).

c. Bump and Cover – initiates a series of move-ups with short travel times to move units closer in toward the coverage gap. Unmovable units are supported.

24. Allows multiple map layers to be included, such as water layers, major roads or highways, hospitals, and major landmarks. These layers help make the visual map easier to navigate, and a user can enable/disable such layers at will.

25. Features a display that supports zoom features for selected response areas and/or grids.

26. Incorporates the concept of station depth (the number of stations providing coverage to a particular area) to help define coverage.

27. Supports and factors in cross-staffed units into move-up considerations.

28. Calculates Estimated Time Back (ETB) for all units based on the most recent historical data using all permutations of unit type, unit status and incident types. Allows end users to override the ETBs of a unit or a set of units when needed.

29. Allows end-users to add new units on-the-fly. This enables previously unmodeled apparatus (e.g., mutual aid units) to provide coverage during emergencies.

30. Enables a user to reassign unit home stations.

31. Features a bi-directional interface that enables the user to commit a move-up directly from within the move-up system graphical user interface.

				<p>32. Prompts users of a move-up recommendation in the form of a pop-up window, flashing task bar and/or recommendation button, or audio alert, or combination of these prompts – all of which are configurable based on a user's preference.</p> <p>33. Recommends breaks for individual units, taking into account shift start and end times, as well as utilization.</p> <p>34. Supports posting plans for placing units in times of critically low unit availability. Also supports agency specific posting plans for departments with multiple agencies.</p> <p>35. Supports Incident Driven Relocations (IDRs) where a set of move-ups will be recommended based on the location and type of incident. For example, a Wildfire in an area prone to large wildfires could set off a pre-conceived set of move-ups to fill in stations near the incident.</p> <p>36. Enables users to activate and de-activate units from within LiveMUM to ignore those units from LiveMUM calculations.</p> <p>37. Allows users access to deployment summary reports – listing all stations and the units stationed there at that point in time.</p> <p>Additional information about our software applications can be found in the marketing materials that have been uploaded to the Marketing Plan/Samples category within Step 2 - Documents on the Sourcwell RFP submission site, as well as the Statements of Work; a Statement of Work for each Deccan software application has been uploaded to the Standard Transaction Documents category within Step 2 - Documents on the Sourcwell RFP submission site.</p>	
99	Category 2 - Public Safety Response Agency Operations		<input checked="" type="radio"/> Yes <input type="radio"/> No	Analyst, ADAM, LiveMUM, BARB and DiFa	*
100	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input checked="" type="radio"/> No	No	*
101		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input checked="" type="radio"/> No	No	*
102		Data analytics to inform	<input checked="" type="radio"/> Yes	Analyst, ADAM, LiveMUM,	

staffing, deployment, station location, budget, and other management decisions.

☐ No

BARB and DiFa

Analyst

Analyst is a cloud-based analytics software application that is used by decision-makers in emergency services to derive operational insights into current and historical performance. Analyst filters and processes key data from an existing CAD System and/or Records Management System (RMS) and utilizes that historical information to measure performance against customized response criteria (key performance indicators, such as call processing interval, turnout (chute) interval, travel interval, Effective Fire Force assembly, Initial Attack Force, etc.) within client-defined performance standards (time target goals).

Analyst includes the following functionalities:

1. Customizable and designed according to a department's specifications to provide the department with a turnkey solution. It allows a department to report response performance based on any criterion recorded by the CAD and/or RMS system.
2. Seamlessly interfaces with CAD or RMS databases via the Deccan Interface
3. Defines response zones by hazard response criterion, to account for different sets of units being dispatched based on the risk level of a given location (to accurately measure Effective Fire Force performance).
4. Allows a user to experiment with different time targets, so they may view historical response performance based on varying time targets.
5. Plots of first due areas by unit capabilities.
6. Calculates response criteria performance in a variety of manners (average time, percentage compliance to time target, 90th percentile).
7. Displays additional map layers in the application in order to provide local points of

					<p>reference and further enhance analytical capability.</p> <p>8. Streamlines the Accreditation process by providing Standards of Cover performance measurements, and allows a user to export the results to Excel in order to view in tables, charts, and graphs.</p> <p>9. Tracks performance vis-à-vis NFPA 1710/1720 standards.</p> <p>10. Allows a user to easily identify coverage deficiencies via color-coded maps where green indicates areas where response performance is good, and red indicates areas where response performance could be improved.</p> <p>11. Accounts for multi-capability units (Paramedic Engines, Quints, Rescue Engines), as well as cross-staffed units.</p> <p>12. Includes a customizable Dashboard with Key Performance Indicators.</p> <p>a. Allows the user to create and save new dashboards (e.g., unit performance dashboard, emergency incidents dashboard)</p> <p>b. Allows the user to add visualizations to their dashboard through a wizard or by 'pinning' any visualization to a dashboard</p> <p>13. Allows a user to export an incident volume report in Excel which shows historical incident counts segmented by incident type, month of year, time of day, and day of week in color-coded tabular and graphical formats</p> <p>14. Allows a user to export a 'hot addresses' report in Excel that lists the top addresses where incidents occurred in color-coded tabular and graphical formats. Also allows users to track incident counts at specific addresses over time.</p> <p>ADAM (Apparatus Deployment Analysis Module)</p> <p>Deccan's ADAM was designed specifically for the Fire/EMS industry, providing agency decision-makers with a performance-based program for making</p>
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critical strategic decisions. Through data-driven statistical and geographic analyses using sophisticated algorithms, ADAM offers a business intelligence solution that enables agencies to analyze current and historical operational performance, model theoretical deployment changes and calculate their impacts on service delivery, perform simulations of current and proposed response models, and perform complex optimizations that prescriptively generate optimal deployment based on resources, desired performance goal, call type, demand (call volumes), temporal parameters (time of day, day of week, etc.), and spatial and geographic factors (resource locations, routing, realistic travel speeds).

ADAM offers the following capabilities to its users:

1. Customizable and designed according to a department's specifications to provide the department with a turnkey solution. It allows a department to report and project performance based on any criterion recorded by the CAD and/or RMS system.
2. Includes a projection model that:
 - a. simulates various deployment scenarios which effectively test and evaluate the impact of changes if implemented in the field
 - b. takes into account unit unavailability that is especially useful in areas where call volumes are high, to ensure that analysis and "what if" questions are based assuming not every unit will be available at all times
 - c. projects response zone performance and incident coverage by actual drive time (not by the theoretical travel time based on the road network [speed limits and distance]) using historical CAD data. The model is calibrated to match a department's actual current performance, and
 - d. provides performance scores for both incident performance

and geographic coverage.

3. Offers the ability to include a set of alternate streets (e.g., a streets file which includes future streets that will be built for a new housing development), and/or alternate workloads (e.g., projected call volumes that may occur in the new housing development's area) in the application, so that a department may take into account future growth/development when performing strategic analysis.

4. Defines response zones by hazard response criterion, to account for different sets of units being dispatched based on the risk level of a given location (to accurately measure and project Effective Fire Force performance).

5. Offers the ability to test and evaluate the impact of adding a peak-time vehicle, modifying a vehicle's schedule to peak times, and/or removing a peak-time vehicle on response performance and other operational metrics.

6. Allows for the addition or removal of incident volume by geography (down to the granularity of a specific response zone), type of incident, and day of week/time of day to evaluate the impact of future demand frequency on operational metrics such as response times and unit availability.

7. Provides impact on response performance and unit availabilities from opening/closing of hospitals and increase/decrease in wait times by hospital.

8. Offers a station, street-segment, and time-target optimization component in which:

- a user may specify a given number of units and a given criterion and direct the tool to determine the optimal deployment of these units, so as to minimize response times
- the centers of all existing street segments can be considered as candidate locations, allowing an agency to identify optimum location(s) for new station(s) or EMS post(s), and
- a user may project

the minimum number of units necessary and their ideal locations to achieve a given time target.

9. Allows a user to experiment with different time targets, so they may view historical performance and project response performance based on varying time targets.

10. Displays the difference in response performance between two deployment scenarios by overlaying the maps, and then graphically and numerically displaying the delta.

11. Explores run orders for any response zone within the service area and projects the number of runs each unit will make, as well as its projected availability.

12. Projects workloads within response zones for further analysis.

13. Obtains plots of first due areas by unit capabilities.

14. Calculates response criteria performance in a variety of manners (average time, percentage compliance to time target, 90th percentile).

15. Displays additional map layers in the application in order to provide local points of reference and further enhance analytical capability.

16. Streamlines the Accreditation process by providing Standards of Cover performance measurements, and allows a user to export the results to Excel in order to view in tables, charts, and graphs.

17. Tracks performance vis-à-vis NFPA 1710/1720 standards.

18. Allows a user to easily identify coverage deficiencies via color-coded maps where green indicates areas where response performance is good, and red indicates areas where response performance could be improved.

19. Accounts for multi-capability units (Paramedic Engines, Quints, Rescue Engines), as well as cross-staffed units.

20. Includes a customizable Dashboard with Key Performance Indicators.

21. Allows a user to export an incident volume report in Excel which shows historical incident counts segmented by incident type, month of year, time of day, and day of week in color-coded tabular and graphical formats

22. Allows a user to export a 'hot addresses' report in Excel that lists the top addresses where incidents occurred in color-coded tabular and graphical formats. Also allows users to track incident counts at specific addresses over time.

23. Allows a user to export a 'unit hour utilization (UHU)' report in Excel that shows UHU by unit, unit type, time of day, and day of week in color-coded tabular and graphical formats.

24. Operates as an add-in to Esri ArcGIS Desktop, requiring only the Basic edition and the Network Analyst extension. All ArcGIS tools are available to a user for advanced editing.

ADAM provides two distinct primary functions: 1) Complex current and historical response performance reporting capabilities (Analyst module), and 2) Predictive modeling to simulate and optimize current and proposed systems and calculate the impacts theoretical changes to deployment (staffing changes, resource types, quantities, and locations), response models, demand, and other factors may have on response performance (Simulator module). More in-depth descriptions of the capabilities of both components of the application are included in the ADAM Statement of Work; a Statement of Work for ADAM has been uploaded to the Standard Transaction Documents category within Step 2 - Documents on the Sourcwell RFP submission site.

LiveMUM (Live Move-Up Module)

LiveMUM is a software tool that interfaces with a

live CAD system to display to Communications Center dispatchers current coverage and offer move-up recommendations based on various criteria (business rules and/or operational procedures) set by the Communication Center.

LiveMUM includes the following functionalities:

1. Assists Fire/EMS agencies by:
 - a. taking dispatcher guesswork out of move-ups and speeding up the move-up alerting and dispatch response time
 - b. eliminating any dependence on manual move-up boards
 - c. ensuring recommended move-ups do not cause additional coverage gaps
 - d. factoring in prescribed response performance standards to determine when a move-up is needed
 - e. allowing users to examine the impact of planned move-ups in advance of a move-up
 - f. equipping dispatchers with move-up rationale to show field units why a move-up is necessary, and
 - g. ensuring a consistency of move-up quality across all personnel and shifts.
2. Offers tactical redeployment (move-up) recommendations to dispatchers for Fire and Emergency Medical Services (EMS) via a user-friendly Graphic User Interface (GUI) operating in a web browser.
3. Analyzes CAD data via a live two-way interface with the CAD system and displays an interactive color-coded map dashboard which shows coverage for multiple unit capabilities, thus allowing Communication Center Managers, Supervisors, Chief and field personnel to quickly and accurately view weaknesses and strengths in coverage.
4. Allows Communication Centers to display streaming, real-time coverage maps on a projector or large monitor for audiences across the dispatch floor, simultaneously projecting coverage of multiple

resource capabilities (e.g., Engine, Truck, ALS, BLS, Transport, etc.) on a single screen via the WallMap feature.

5. Allows a user to evaluate alternate recommendations of their choosing, calculating coverage scores and travel times, and displaying impact of alternate move-ups prior to selecting and committing move-up recommendations

6. Helps minimize unnecessary move-ups by calculating the probability of missing a call in an uncovered area, based on time of day and day of week, to predict when move-ups may not be required due to low call volume.

7. Bases coverage calculations and recommendations on a variety of factors including real-time resource locations and statuses, call volume, resource availability, unit capabilities, travel time, prescribed response performance standards, and agency policies and business rules.

8. Allows Communication Center staff to perform area coverage and redeployment analysis in a convenient fashion without the assistance of analysts or other external personnel. User inputs and actions are intuitive and utilize a pointing device, pull-down menus and standardized tables.

9. Is accessible outside the Communication Center, including on computers of command staff, computers aboard apparatus (e.g., MDTs), and other locations.

10. Offers a Mobile version to remotely view resource coverage via the iOS platform (on an iPhone, iPad or iWatch).

11. Requires user authentication to log in to the system, and offers multiple tiers of access/permissions for increased security. All user actions are logged and can be accessed for auditing.

12. Allows users to access move-up recommendation reports (which can be separated by capability) within the application. Details include

*

eliminate ineffective move-ups or maximize the score impact of move-ups. For example, a move-up may only be triggered if it increases the coverage score by 10% or more. This score can be focused solely on improving coverage of an area (sq mi) by X%, improving a call volume region by X%, or weighted between these two variables.

19. May be configured to automatically recommend units back to their home station once coverage has sufficiently been restored in the area they were moved to.

20. Allows users to implement a user-defined constraint on the move-up travel time. For example, no units will ever move-up if their travel time is expected to be longer than 15 minutes.

21. Supports AVL for real-time data tracking. Units may be posted to their current real-time location based on X/Y coordinates and not solely on unit status messages received from the CAD system. When AVL is utilized on apparatus, travel times are based on actual position.

22. Allows real-time operation under different configurations based on pre-conceived conditions, such as flooding, wildfire, low unit availability, or special events like marathons, that can be triggered either manually or automatically based on pre-set triggers.

23. Supports multiple individual move-up methodologies, such as:

a. Nearest Neighbor – will recommend the nearest available unit to move-up without negatively impacting coverage.

b. Leap Frog – a pre-specified move-up value based on station order (i.e., always move the 5th station rather than the closest).

c. Bump and Cover – initiates a series of move-ups with short travel times to move units closer in toward the coverage gap. Unmovable units are supported.

24. Allows multiple map layers to be included, such as water layers, major

roads or highways, hospitals, and major landmarks. These layers help make the visual map easier to navigate, and a user can enable/disable such layers at will.

25. Features a display that supports zoom features for selected response areas and/or grids.

26. Incorporates the concept of station depth (the number of stations providing coverage to a particular area) to help define coverage.

27. Supports and factors in cross-staffed units into move-up considerations.

28. Calculates Estimated Time Back (ETB) for all units based on the most recent historical data using all permutations of unit type, unit status and incident types. Allows end users to override the ETBs of a unit or a set of units when needed.

29. Allows end-users to add new units on-the-fly. This enables previously unmodeled apparatus (e.g., mutual aid units) to provide coverage during emergencies.

30. Enables a user to reassign unit home stations.

31. Features a bi-directional interface that enables the user to commit a move-up directly from within the move-up system graphical user interface.

32. Prompts users of a move-up recommendation in the form of a pop-up window, flashing task bar and/or recommendation button, or audio alert, or combination of these prompts – all of which are configurable based on a user's preference.

33. Recommends breaks for individual units, taking into account shift start and end times, as well as utilization.

34. Supports posting plans for placing units in times of critically low unit availability. Also supports agency specific posting plans for departments with multiple agencies.

35. Supports Incident Driven Relocations (IDRs) where a set of move-ups will be recommended based on the location and

type of incident. For example, a Wildfire in an area prone to large wildfires could set off a pre-conceived set of move-ups to fill in stations near the incident.

36. Enables users to activate and de-activate units from within LiveMUM to ignore those units from LiveMUM calculations.

37. Allows users access to deployment summary reports – listing all stations and the units stationed there at that point in time.

BARB (Box-area Automated Run-Card Builder)

BARB is an automated tool for building the static run-cards (dispatch order sequence list) for use in CAD. Because it automates the building of run-cards, this program saves Fire/EMS agencies literally thousands of work hours per year. Run-cards can easily be created for each function of all resources.

BARB includes the following functionalities:

1. Utilizes an agency's map and unit information to automate run-card building.
2. Exports run-cards in Station Order listings or Unit Order listings, and can be specified to include a cap on the number of stations/units exported. Format can also be customized into an agency's specific formatting.
3. Customizable to match a department's Business Rules (e.g., placing career units ahead of volunteer units in a run order).
4. Includes numerous built-in QA tools to assist with QA of the street network, such as Routing and Island Segments (a tool to identify problematic street network segments relating to, but not limited to one-way discrepancies, Z-level discrepancies, lack of node connections between segments, and missing speed information).
5. Allows the user to easily add, move, and delete primary stations and mutual aid stations to be automatically included in

run-cards.

6. Features the ability to create connection segments and simulate travel time estimates from mutual aid stations and agencies when the street network is missing.

7. Provides running routes to all street segments to provide the user with graphical representation of travel time and routes taken.

8. Allows the user to save an easily access numerous scenarios to prepare for major events such as parades, marathons, highway construction, or disaster planning.

9. Allows for customizable rules for converting road network-based run orders to "production" run orders that are ready for use by CAD, such as incorporating First Due stations for select boxes, and ensuring ARFF units are limited to airport dispatch grids.

10. Operates as an add-in to Esri ArcGIS Desktop, requiring only the Basic edition and the Network Analyst extension. All ArcGIS tools are available to the user for advanced editing.

11. Displays additional map layers within the application to provide local points of reference and further enhance analytical capability.

12. Allows for creation of a First Due map showing the first due areas for each station. Also allows for creation of a response coverage map showing the response area surrounding a station for a given response time.

DiFa (Dispatch Failsafe)

DiFa is a map-based tool designed for Communication Center and field personnel to provide critical information to ensure seamless dispatch operations in the event of a planned CAD outage (service) or unplanned CAD or AVL system failure. DiFa also acts as a backup and added redundancy as part of a comprehensive disaster recovery plan. DiFa allows the user to look up run

orders (run-cards/pick lists) by address lookup or by clicking on a street segment in the agency's area map. Run orders may be calculated by station or by specific unit type.

DiFa includes the following functionalities:

1. Acts as a back-up solution in the event of a CAD subsystem failure. When AVL systems go down, the solution can run on laptops and be used as a back-up to quickly look-up run-card orders for timely dispatch.
2. Runs on dispatcher workstations, as well as laptops or in-vehicle – providing field Operations with comprehensive run-orders in a mobile Communication Center environment during catastrophic events or large-scale disasters.
3. Serves as an electronic reference book and validating tool for instant cross-verification of dispatch recommendations.
4. Features a fast-processing speed which allows dispatchers to readily retrieve essential dispatch run orders, just as they were stored in the CAD.
5. Includes the ability to evaluate both static run orders (from a run-card based CAD).
6. Contains robust address verification capabilities for road network validation, accounting for one-way streets, dead ends, and road or bridge closures.
7. Allows for quick cross verification of CAD recommendations via an easy map-based lookup, including the following features: simple user interface for easy navigation, permits "loose" entry of addresses, provides pick lists of actual street addresses, zooms into the verified address/area and displays the run-card order, displays run-cards for every station chosen by the user, offers a one-click zoom to the address provided, and accounts for cross street names and other major arterials.
8. Validation tool allows for unforced dispatcher errors such as misspelling

				<div>of, aliases, and abbreviations/short forms for street names.</div> <div>9. Provides an option to view run-order based on unit type required for the incident in question.</div> <div>Additional information about our software applications can be found in the marketing materials that have been uploaded to the Marketing Plan/Samples category within Step 2 - Documents on the Sourcewell RFP submission site, as well as the Statements of Work; a Statement of Work for each Deccan software application has been uploaded to the Standard Transaction Documents category within Step 2 - Documents on the Sourcewell RFP submission site.</div>	
103	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<div><input type="radio"/> Yes</div> <div><input checked="" type="radio"/> No</div>	No	*
104		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<div><input type="radio"/> Yes</div> <div><input checked="" type="radio"/> No</div>	No	*
105		Digital and physical evidence management	<div><input type="radio"/> Yes</div> <div><input checked="" type="radio"/> No</div>	No	*
106		E-citation systems	<div><input type="radio"/> Yes</div> <div><input checked="" type="radio"/> No</div>	No	*
107		Law enforcement case management	<div><input type="radio"/> Yes</div> <div><input checked="" type="radio"/> No</div>	No	*

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

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

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

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 Pricing List.pdf - Monday March 03, 2025 13:37:37
- [Financial Strength and Stability](#) - Deccan - Financial Strength and Stability.zip - Monday March 03, 2025 13:01:20
- [Marketing Plan/Samples](#) - Deccan-Marketing Plan-Samples.zip - Monday March 03, 2025 13:02:24
- [WMBE/MBE/SBE or Related Certificates](#) - Deccan-DBE Certificates.zip - Monday March 03, 2025 13:06:26
- [Standard Transaction Document Samples](#) - Deccan-Standard Transaction Documents.zip - Monday March 03, 2025 14:46:52
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Deccan-Upload Additional Document.zip - Monday March 03, 2025 13:03:02

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
 - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
 - (i) Those prices;
 - (ii) The intention to submit an offer; or
 - (iii) The methods or factors used to calculate the prices offered.
 - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
 - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Tracy Gonzales, Senior Manager, Sales Support, Deccan International

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

☒ Yes ☐ No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_12_Public_Safety_Software_RFP030425 Mon February 24 2025 04:31 PM	<input checked="" type="checkbox"/>	4
Addendum_11_Public_Safety_Software_RFP030425 Fri February 21 2025 08:25 AM	<input checked="" type="checkbox"/>	2
Addendum_10_Public_Safety_Software_RFP030425 Wed February 19 2025 02:57 PM	<input checked="" type="checkbox"/>	2
Addendum_9_Public_Safety_Software_RFP030425 Wed February 12 2025 04:18 PM	<input checked="" type="checkbox"/>	2
Addendum_8_Public_Safety_Software_RFP030425 Mon February 10 2025 10:04 AM	<input checked="" type="checkbox"/>	2
Addendum_7_Public_Safety_Software_RFP030425 Mon February 3 2025 04:39 PM	<input checked="" type="checkbox"/>	4
Addendum_6_Public_Safety_Software_RFP030425 Fri January 31 2025 10:29 AM	<input checked="" type="checkbox"/>	2
Addendum_5_Public_Safety_Software_RFP030425 Wed January 29 2025 03:58 PM	<input checked="" type="checkbox"/>	2
Addendum_4_Public_Safety_Software_RFP030425 Fri January 24 2025 11:47 AM	<input checked="" type="checkbox"/>	2
Addendum_3_Public_Safety_Software_RFP030425 Tue January 21 2025 02:21 PM	<input checked="" type="checkbox"/>	3
Addendum_2_Public_Safety_Software_030425 Fri January 17 2025 03:35 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Public_Safety_Software_030425 Fri January 17 2025 10:38 AM	<input checked="" type="checkbox"/>	1