

Solicitation No. 27-22

Request for Proposal (RFP) for Curb Management Technology

Prepared for: Region 14 Education Service Center / NCPA

Prepared by: Automotus, Inc.

Due Date: Thursday, July 21, 2022

Key Contact: Armen Kazaryan

Telephone: +1 559 213 0764

Email: armen@automotus.co

Address: 612 S Broadway, Floor 4, Los Angeles, CA 90014

Automotus

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July 21, 2022

National Cooperative Purchasing Alliance (NCPA)
P.O. Box 701273
Houston, TX 77270

RE: Curb Management Technology, RFP 27-22

Dear NCPA Evaluation Committee,

Automotus is pleased to submit our response to the NCPA's Request for Proposal (RFP) 27-22 for Curb Management Technology. After a thorough review of the RFP, we have prepared a comprehensive response, detailing our approach and solutions to meet and exceed the requirements outlined by NCPA. Our suite of solutions aims to help manage the unprecedented rise in curb users and make loading zones more efficient and user-friendly. Furthermore, our solutions take into consideration the experience all stakeholders, from curb users to city personnel, will have with our system, allowing for seamless integration with existing platforms.

Our approach includes a suite of solutions that satisfies all the NCPA's requirements for on-street curb management, with critical features, such as fully automated payment and enforcement, and locally-based community engagement and marketing support.

Our proposed solution provides NCPA with a proven solution, innovative and simple-to-install technology, and strong industry partners at competitive pricing. Should there be any questions regarding our proposal, please contact Armen Kazaryan, General Manager, Vice President of Customer Success. Armen will be responsible for all subsequent correspondence.

Armen Kazaryan
General Manager, Vice President
Automotus
610 S Broadway Ave, Floor 4
Los Angeles, CA 9001
armen@automotus.co
Phone: 559-213-0764

On behalf of Automotus, we look forward to hearing from NCPA.

Sincerely,

Armen Kazaryan
General Manager
Automotus, Inc.

Executive Summary

As an industry leader in curb management, our company and our dedicated Project Team understand the exponential demands cities are facing on their limited curb space.

Using a comprehensive suite of turnkey solutions that supports all on-street curb management needs, our Project Team is well positioned to help NCPA's members tackle this challenge by allowing them to seamlessly collect and analyze real-time multimodal data; automate payment and invoicing with dynamic pricing functionality; and automate enforcement.

To ensure our customers and NCPA's members have access to the most effective technology, our team offers a suite of *fully automated* solutions. Data from recent smart loading zone pilots shows that mobile app-based solutions alone distract drivers and have low adoption rates, and we want to ensure NCPA's members are equipped with the best combination of solutions to increase adoption and maximize operational efficiency.

Our company has a record of success deploying automated curb management solutions, with over 1,000 of our devices deployed by the end of 2022. We tackle each project with a robust community engagement and marketing plan to increase adoption and ensure our projects have a positive impact on all curb users, local businesses, and the broader community.

We are also at the forefront of policy, privacy, and technical development as active members of the Open Mobility Foundation's Curb Data Specification (CDS) Working Group and Privacy, Security, and Transparency Committee.

- Industry leader in curb management
- Suite of fully automated solutions that supports all on-street curb management needs
- Fully integrated turnkey solutions that are easily configurable to meet each customer's unique needs
- Record of success deploying automated curb management solutions across the country
- Steering Committee member of OMF's CDS Working Group
- Steering Committee member of OMF's Privacy, Security, and Transparency Committee

Tab 1 – Master Agreement

General Terms and Conditions

- ◆ Customer Support
 - The vendor shall provide timely and accurate technical advice and sales support. The vendor shall respond to such requests within one (1) working day after receipt of the request.
- ◆ Disclosures
 - Respondent affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.
 - The respondent affirms that, to the best of his/her knowledge, the offer has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.
- ◆ Renewal of Contract
 - Unless otherwise stated, all contracts are for a period of two (2) years with an option to renew for up to three (3) additional one-year terms or any combination of time equally not more than 3 years if agreed to by Region 14 ESC and the vendor.
- ◆ Funding Out Clause
 - Any/all contracts exceeding one (1) year shall include a standard “funding out” clause. A contract for the acquisition, including lease, of real or personal property is a commitment of the entity’s current revenue only, provided the contract contains either or both of the following provisions:
 - Retains to the entity the continuing right to terminate the contract at the expiration of each budget period during the term of the contract and is conditioned on a best efforts attempt by the entity to obtain appropriate funds for payment of the contract.
- ◆ Shipments (if applicable)
 - The awarded vendor shall ship ordered products within seven (7) working days for goods available and within four (4) to six (6) weeks for specialty items after the receipt of the order unless modified. If a product cannot be shipped within that time, the awarded vendor shall notify the entity placing the order as to why the product has not shipped and shall provide an estimated shipping date. At this point the participating entity may cancel the order if estimated shipping time is not acceptable.
- ◆ Tax Exempt Status
 - Since this is a national contract, knowing the tax laws in each state is the sole responsibility of the vendor.

◆ Payments

- The entity using the contract will make payments directly to the awarded vendor or their affiliates (distributors/business partners/resellers) as long as written request and approval by NCPA is provided to the awarded vendor.

◆ Adding authorized distributors/dealers

- Awarded vendors may submit a list of distributors/partners/resellers to sell under their contract throughout the life of the contract. Vendor must receive written approval from NCPA before such distributors/partners/resellers considered authorized.
- Purchase orders and payment can only be made to awarded vendor or distributors/business partners/resellers previously approved by NCPA.
- Pricing provided to members by added distributors or dealers must also be less than or equal to the pricing offered by the awarded contract holder.
- All distributors/partners/resellers are required to abide by the Terms and Conditions of the vendor's agreement with NCPA.

◆ Pricing

- All pricing submitted shall include the administrative fee to be remitted to NCPA by the awarded vendor. It is the awarded vendor's responsibility to keep all pricing up to date and on file with NCPA.
- All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing

◆ Warranty

- Proposal should address the following warranty information:
 - Applicable warranty and/or guarantees of equipment and installations including any conditions and response time for repair and/or replacement of any components during the warranty period.
 - Availability of replacement parts
 - Life expectancy of equipment under normal use
 - Detailed information as to proposed return policy on all equipment
- Products
 - Vendor shall provide equipment, materials and products that are new unless otherwise specified, of good quality and free of defects
- Construction
 - Vendor shall perform services in a good and workmanlike manner and in accordance with industry standards for the service provided.

◆ Safety

- Vendors performing services shall comply with occupational safety and health rules and regulations. Also all vendors and subcontractors shall be held responsible for the safety of their employees and any conditions that may cause injury or damage to persons or property.

- ◆ Permits
 - Since this is a national contract, knowing the permit laws in each state is the sole responsibility of the vendor.
- ◆ Indemnity
 - The awarded vendor shall protect, indemnify, and hold harmless Region 14 ESC and its participants, administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of the vendor, vendor employees or vendor subcontractors in the preparation of the solicitation and the later execution of the contract.
- ◆ Franchise Tax
 - The respondent hereby certifies that he/she is not currently delinquent in the payment of any franchise taxes.
- ◆ Supplemental Agreements
 - The entity participating in this contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor.
- ◆ Certificates of Insurance
 - Certificates of insurance shall be delivered to the Public Agency prior to commencement of work. The insurance company shall be licensed in the applicable state in which work is being conducted. The awarded vendor shall give the participating entity a minimum of ten (10) days notice prior to any modifications or cancellation of policies. The awarded vendor shall require all subcontractors performing any work to maintain coverage as specified.
- ◆ Legal Obligations
 - It is the Respondent's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services identified in this RFP and any awarded contract and shall comply with all while fulfilling the RFP. Applicable laws and regulation must be followed even if not specifically identified herein.
- ◆ Protest
 - A protest of an award or proposed award must be filed in writing within ten (10) days from the date of the official award notification and must be received by 5:00 pm CST. Protests shall be filed with Region 14 ESC and shall include the following:
 - Name, address and telephone number of protester
 - Original signature of protester or its representative
 - Identification of the solicitation by RFP number
 - Detailed statement of legal and factual grounds including copies of relevant documents and the form of relief requested

- Any protest review and action shall be considered final with no further formalities being considered.

◆ Force Majeure

- If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.
- The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders and regulation of any kind of government of the United States or any civil or military authority; insurrections; riots; epidemics; pandemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty

◆ Prevailing Wage

- It shall be the responsibility of the Vendor to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the purchaser. It shall further be the responsibility of the Vendor to monitor the prevailing wage rates as established by the appropriate department of labor for any increase in rates during the term of this contract and adjust wage rates accordingly.

◆ Termination

- Either party may cancel this contract in whole or in part by providing written notice. The cancellation will take effect 30 business days after the other party receives the notice of cancellation. After the 30th business day all work will cease following completion of final purchase order.

◆ Open Records Policy

- Because Region 14 ESC is a governmental entity responses submitted are subject to release as public information after contracts are executed. If a vendor believes that its response, or parts of its response, may be exempted from disclosure, the vendor must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition,

the respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).

- The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 14 ESC must provide the OAG sufficient information to render an opinion and therefore, vague and general claims to confidentiality by the respondent are not acceptable. Region 14 ESC must comply with the opinions of the OAG. Region 14 ESC assumes no responsibility for asserting legal arguments on behalf of any vendor. Respondents are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

Process

Region 14 ESC will evaluate proposals in accordance with, and subject to, the relevant statutes, ordinances, rules, and regulations that govern its procurement practices. NCPA will assist Region 14 ESC in evaluating proposals. Award(s) will be made to the prospective vendor whose response is determined to be the most advantageous to Region 14 ESC, NCPA, and its participating agencies. To qualify for evaluation, response must have been submitted on time, and satisfy all mandatory requirements identified in this document.

- ◆ Contract Administration
 - The contract will be administered by Region 14 ESC. The National Program will be administered by NCPA on behalf of Region 14 ESC.
- ◆ Contract Term
 - The contract term will be for two (2) year starting from the date of the award. The contract may be renewed for up to three (3) additional one-year terms or any combination of time equally not more than 3 years.
 - It should be noted that maintenance/service agreements may be issued for up to (5) years under this contract even if the contract only lasts for the initial term of the contract. NCPA will monitor any maintenance agreements for the term of the agreement provided they are signed prior to the termination or expiration of this contract.
- ◆ Contract Waiver
 - Any waiver of any provision of this contract shall be in writing and shall be signed by the duly authorized agent of Region 14 ESC. The waiver by either party of any term or condition of this contract shall not be deemed to constitute waiver thereof nor a waiver of any further or additional right that such party may hold under this contract.
- ◆ Price Increases
 - Should it become necessary, price increase requests may be submitted at any point during the term of the contract by written amendment. Included with the request must be documentation and/or formal cost justification for these changes. Requests will be formally reviewed, and if justified, the amendment will be approved.
- ◆ Products and Services Additions
 - New Products and/or Services may be added to the resulting contract at any time during the term by written amendment, to the extent that those products and/or services are within the scope of this RFP.
- ◆ Competitive Range
 - It may be necessary for Region 14 ESC to establish a competitive range. Responses not in the competitive range are unacceptable and do not receive further award consideration.
- ◆ Deviations and Exceptions
 - Deviations or exceptions stipulated in response may result in disqualification. It is the intent of Region 14 ESC to award a vendor's complete line of products and/or services, when possible.
- ◆ Estimated Quantities

While no minimum volume is guaranteed, the estimated (but not limited to) annual volume for Products and Services purchased under the proposed Master Agreement is \$100 million dollars annually. This estimate is based on the anticipated volume of Region 14 ESC and current sales within the NCPA program

◆ Evaluation

- Region 14 ESC will review and evaluate all responses in accordance with, and subject to, the relevant statutes, ordinances, rules and regulations that govern its procurement practices. NCPA will assist the lead agency in evaluating proposals. Recommendations for contract awards will be based on multiple factors, each factor being assigned a point value based on its importance.

◆ Formation of Contract

- A response to this solicitation is an offer to contract with Region 14 ESC based upon the terms, conditions, scope of work, and specifications contained in this request. A solicitation does not become a contract until it is accepted by Region 14 ESC. The prospective vendor must submit a signed Signature Form with the response thus, eliminating the need for a formal signing process. Contract award letter issued by Region 14 ESC is the counter-signature document establishing acceptance of the contract.

◆ NCPA Administrative Agreement

- The vendor will be required to enter and execute the National Cooperative Purchasing Alliance Administration Agreement with NCPA upon award with Region 14 ESC. The agreement establishes the requirements of the vendor with respect to a nationwide contract effort.

◆ Clarifications / Discussions

- Region 14 ESC may request additional information or clarification from any of the respondents after review of the proposals received for the sole purpose of elimination minor irregularities, informalities, or apparent clerical mistakes in the proposal. Clarification does not give respondent an opportunity to revise or modify its proposal, except to the extent that correction of apparent clerical mistakes results in a revision. After the initial receipt of proposals, Region 14 ESC reserves the right to conduct discussions with those respondent's whose proposals are determined to be reasonably susceptible of being selected for award. Discussions occur when oral or written communications between Region 14 ESC and respondent's are conducted for the purpose clarifications involving information essential for determining the acceptability of a proposal or that provides respondent an opportunity to revise or modify its proposal. Region 14 ESC will not assist respondent bring its proposal up to the level of other proposals through discussions. Region 14 ESC will not indicate to respondent a cost or price that it must meet to neither obtain further consideration nor will it provide any information about other respondents' proposals or prices.

◆ Multiple Awards

- Multiple Contracts may be awarded as a result of the solicitation. Multiple Awards will ensure that any ensuing contracts fulfill current and future requirements of the diverse and large number of participating public agencies.

◆ Past Performance

- Past performance is relevant information regarding a vendor's actions under previously awarded contracts; including the administrative aspects of performance; the vendor's history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the vendor's businesslike concern for the interests of the customer.

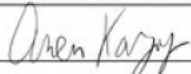
Evaluation Criteria

- ◆ Pricing (40 points)
 - Electronic Price Lists
 - Products, Services, Warranties, etc. price list
 - Prices listed will be used to establish both the extent of a vendor's product lines, services, warranties, etc. available from a particular bidder and the pricing per item.
- ◆ Ability to Provide and Perform the Required Services for the Contract (25 points)
 - Product Delivery within participating entities specified parameters
 - Number of line items delivered complete within the normal delivery time as a percentage of line items ordered.
 - Vendor's ability to perform towards above requirements and desired specifications.
 - Past Cooperative Program Performance
 - Quantity of line items available that are commonly purchased by the entity.
 - Quality of line items available compared to normal participating entity standards.
- ◆ References and Experience (20 points)
 - A minimum of five (5) customer references for product and/or services of similar scope dating within past 3 years
 - Respondent Reputation in marketplace
 - Past Experience working with public sector.
 - Exhibited understanding of cooperative purchasing
- ◆ Value Added Products/Services Description, (8 points)
 - Additional Products/Services related to the scope of RFP
 - Marketing and Training
 - Minority and Women Business Enterprise (MWBE) and (HUB) Participation
 - Customer Service
- ◆ Technology for Supporting the Program (7 points)
 - Electronic on-line catalog, order entry use by and suitability for the entity's needs
 - Quality of vendor's on-line resources for NCPA members.
 - Specifications and features offered by respondent's products and/or services

Tab 1 | Master Agreement/ Signature Form

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this bid in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said bid have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

Prices are guaranteed: **120 days**

Company name	Automotus, Inc.
Address	612 S Broadway, Automotus, Suite 409
City/State/Zip	Los Angeles, CA 90014
Telephone No.	559-213-0764
Fax No.	
Email address	Armen@automotus.co
Printed name	Armen Kazaryan
Position with company	Vice President and General Manager
Authorized signature	

Tab 2 | NCPA Administration Agreement

This Administration Agreement is made as of September 1, 2022, by and between National Cooperative Purchasing Alliance ("NCPA") and Automotus, Inc. ("Vendor").

Recitals

WHEREAS, Region 14 ESC has entered into a certain Master Agreement dated September 1, 2022, referenced as Contract Number 05-73, by and between Region 14 ESC and Vendor, as may be amended from time to time in accordance with the terms thereof (the "Master Agreement"), for the purchase of Curb Management Technology;

WHEREAS, said Master Agreement provides that any state, city, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution, other government agency or nonprofit organization (hereinafter referred to as "public agency" or collectively, "public agencies") may purchase products and services at the prices indicated in the Master Agreement;

WHEREAS, NCPA has the administrative and legal capacity to administer purchases under the Master Agreement to public agencies;

WHEREAS, NCPA serves as the administrative agent for Region 14 ESC in connection with other master agreements offered by NCPA

WHEREAS, Region 14 ESC desires NCPA to proceed with administration of the Master Agreement;

WHEREAS, NCPA and Vendor desire to enter into this Agreement to make available the Master Agreement to public agencies on a national basis;

NOW, THEREFORE, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, NCPA and Vendor hereby agree as follows:

♦ General Terms and Conditions

- The Master Agreement, attached hereto as Tab 1 and incorporated herein by reference as though fully set forth herein, and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement.
- NCPA shall be afforded all of the rights, privileges and indemnifications afforded to Region 14 ESC under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to NCPA under this Agreement including, but not limited to, the Vendor's obligation to provide appropriate insurance and certain indemnifications to Region 14 ESC.
- Vendor shall perform all duties, responsibilities and obligations required under the Master Agreement in the time and manner specified by the Master Agreement.
- NCPA shall perform all of its duties, responsibilities, and obligations as administrator of purchases under the Master Agreement as set forth herein, and Vendor acknowledges that NCPA shall act in the capacity of administrator of purchases under the Master Agreement.
- With respect to any purchases made by Region 14 ESC or any Public Agency pursuant to the Master Agreement, NCPA (a) shall not be construed as a dealer, re-marketer, representative, partner, or agent of any type of Vendor, Region 14 ESC, or such Public Agency, (b) shall not be obligated, liable or responsible (i) for any orders made by Region

14 ESC, any Public Agency or any employee of Region 14 ESC or Public Agency under the Master Agreement, or (ii) for any payments required to be made with respect to such order, and (c) shall not be obligated, liable or responsible for any failure by the Public Agency to (i) comply with procedures or requirements of applicable law, or (ii) obtain the due authorization and approval necessary to purchase under the Master Agreement. NCPA makes no representations or guaranties with respect to any minimum purchases required to be made by Region 14 ESC, any Public Agency, or any employee of Region 14 ESC or Public Agency under this Agreement or the Master Agreement.

- The Public Agency participating in the NCPA contract and Vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the Public Agency and Vendor. NCPA, its agents, members and employees shall not be made party to any claim for breach of such agreement.

◆ **Term of Agreement**

- This Agreement shall be in effect so long as the Master Agreement remains in effect, provided, however, that the obligation to pay all amounts owed by Vendor to NCPA through the termination of this Agreement and all indemnifications afforded by Vendor to NCPA shall survive the term of this Agreement.

◆ **Fees and Reporting**

- The awarded vendor shall electronically provide NCPA with a detailed quarterly report showing the dollar volume of all sales under the contract for the previous quarter. Reports are due on the fifteenth (15th) day after the close of the previous quarter. It is the responsibility of the awarded vendor to collect and compile all sales under the contract from participating members and submit one (1) report. The report shall include at least the following information as listed in the example below:

Entity Name	Zip Code	State	PO or Job #	Sale Amount

Total _____

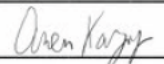
- Each quarter NCPA will invoice the vendor based on the total of sale amount(s) reported. From the invoice the vendor shall pay to NCPA an administrative fee based upon the tiered fee schedule below. Vendor's annual sales shall be measured on a calendar year basis. Deadline for term of payment will be included in the invoice NCPA provides.

<u>Annual Sales Through Contract</u>	<u>Administrative Fee</u>
0 - \$30,000,000	2%
\$30,000,001 - \$50,000,000	1.5%
\$50,000,001+	1%

- Supplier shall maintain an accounting of all purchases made by Public Agencies under the Master Agreement. NCPA and Region 14 ESC reserve the right to audit the accounting for a period of four (4) years from the date NCPA receives the accounting. In the event of such an audit, the requested materials shall be provided at the location designated by Region 14 ESC or NCPA. In the event such audit reveals an under reporting of Contract Sales and a resulting underpayment of administrative fees, Vendor shall promptly pay NCPA the amount of such underpayment, together with interest on such amount and shall be obligated to reimburse NCPA's costs and expenses for such audit.

◆ General Provisions

- This Agreement supersedes any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereof, and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained herein shall be valid or binding.
- Awarded vendor agrees to allow NCPA to use their name and logo within website, marketing materials and advertisement. Any use of NCPA name and logo or any form of publicity regarding this contract by awarded vendor must have prior approval from NCPA.
- If any action at law or in equity is brought to enforce or interpret the provisions of this Agreement or to recover any administrative fee and accrued interest, the prevailing party shall be entitled to reasonable attorney's fees and costs in addition to any other relief to which such party may be entitled.
- Neither this Agreement nor any rights or obligations hereunder shall be assignable by Vendor without prior written consent of NCPA, provided, however, that the Vendor may, without such written consent, assign this Agreement and its rights and delegate its obligations hereunder in connection with the transfer or sale of all or substantially all of its assets or business related to this Agreement, or in the event of its merger, consolidation, change in control or similar transaction. Any permitted assignee shall assume all assigned obligations of its assignor under this Agreement.
- This Agreement and NCPA's rights and obligations hereunder may be assigned at NCPA's sole discretion, to an existing or newly established legal entity that has the authority and capacity to perform NCPA's obligations hereunder
- All written communications given hereunder shall be delivered to the addresses as set forth below.

National Cooperative Purchasing Alliance:	Vendor:	<u>Automotus, Inc.</u>
Name: <u>Matthew Mackel</u>	Name: <u>Armen Kazaryan</u>	
Title: <u>Director, Business Development</u>	Title: <u>Vice President and General Manager</u>	
Address: <u>PO Box 701273</u>	Address: <u>612 S Broadway, Automotus, Suite 409</u>	
		<u>Los Angeles, CA 90014</u>
Signature: 	Signature: 	
Date: <u>September 1, 2022</u>	Date: <u>July 15, 2022</u>	

Tab 3 | Vendor Questionnaire

Please provide responses to the following questions that address your company's operations, organization, structure, and processes for providing products and services.

◆ States Covered

- Bidder must indicate any and all states where products and services can be offered.
- Please indicate the price co-efficient for each state if it varies.

☒ **50 States & District of Columbia** (Selecting this box is equal to checking all boxes below)

- | | | |
|-----------------------------------------------|-----------------------------------------|-----------------------------------------|
| <input type="checkbox"/> Alabama | <input type="checkbox"/> Maryland | <input type="checkbox"/> South Carolina |
| <input type="checkbox"/> Alaska | <input type="checkbox"/> Massachusetts | <input type="checkbox"/> South Dakota |
| <input type="checkbox"/> Arizona | <input type="checkbox"/> Michigan | <input type="checkbox"/> Tennessee |
| <input type="checkbox"/> Arkansas | <input type="checkbox"/> Minnesota | <input type="checkbox"/> Texas |
| <input type="checkbox"/> California | <input type="checkbox"/> Mississippi | <input type="checkbox"/> Utah |
| <input type="checkbox"/> Colorado | <input type="checkbox"/> Missouri | <input type="checkbox"/> Vermont |
| <input type="checkbox"/> Connecticut | <input type="checkbox"/> Montana | <input type="checkbox"/> Virginia |
| <input type="checkbox"/> Delaware | <input type="checkbox"/> Nebraska | <input type="checkbox"/> Washington |
| <input type="checkbox"/> District of Columbia | <input type="checkbox"/> Nevada | <input type="checkbox"/> West Virginia |
| <input type="checkbox"/> Florida | <input type="checkbox"/> New Hampshire | <input type="checkbox"/> Wisconsin |
| <input type="checkbox"/> Georgia | <input type="checkbox"/> New Jersey | <input type="checkbox"/> Wyoming |
| <input type="checkbox"/> Hawaii | <input type="checkbox"/> New Mexico | |
| <input type="checkbox"/> Idaho | <input type="checkbox"/> New York | |
| <input type="checkbox"/> Illinois | <input type="checkbox"/> North Carolina | |
| <input type="checkbox"/> Indiana | <input type="checkbox"/> North Dakota | |
| <input type="checkbox"/> Iowa | <input type="checkbox"/> Ohio | |
| <input type="checkbox"/> Kansas | <input type="checkbox"/> Oklahoma | |
| <input type="checkbox"/> Kentucky | <input type="checkbox"/> Oregon | |
| <input type="checkbox"/> Louisiana | <input type="checkbox"/> Pennsylvania | |
| <input type="checkbox"/> Maine | <input type="checkbox"/> Rhode Island | |

☐ **All US Territories and Outlying Areas** (Selecting this box is equal to checking all boxes below)

☐ American Samoa

☐ Northern Mariana Islands

☐ Federated States of Micronesia

☐ Puerto Rico

☐ Guam

☐ U.S. Virgin Islands

☐ Midway Islands

◆ **Minority and Women**

Business Enterprise (MWBE) and (HUB) Participation

➤ It is the policy of some entities participating in NCPA to involve minority and women business enterprises (MWBE) and historically underutilized businesses (HUB) in the purchase of goods and services. Respondents shall indicate below whether or not they are an M/WBE or HUB certified.

▪ **Minority / Women Business Enterprise**

• Respondent Certifies that this firm is a M/WBE

☐

▪ **Historically Underutilized Business**

• Respondent Certifies that this firm is a HUB

☐

◆ **Residency**

➤ Responding Company's principal place of business is in the city of Los Angeles, State of CA

◆ **Felony Conviction Notice**

➤ Please Check Applicable Box;

☐

A publically held corporation; therefore, this reporting requirement is not applicable.

☒

Is not owned or operated by anyone who has been convicted of a felony.

☐

Is owned or operated by the following individual(s) who has/have been convicted of a felony

➤ If the 3rd box is checked, a detailed explanation of the names and convictions must be attached.

◆ **Distribution Channel**

➤ Which best describes your company's position in the distribution channel:

☐

Manufacturer Direct

☐

Certified education/government reseller

☐

Authorized Distributor

☐

Manufacturer marketing through reseller

☐

Value-added reseller

☒

Other: N/A

◆ **Processing Information**

➤ Provide company contact information for the following:

▪ **Sales Reports / Accounts Payable**

Contact Person: Armen Kazaryan

Title: Vice President and General Manager

Company: Automotus, Inc.

Address: 612 S Broadway, Automotus, Suite 409

City: Los Angeles State: CA Zip: 90014

Phone: 559-213-0764 Email: Armen@automotus.co

▪ Purchase Orders

Contact Person: See Above

Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

▪ Sales and Marketing

Contact Person: See Above

Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

♦ Pricing Information

- In addition to the current typical unit pricing furnished herein, the Vendor agrees to offer all future product introductions at prices that are proportionate to Contract Pricing.

- If answer is no, attach a statement detailing how pricing for NCPA participants would be calculated for future product introductions.

☒ Yes ☐ No

- Pricing submitted includes the required NCPA administrative fee. The NCPA fee is calculated based on the invoice price to the customer.

☒ Yes ☐ No

Tab 4 | Vendor Profile

Company's official registered name

Automotus, Inc.

Brief history of your company, including the year it was established.

Automotus has developed first-of-its-kind computer vision technology to help cities, airports, and fleets manage the unprecedented rise in commercial vehicle congestion, emissions, and safety hazards at the curb. Our technology fully automates labor-intensive curb operations such as payments for vehicle (un)loading and parking; enforcement of curb violations; and management of preferred loading zones and discounted rates for commercial EVs. Our technology also monitors and collects real-time curb activity data to inform smarter policies that promote sustainability, equity, and access.

The company was founded in 2017 by Jordan Justus and Harris Lummis – two college students on a mission to solve LA's traffic problems. Using computer vision technology, the duo successfully built and deployed fully automated parking enforcement technology for their university, which is still in operation today and has improved enforcement efficiency by 500%.

Today, we offer a full suite of automated curb management solutions for cities, airports, and fleets that have proven to reduce congestion and emissions by up to 10%; reduce double-parking hazards by 64%; increase parking turnover by 26%; and increase parking revenue by >500%. The team includes industry leaders in transportation, computer vision, artificial intelligence, and autonomous vehicles, and the company's advisors include the former DOT Commissioner of Chicago and DC; former Senior Director of Cities and Airports from Lyft; and UN Climate Action Lead for the UN.

Automotus is based in Los Angeles and operates in cities across the U.S. Existing customers and fleet partners include the City of Los Angeles, the City of Boston, Loyola Marymount University, US Department of Energy, Amazon, and others.

Company's Dun & Bradstreet (D&B) number.

081088367

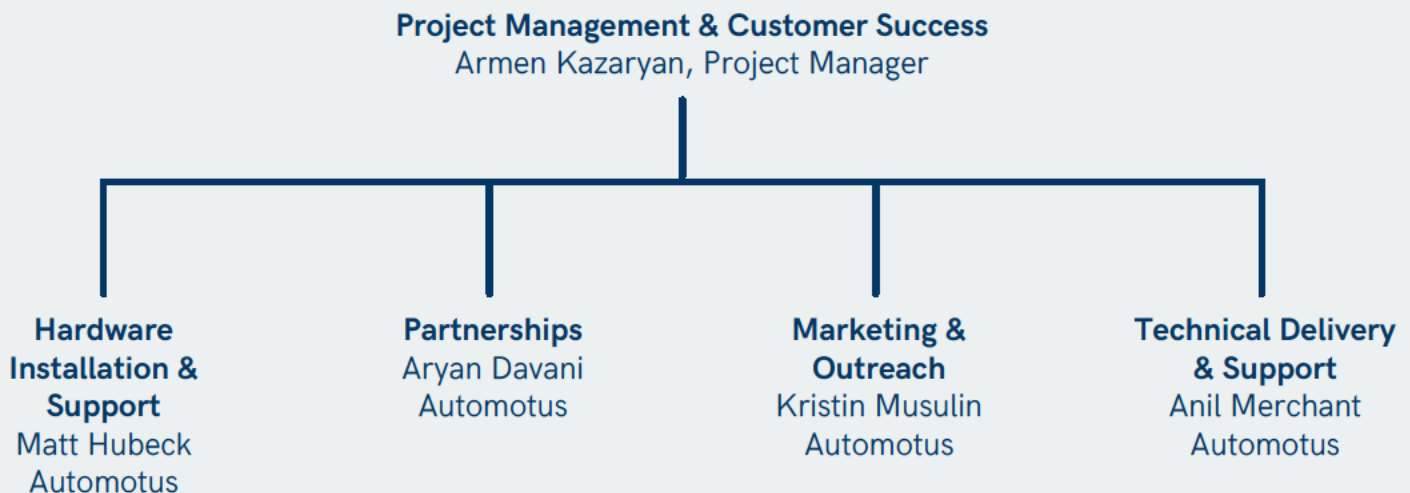
- First-of-its-kind computer vision technology
- Full automation for labor-intensive curb operations, including payment, enforcement, and data collection
- Team includes industry leaders in transportation, computer vision, and artificial intelligence
- Existing customers and partners include Los Angeles, USDOE, and Amazon

Company's organizational chart of those individuals that would be involved in the contract.

We understand that NCPA's members require a project team that has the track record and technical experience necessary to deploy the desired curb management solutions and ensure maximum adoption and impact.

We have assembled a project team with extensive experience deploying smart loading zones and broader curb management solutions, as well as a Project Team with prior experience collaborating to ensure a seamless experience for NCPA's members.

Project Team Org Chart



For more information on each project team member and their relevant experience, we have included their resumes at the end of Tab 4 (pp. 16-24).

Who is your competition in the marketplace?

Our primary competitors include other curb management technology companies such as CurbFlow, Coord (now part of Pebble by Sidewalk Labs), Populus, Vade, and Kerb. However, these companies only offer app-based, pure API-based, or solar time-lapse solutions and do not have the technology to support full automation, which is a critical component for adoption and compliance. We maintain a 96% adoption rate compared to less than 9% for app-based products and other competitive parking payment solutions, such as meters.

Provide Annual Sales for last 3 years broken out into the following categories:

Provide the revenue that your organization anticipates each year for the first three (3) years of this agreement.

\$2,372,750 in year one
\$9,009,165 in year two
\$32,722,738 in year three

What differentiates your company from competitors?

No other player in the market has the technology to support full automation, which is a critical component for adoption and compliance. Our adoption rate is 96% compared to less than 9% for competitive parking payment solutions such as apps, meters, and pure API-based solutions.

Describe how your company will market this contract if awarded.

Our team understands that marketing is a critical aspect of ensuring NCPA's members are familiar with and can access our solutions. Our Head of Communications and Marketing will be a core member of the project team for this contract and will work closely with NCPA to ensure they have the assets, including marketing material, they need to promote our solutions to public agencies nationally. Additionally, our team will work closely with NCPA to understand the ideal customers for our solutions and develop a targeted marketing strategy tailored to their needs.

Describe how you intend to introduce NCPA to your company.

In order to ensure our team is familiar with NCPA and how public agencies around the country can directly benefit from our partnership, project lead Armen Kazaryan will schedule a kick-off meeting with all stakeholders, including our core project team and relevant members of the NCPA team.

Describe your firm's capabilities and functionality of your on line catalog / ordering website.

n/a

Describe your company's Customer Service Department (hours of operation, number of service centers, etc.)

We are committed to providing all of our customers with exceptional customer support. Our support team can be contacted by email at support@automotus.co 24/7 and by phone at (714) 769-8192 from 8am-6pm PST, Monday through Friday.

Our support team will also proactively report any software service outages at the time of discovery along with an estimated time of resolution. Upon resolution, our team will provide

a resolution summary within 24 hours. We will also provide a contact to respond to, and if necessary, escalate any support issues.

Our team, in collaboration with hired local contractor(s), will also respond to any hardware-related maintenance issues. Our team will monitor and respond to any hardware outages within 10 days and replace any non-functional hardware within 14 days (see our Warranty policy for more information). Our team will inspect all hardware yearly and recalibrate, if necessary. Additionally, we will perform at least one accuracy test on each device over the course of a quarter to ensure optimal performance.

Green Initiatives (if applicable)

Creating a positive environmental impact is core to the Automotus mission. Our curb management technology provides cities, airports, and fleets with the tools to decrease vehicle-related emissions by improving overall driver efficiency and reducing unnecessary idling/circling related to parking. Specifically, our technology allows cities to operate loading zones that offer more efficient curb access, with discounted rates or dedicated space for electric vehicles to incentivize commercial fleet electrification, as well as develop curb policies that increase access to public transit and make bicycling safer. Our technology supports the nation's first zero emissions delivery zones in Los Angeles and Santa Monica.

We relocated our Los Angeles headquarters in 2022 to maximize access to public transit and incentivize public transit use by team members and other office visitors.

Anti Discrimination Policy (if applicable)

Our team is deeply committed to creating a safe environment for our employees, contractors, customers, and partners. We do not tolerate discrimination or harassment of any kind. We've developed a code of conduct to help our employees recognize and address inappropriate behavior, and commit to taking corrective action if and when an employee violates this code. We are also committed to banning mentors, investors, contractors, and others who discriminate against or harass others.

Vendor Certifications (if applicable)

Automotus is licensed to provide curbside services in all 50 states in the U.S. Any specific licenses or certifications will be provided within 10 days of contract award.

ARMEN KAZARYAN

Project Management, Customer Success

General Manager & VP of Customer Success, Automotus

Armen has 18+ years of experience in high-dollar transactional business and complex contracts, including more than a decade with the transportation industry. An MBA and veteran of the US Marine Corps where he was a finance manager, Armen brings an exceptional aptitude for operations, performance, and financial planning with systems in the hundreds of millions of dollars in value. He is currently the Vice President and General Manager for Automotus and is responsible for operations, performance & delivery, and client satisfaction.

Relevant Projects and Experience

Automotus, General Manager & VP of Customer Success

- Responsible for operations, performance, and customer satisfaction of all smart loading zone deployments across the U.S.
- Provide all city partners with seamless deployment, operation, and maintenance of all technology and curb management solutions.
- Oversee successful planning and launch of all new customers and city partners.

Conduent, Senior Director, Client Partner – Curbside Management Solutions and Public Safety

- Responsible for operations and performance of 13 parking and public safety contracts in CA valued at \$500 M.
- Established project management methodology best practices for the West region office's delivery guideline.
- Provide clients with new parking citation technology to help them better manage their time and personnel.
- Attend and arrange industry conferences to collect competitive intelligence for future platform innovation.

Conduent, Regional Director of Operations, Curbside Management Solutions

- Responsible for overall operations for 7 contracts including Los Angeles, Santa Monica, Beverly Hills, West Hollywood, Los Angeles County Sheriff's Department, and City of Long Beach.
- Directed operations in the Los Angeles Regional Office consisting of 150 associates, ensuring corporate, regional, and regulatory compliance, and reviewing the performance of the Office and making modifications.
- Responsible for allocating designated resources within each contract as well as within the shared resources.
- Led various business expansion opportunities, including cross-selling of solutions and negotiated key contractual matters with clients.



Relevant Skills

- Client engagement and success management
- Project management and deployment
- Deploying curbside management solutions

Education

- Project Management Professional (PMP), Certified through Project Management Institute (PMI)
- Master of Business Administration, National University, San Diego, CA
- Bachelor of Arts in Business, National University, San Diego, CA

MATT HUBECK

Hardware Installation & Support

Head of Operations, Automotus

Matt is an IoT operations expert with a passion for deploying sustainable mobility and transportation solutions. With nearly a decade of operations experience, Matt has dedicated his career to installing, testing, and improving edge devices for sustainability-focused projects in both urban and rural environments. Over his career, Matt has overseen the deployment of thousands of parking sensors across the country and extensive experience leading the implementation of city-wide, solar-powered wireless sensors.

Matt is currently helping oversee and manage the deployment of technology that supports more than 800 smart loading zones in cities across the country.

Relevant Projects and Experience

Automotus, 100 Smart Loading Zones, Omaha, NE

- Oversee day-to-day install and maintenance of all hardware supporting zones that analyze all curb activity and automate transactions at the curb for commercial and passenger vehicles across the city.
- Collaborate with Park Omaha to select ideal locations for each zone and create a seamless technology installation strategy.

Automotus, 20 Smart Loading Zones to scale to 150, Pittsburgh, PA

- Oversee day-to-day install and maintenance of all hardware supporting zones that analyze all curb activity and automate transactions at the curb for commercial and passenger vehicles across the city.
- Collaborate with Department of Mobility and Infrastructure (DOMI) and Pittsburgh Parking Authority (PPA) to select ideal locations for each zone and create a seamless technology installation strategy.
- Collaborate with Department of Mobility and Infrastructure (DOMI) and Pittsburgh Parking Authority (PPA) to scale to 150 zones in 2023.

Automotus, Two-Phase Smart Loading Zone Pilot to scale to 150, Los Angeles, CA

- Oversee day-to-day install and maintenance of all hardware; phase 1 is focused on monitoring all curb and traffic activity, as well as evaluating revenue opportunity for monetizing commercial curb activity, and phase 2 will include fully automated payment and invoicing by the minute for commercial vehicle use of the curb.
- Collaborate with Los Angeles Department of Transportation and Urban Movement Labs to create a seamless technology installation strategy.
- Collaborate with Department of Energy, Los Angeles Department of Transportation, and Urban Movement Labs to scale to 150 zones that will include fully automated invoicing and payment.



Relevant Skills

- Curb management
- Edge device / hardware deployment in cities for parking and curb management related solutions
- Implementation of city-wide sensors

Relevant Organizations

- Urban Freight Lab, University of Washington, Seattle, WA
- Open Mobility Foundation
- Urban Movement Labs, Los Angeles, CA

Education

- Bachelor of Arts, Illinois State University, Normal, IL

MATT HUBECK, cont.

Hardware Installation & Support

Head of Operations, Automotus

Automotus, Zero Emissions Delivery Zone Pilot to scale to 100, Santa Monica, CA

- Oversee day-to-day install and maintenance of all hardware for the nation's first zero emissions delivery zones.
- Collaborate with City of Santa Monica and LACI to select ideal locations for each zone and create a seamless technology installation strategy.
- Work with all project partners to develop and improve reporting systems to ensure technology is delivering the most relevant data and solutions.
- Collaborate with Department of Energy, City of Santa Monica, and LACI to scale to 100 zones that will include fully automated invoicing and payment.

Fybr, Country-Wide Parking Sensor Deployment

- Oversaw the deployment of thousands of parking sensors across the country for leading organization in end-to-end IoT solutions for cities.

ARYAN DAVANI

Partnerships

Head of Partnerships & Policy, Automotus

Aryan is an entrepreneur and business development executive who is passionate about building collaborative urban mobility solutions. As head of partnerships & policy for Automotus, Aryan oversees all business development and partnership strategy efforts with cities, airports, commercial fleet operators, technology providers, and industry associations. He also serves as a member of the steering committee for the Open Mobility Foundation's Curb Management Working Group where he leads the company's contribution to new data standards for the curb.

Relevant Projects and Experience

Automotus, 100 Smart Loading Zones, Omaha, NE

- Support design and execution of project focused on analyzing activity and automating transactions at the curb for food and parcel delivery vehicles in (un)loading zones across the city, as well as passenger vehicles.
- Spearhead partnerships with private invoicing solutions providers and national fleet operators, including defining and executing the payment integration strategy.
- Work closely with Park Omaha leadership to set KPIs and craft new curb management policies.

Automotus, 20 Smart Loading Zones to scale to 150, Pittsburgh, PA

- Support design and execution of project focused on analyzing activity and automating transactions at the curb for food and parcel delivery vehicles in (un)loading zones across the city, as well as passenger vehicles.
- Spearhead partnership with private invoicing solutions provider Gtechna, including defining and executing the payment integration strategy.
- Work closely with Department of Mobility and Infrastructure (DOMI) and Pittsburgh Parking Authority (PPA) leadership to set KPIs and craft new curb management policies.

Automotus, Two-Phase Smart Loading Zone Pilot to scale to 150, Los Angeles, CA

- Collaborate with Los Angeles Department of Transportation and Urban Movement Labs to create a win-win-win partnership strategy.
- Collaborate with Department of Energy, Los Angeles Department of Transportation, and Urban Movement Labs to scale to 150 zones that will include fully automated invoicing and payment.



Relevant Skills

- Building urban mobility solutions with private and public collaboration
- Partnership development with cities and airports
- curbside management and contract implementation

Relevant Organizations

- Urban Freight Lab, University of Washington, Seattle, WA
- Open Mobility Foundation
- Urban Movement Labs, Los Angeles, CA

Education

- Bachelor of Science, Business Administration, University of North Carolina at Wilmington

ARYAN DAVANI, cont.

Partnerships

Head of Partnerships & Policy, Automotus

Automotus, Zero Emissions Delivery Zone Pilot to scale to 100, Santa Monica, CA

- Coordinated with all relevant city stakeholders on optimal site location and facilitated relationships with prospective private partners to expand project impact.
- Serve as local point of contact for all public and private partners and manage ongoing relationships with all stakeholders.
- Support Automotus CEO on development of reporting protocols and communication strategy for how insights can inform adoption of new policies and business models needed to scale these types of zones globally.

Lacuna Technologies, Director of City & Airport Partnerships, Palo Alto, CA

- Built and managed all relationships with cities and airports, including Los Angeles Department of Transportation, for a services provider that helps transportation agencies better manage the public right-of-way.

Joy, Founder & CEO, Joy Mobility Services, San Francisco, CA

- Built and managed all relationships with cities and airports, including Los Angeles Department of Transportation, for a services provider that helps transportation agencies better manage the public right-of-way.

Press and Publications

The City Fix / World Resources Institute

Op-Ed: To De-Congest Delivery Traffic, Operators and Cities Need to Come Together, Feb 2021

Smart Cities Dive

Opinion: Delivery vehicles are a necessary target to patch city revenues, Sep 2020

KRISTIN MUSULIN

Marketing & Outreach

Head of External Communications, Automotus

Kristin is a Philadelphia-based communications and marketing professional with experience as a media relations consultant and business journalist focused on the intersection of local government and emerging mobility technology. She provides a deep range of expertise in the areas of micromobility and urban policy, and has spent her career creating content for government officials and policymakers working on sustainability and tech-focused initiatives.

As Head of External Communications for Automotus, and formerly a Communications & Marketing Consultant for Automotus, Kristin works closely with the organization's leadership, city partners and customers to develop successful community engagement strategies that improve the impact and adoption of the organization's technology.

Kristin is currently helping oversee and manage community engagement plans in cities across the country that account for a total of more than 800 smart loading zones.

Relevant Projects and Experience

Automotus, 100 Smart Loading Zones, Omaha, NE

- Support community engagement plan for successful launch and ongoing operation of zones that analyze all curb activity and automate transactions at the curb for commercial and passenger vehicles across the city.
- Collaborate with Head of Marketing, Chief of Staff, and Park Omaha to ensure community engagement strategy addresses local challenges and aligns with local needs.

Automotus, 20 Smart Loading Zones to scale to 150, Pittsburgh, PA

- Support community engagement plan for successful launch and ongoing operation of zones that analyze all curb activity and automate transactions at the curb for commercial and passenger vehicles across the city.
- Collaborate with Head of Marketing, Department of Mobility and Infrastructure (DOMI), and Pittsburgh Parking Authority (PPA) to ensure community engagement strategy addresses local challenges and aligns with local needs.
- Collaborate with Department of Energy, Department of Mobility and Infrastructure (DOMI), and Pittsburgh Parking Authority (PPA) to scale to 150 zones in 2023.



Relevant Skills

- Strategic communications and media relations
- Community engagement strategies
- Marketing campaigns
- Micromobility and urban policy

Education

- Bachelor of Arts, Multi-platform Journalism, University of Maryland, College Park, MD

KRISTIN MUSULIN, cont.

Marketing & Outreach

Head of External Communications, Automotus

Automotus, Two-Phase Smart Loading Zone Pilot to scale to 150, Los Angeles, CA

- Support community engagement plan for launch and ongoing operation of smart loading zones.
- Collaborate with Head of Marketing, Los Angeles Department of Transportation, and Urban Movement Labs to ensure community engagement strategy addresses local challenges and needs.
- Collaborate with Department of Energy, Los Angeles Department of Transportation, and Urban Movement Labs to scale to 150 zones that will include fully automated invoicing and payment.

Automotus, Zero Emissions Delivery Zone Pilot to scale to 100, Santa Monica, CA

- Support successful launch and ongoing operation of the nation's first zero emissions delivery zone.
- Collaborate with Department of Energy, City of Santa Monica, and LACI to scale to 100 zones that will include fully automated invoicing and payment.

Media Relations Specialist, Philadelphia, PA

- Oversaw all project management and stakeholder engagement for Automotus' development and launch of the nation's first zero emissions delivery zone
- Spread messaging of zero emissions delivery zone deployments to secure brand recognition and awards from notable media outlets including Fast Company and Government Technology.
- Helped support effort to secure \$3.8M in funding from the Department of Energy to scale zero emissions curb management deployments in Santa Monica, Los Angeles, and Pittsburgh

Senior Editor, Smart Cities Dive, Washington, DC

- Founded & led operations of the Smart Cities Dive daily newsletter & website, designed to inform government officials & policymakers on govtech-adjacent news and trends
- Moderated and participated on/in several industry panels and community-facing events to inform the general public and industry executives of transportation-related initiatives
- Assisted in the research and development of several investigative and data-driven reports that analyze various transportation-related trends, including curb management, traffic congestion, the rise of micromobility & vehicle electrification

ANIL MERCHANT

Technical Delivery & Approach

Head of Product, Automotus

Anil is an entrepreneurial product manager, software developer, and project manager with 15+ years of engineering experience and a proven track record of building and deploying mobility-focused solutions. He is passionate about curb management and enhancing the experience of commercial curb users, curbside businesses, parking enforcement, and city staff while creating more equitable and sustainable streets for residents.

As Head of Product for Automotus, Anil oversees all design and development of the organization's evolving product suite. Anil is currently helping oversee and manage the deployment of projects in cities across the country that account for a total of more than 800 smart loading zones.

Relevant Projects and Experience

Automotus, 100 Smart Loading Zones, Omaha, NE

- Oversee development of all video analytics technology necessary for analyzing activity and automating transactions at the curb for commercial and passenger vehicles across the city.
- Collaborate with CTO, Head of Computer Vision, and Park Omaha to align technology with project goals and evolving project needs.

Automotus, 20 Smart Loading Zones to scale to 150, Pittsburgh, PA

- Oversee development of all video analytics technology necessary for analyzing activity and automating transactions at the curb for commercial and passenger vehicles across the city.
- Collaborate with CTO, Head of Computer Vision, Department of Mobility and Infrastructure (DOMI), and Pittsburgh Parking Authority (PPA) to align technology with project goals and evolving project needs.
- Collaborate with Department of Energy, Department of Mobility and Infrastructure (DOMI), and Pittsburgh Parking Authority (PPA) to scale to 150 zones in 2023.

Automotus, Two-Phase Smart Loading Zone Pilot to scale to 150, Los Angeles, CA

- Oversee development of all video analytics technology necessary for launch and ongoing operation of smart loading zones.
- Collaborate with CTO, Head of Computer Vision, Los Angeles Department of Transportation, and Urban Movement Labs to align technology with project goals and evolving project needs.
- Work with all project partners to develop and improve reporting systems to ensure technology is delivering the most relevant data and solutions.



Relevant Skills

- Automated curb management solutions
- Reservation workflows
- Mobile app design and development
- Dashboard design and development

Relevant Organizations

- Urban Freight Lab, University of Washington, Seattle, WA
- Curb Management Working Group, Open Mobility Foundation
- Urban Movement Labs, Los Angeles, CA

Education

- Master of Science, Computer Engineering, Santa Clara University
- Bachelor of Science, Computer Engineering, University of California, Irvine

ANIL MERCHANT, cont.

Technical Delivery & Approach

Head of Product, Automotus

Automotus, Zero Emissions Delivery Zone Pilot to scale to 100, Santa Monica, CA

- Oversee development of all video analytics technology necessary for launch and ongoing operation of the nation's first zero emissions delivery zone.
- Collaborate with CTO, Head of Computer Vision, City of Santa Monica, and LACI to align technology with project goals and evolving project needs.
- Work with all project partners to develop and improve reporting systems to ensure technology is delivering the most relevant data and solutions.
- Collaborate with Department of Energy, City of Santa Monica, and LACI to scale to 100 zones that will include fully automated invoicing and payment.

Lacuna Technologies, Curb Management R&D Pilot, Palo Alto, CA

- Managed and performed R&D pilot to demonstrate the viability of a scalable, open source curb management solution that offered automated enforcement of curb policy.
- Led internal team that prototyped a sensor, as well as backend APIs and services, and an MVP mobile application and dashboard.

LADOT, Code the Curb, Los Angeles, CA

- Helped oversee LADOT's Code the Curb project, which aimed to create a digital inventory of city assets that would allow for dynamic pricing, management, and regulations.
- Worked closely with LADOT to define and design workflows for curb reservation, leveraging the inventory of curb space that is currently being digitized.

Drive.ai, Autonomous Ridehailing Pilot Program, Frisco & Arlington, TX

- Oversaw all product development for a six-month self-driving ridehailing pilot program, including development of software verticals and hardware design.
- Defined the reservation system design, as well as all user flows for the associated mobile application, which allowed pilot users to book reservations and provide feedback on the service.

SocialDrv, Ridehailing Service, Various Airports, CA

- Founded ridehailing service that provided pre-scheduled rides to customers to and from airports in California.
- Developed the iOS and Android mobile applications for booking; a web-based dashboard for drivers to view their scheduled reservations; and the backend APIs and services needed to monitor activity of the service.

Tab 5 | Products and Services

Overview of Solutions

Full Suite of Turnkey Solutions

Automotus offers a full suite of automated curb management solutions that helps cities, airports, and fleets reduce congestion, emissions, and safety hazards from commercial vehicles. Our technology fully automates labor-intensive curb operations, including real time multimodal data collection and analysis; payment and invoicing for vehicle (un)loading and parking; enforcement of curb violations; and management of preferred loading zones and discounted rates for commercial EVs.

Our technology has helped our customers reduce congestion and emissions by up to 10%; reduce double-parking hazards by 64%; increase parking turnover by 26%; and increase parking revenue by >500%.

Full Automation

Full automation supported by computer vision is a defining feature of the Automotus product suite because smart loading zone pilot data historically points to full automation as a critical component of effective curb management and compliance. These pilots demonstrated that adoption rates for competitive parking payment solutions, such as mobile applications and meters, are lower than 9% among commercial drivers – and this does not account for all the commercial drivers from leading delivery operators like UPS and Amazon who are unable to download mobile apps. Additionally, binary occupancy sensor technology located directly on city streets has proven easy to tamper with and limited in its data collection capabilities.

- ✓ Full automation for labor-intensive curb operations
- ✓ Simple-to-install technology with dedicated customer support team
- ✓ Real-time multimodal data collection and curb analytics
- ✓ Fully automated payment with dynamic pricing functionality
- ✓ Fully automated curb enforcement for a variety of violations

Simple to Install Technology

Our curb management solutions run on cellular-enabled cameras equipped with first-of-its-kind computer vision technology. These cameras are easily mounted on existing infrastructure, such as streetlight poles, in strategically located areas typically referred to as Smart Loading Zones or Zero Emissions Delivery Zones. Each camera (one per zone, which can include up to four parking spaces) captures 30 frames per second to support automated vehicle detection and license plate reading (ALPR), allowing cities to collect real-time curb activity data, enforce violations, and invoice drivers and fleets for the exact amount of time they use the curb.

Our technology also allows cities to deploy dynamic rate structures and provide discounted rates for EVs to incentivize commercial EV adoption. Our solutions do not require mobile applications or meters, increasing compliance; minimizing distracted driving; decreasing safety hazards from double-parking; and reducing non tax deductible parking citations for fleet operators.

NCPA members will have access to a full suite of solutions

Multimodal Data Collection and Curb Analytics

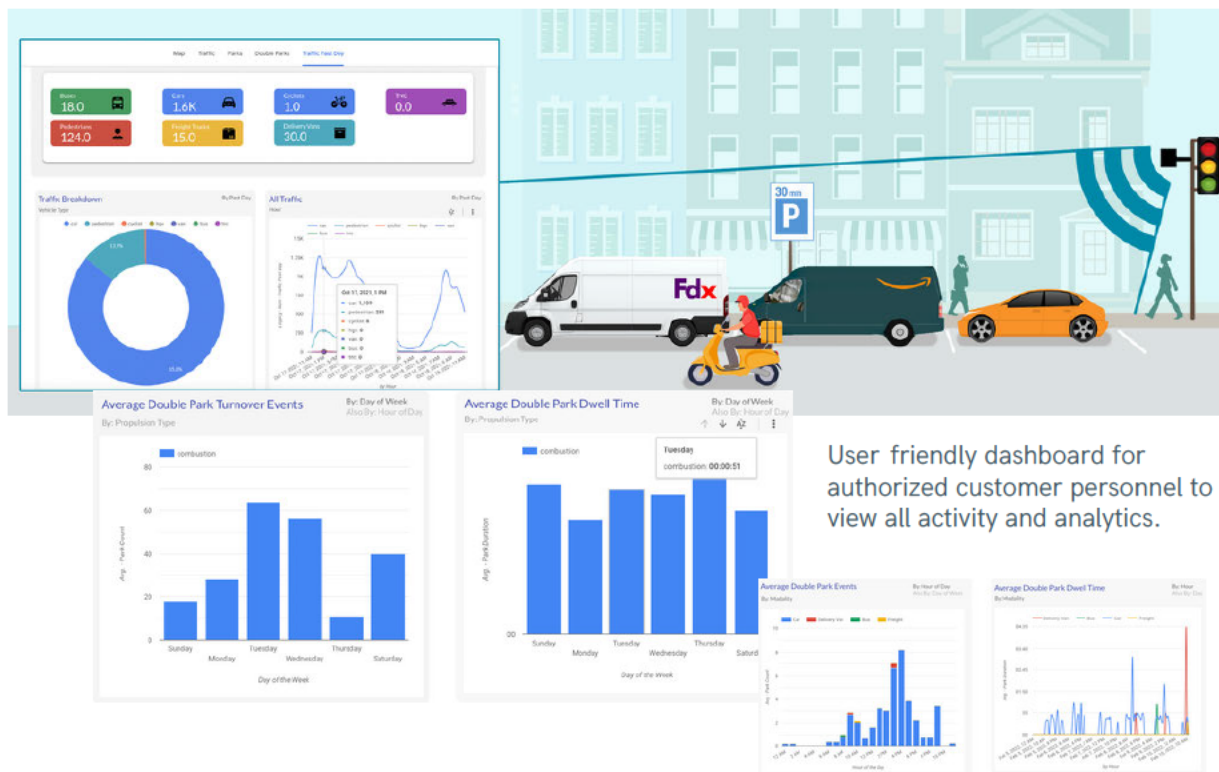
Automotus' computer vision technology and user-friendly dashboard give cities full visibility into what's happening at their curbs and allows cities to set dynamic, equitable policies that are reflective of real-time demand. Our technology provides easy access to comprehensive, historical and real-time data on all traffic and curb parking activity, including

- parking turnover
- average dwell times
- occupancy rates
- traffic detected
- all violations, including double-parked overtime + non-permitted

Each data point can then be broken down by vehicle type, including passenger, delivery, ride-hailing, bus, and bike, and distinguish between internal combustion engines and electric.

All data is also available via open APIs to be plugged into existing systems and platforms, and will remain compliant with the curb data specification (CDS) as it is developed through the Open Mobility Foundation.

- multimodal traffic + curb activity data by vehicle type (i.e. delivery, TNC, scooter, bus, passenger, electric, hybrid, etc.)
- access to the data you need to align your policies w/ demand
- user-friendly analytics dashboard customized to fit your needs
- all data available via open APIs and compliant with CDS



Fully Automated Payment w/ Dynamic Pricing Functionality

Automotus technology makes payment and invoicing seamless for both cities and drivers. Our technology automatically captures vehicle license plate information and invoices drivers, including individuals and companies, for the exact amount of time they use the curb. Through partnerships with delivery companies and leading parking payment providers, our solution ensures payment is frictionless for fleet operators and gig workers - no app or meter needed. Our solution also enables dynamic pricing or graduated pricing structures that can incentivize quick stops by charging more the longer someone stays.

We designed our technology with open APIs to easily integrate with back-end invoice processing partners, making adoption easy and seamless.

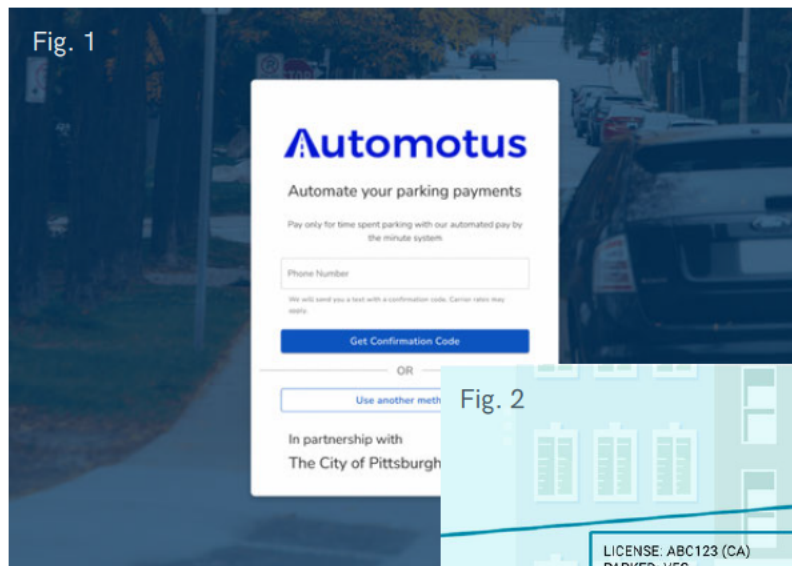
Automated Bill by Mail and Bill by Text In addition to automated billing and payment processing digitally, non-participating vehicles who access designated Smart Loading Zones/monitored zones can be billed by mail or text. This acts as an enforcement mechanism without

- automatically invoice for the exact amount of time drivers use the curb
- eliminate the need for meters and apps
- make it easier for commercial fleets to compliantly pay for parking
- open APIs for easy integrations with back-end invoicing partners
- option to bill by mail and bill by text

penalizing drivers for accessing the zones. On the contrary, these drivers would only have to pay for the time their vehicles spend at the curb.

Through easy integrations with existing back-end partners, DMV look-up would enable bill-by-mail and text for drivers who are not registered digitally. Our system is configurable and can be set up to where if a vehicle's bill surpasses a certain financial threshold set by the customer and Automotus (i.e. \$5.00) a bill will be mailed to the registered vehicle owner's address or SMS message to their cell phone.

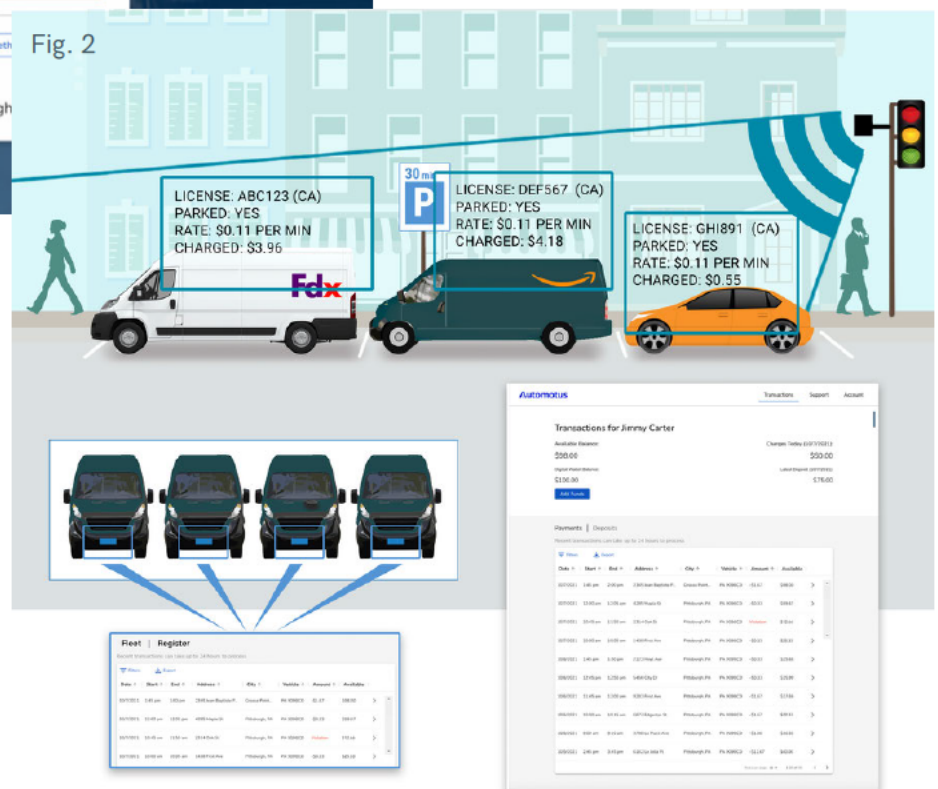
Fig. 1



Easy one time sign up for fully automated payment.

Fig. 2

Automatically capture license plate information for vehicles parked at the curb, cross register their information, and automatically invoice based on the exact amount of time they are parked. Users will have access to a user friendly payment dashboard to view all their transactions for each zone.



Fully Automated Curb Enforcement

We have created novel workflows to fully automate cities' labor-intensive enforcement processes. Our technology allows cities to automatically capture and send citations and/or notify parking enforcement officials in real-time when a violation occurs (Fig. 5), helping cities improve enforcement efficiency by up to 500% while also limiting interactions between the public and enforcement officials.

Automotus is able to automate enforcement of violations ranging from bike lane and double parking infractions to exceeded dwell times and payment/permit infractions linked to license plate numbers. Given the adaptability of our back-end system, we are able to automate notifications to parking enforcement officials via text message, 3rd-party integration, and/or native mobile app. Each violation notification will include all necessary information to issue a citation, including:

- location of the violation
- type of violation, including exceeded dwell time, not registered, double-park, blocking a bike lane
- photo evidence of the violation including an image of the license plate, an image of the park start event, an image of when the violation occurred
- vehicle information, including make, model, color, and license plate number

- automatically capture violations in real time and send citations or notify enforcement personnel
- automate enforcement for wide range of violations
- notify enforcement personnel in real time via text, 3rd party integration or native mobile app
- each violation notification includes all necessary information to issue citation



Warranty Applicable warranty and/or guarantees of equipment and installations including any conditions and response time for repair and/or replacement of any components during the warranty period; Availability of replacement parts; Life expectancy of equipment under normal use; Detailed information as to proposed return policy on all equipment

Automotus provides a five-year Advanced Replacement Warranty on all devices. The warranty will go into effect on the date our equipment is installed. Should any devices fail to work for any reason relating to hardware failure, tampering, vandalism, or damage, Automotus will ship a replacement device to the customer within two weeks and will ensure it is installed within one week of arrival barring any permitting requirements.

The life expectancy of Automotus equipment under normal use is 10 years.

Products Vendor shall provide equipment, materials and products that are new unless otherwise specified, of good quality and free of defects

Automotus provides all customers with new equipment, materials and products that are thoroughly inspected, tested, and free of defects.

Construction Vendor shall perform services in a good and workmanlike manner and in accordance with industry standards for the service provided.

Automotus performs all services in a good and workmanlike manner and in accordance with industry standards. Our company has developed a robust employee handbook that outlines these performance standards for our employees.

The following is a list of suggested (but not limited to) Curb Management Technology categories. List all categories along with manufacturer that you are responding with:

- Automated Multimodal Data Collection and Analytics
- Automated Payment and Invoicing
- Automated Enforcement

What problem are you addressing?

Our team is on a mission to help cities, airports, and fleets manage the rapid rise in commercial vehicle congestion, emissions, and safety hazards.

Pre-pandemic, the WEF estimated a 35% increase in commercial delivery vehicles on city streets by 2030, which would mean a 32% increase in emissions; 21% increase in congestion; and an additional 11 minutes of commute time per passenger per day. Since the pandemic, commercial vehicle use has only surged and existing technology has failed to address cities' biggest challenges around congestion and parking.

List all zone types compatible with your solution (loading, bike lane, bus lane, rideshare, etc.).

Our technology is compatible with any zone type adjacent to or in close proximity to curbs, including loading zones, long-term parking spots, bike lanes, bus lanes, rideshare pick up/drop off locations, and short-term parking spots. Generally our technology is able to assist in the data collection, analysis, monetization, and enforcement of vehicles using any piece of the public right of way.

What type of agency is your ideal client?

Our ideal client is a transportation agency, municipal government, or airport. This could include federal, state and/or local agencies.

Summarize your on street curb management

Automotus offers a full suite of automated curb management solutions that helps cities, airports, and fleets reduce congestion, emissions, and safety hazards from commercial vehicles. Our technology fully automates labor-intensive curb operations, including real time multimodal data collection and analysis; payment and invoicing for vehicle (un)loading and parking; enforcement of curb violations; and management of preferred loading zones and discounted rates for commercial EVs.

Our technology has helped our customers reduce congestion and emissions by up to 10%; reduce double-parking hazards by 64%; increase parking turnover by 26%; and increase parking revenue by >500%.

See the introduction to this section (pp.25-29) for more information on our solutions.

Do you provide software, hardware, or both?

We provide our customers with all hardware and software required to support our full suite of automated curb management solutions.

What hardware is used? (Camera's, sensors, GPS, signage, other?)

Our curb management solutions run on cellular-enabled and simple-to-install cameras equipped with first-of-its-kind computer vision technology. These cameras are easily mounted on existing infrastructure, such as streetlight poles, in strategically located areas. Each camera (one per zone, which can include up to four parking spaces) captures 30 frames per second to support automated vehicle detection and license plate reading (ALPR), allowing cities to collect real-time curb activity data, enforce violations, and invoice drivers and fleets for the exact amount of time they use the curb.

Each camera contains an embedded processing unit and a cellular data chip to protect privacy and keep infrastructure requirements minimal. The camera's only requirement is power — all video processing is done locally and all data is transmitted to the cloud via cellular connection.

Our technology is compatible with any zone type adjacent to or in close proximity to curbs, including loading zones, long-term parking spots, bike lanes, bus lanes, rideshare pick up/drop off locations, and short-term parking spots. Generally our technology is able to assist in the data collection, analysis, monetization, and enforcement of vehicles using any piece of the public right of way.

Distinguishing features of our hardware include:

- designed for easy installation + maintenance
- supports custom configurations
- adaptable to any location
- capable of operating immediately after installation
- supports changes in temperature and weather
- can capture data with limited lighting
- failsafe design that can operate up to 45 minutes without power and be restarted remotely

Physical specifications include:

- dimensions: 14x8x16 in
- weight: 19.3lbs
- average wattage: 75W
- operating temperature: -20C to 50C
- power source: street light pole with built-in power supply
- Input power: 110-240VAC

How is hardware powered?

Our hardware is powered through infrastructure with a power supply, typically street light poles or signal lights. We have units compatible with uninterrupted power supplies and those with power supplies that alternate being on and off daily (i.e. street lights that alternate between off and on based on a power supply).

What is the lifespan of your hardware?

The lifespan of our hardware is approximately 10 years.

Are you the manufacturer of all hardware? If not, who is?

We are the manufacturer of our proprietary hardware system composed of components provided by industry leading OEMs across the fields of embedded computing, telecom, and image sensors.

Is your system stand alone? If not, what other technologies or companies are required for a full curb management solution?

We are proud to provide our customers with a fully integrated turnkey curb management solution that does not require any additional technology to operate. We've designed our technology with open APIs for easy integration with existing parking solutions providers and

back-end invoice processing partners our customers work with, making adoption seamless. We also have partnerships in place with delivery companies and leading parking payment and enforcement providers to ensure our solutions are frictionless for our customers and fleet operators.

List any third party software, labor, data, other.

Our team partners with local small business enterprises to support installation of our hardware.

What fleet companies/TNC's do you have established relationships with?

We partner with leading delivery companies and TNCs, including Amazon, to fully automate payment at the curb, increasing compliance; minimizing distracted driving; decreasing safety hazards from double-parking; and reducing non tax deductible parking citations. We also work closely with delivery companies to help our customers identify the most effective policies and guide locations for monitored curb zones.

If applicable, what is your accuracy rate and are there any limitations on accuracy. Ex. Weather, weight, data coverage, or angle related limitations/considerations).

Our technology has greater than a 95% accuracy rate and does not have any notable limitations. Our technology is adaptable to any location; supports custom configurations; capable of operating immediately after installation; supports extreme changes in temperature ranging from -20C to 50C; capable of capturing data with very limited lighting; and has a failsafe design that can operate up to 45 minutes without power and can be restarted remotely.

Is your system stand alone? If not, what other technologies or companies are required for a full curb management solution?

We are proud to provide our customers with a fully integrated turnkey curb management solution that does not require any additional technology to operate.

How is enforcement handled? Is it automated?

Our suite of fully automated curb management solutions includes a fully automated enforcement solution. Our technology allows cities to automatically capture and send citations and/or notify parking enforcement officials in real-time when a violation occurs, helping cities improve enforcement efficiency by up to 500% while also limiting interactions between the public and enforcement officials.

Automotus is able to automate enforcement of violations ranging from bike lane and double parking infractions to exceeded dwell times and payment/permit infractions linked to license plate numbers. Given the adaptability of our back-end system, we are able to automate notifications to parking enforcement officials via text message, 3rd-party integration, and/or native mobile app.

Do you have a wallet feature? If so, please provide details. If not, please explain why it is not applicable for your solution

Our fully automated payment and invoicing solution includes a digital wallet feature that allows for full automation of the payment process. Rather than manually paying through an app or pulling their phone and/or credit card every time they park, drivers/fleet operators are automatically charged via their digital wallet every time our cameras detect their vehicle in a monitored zone. The digital wallet takes seconds to activate and is part of a one-time sign up for all drivers who want access to designated zones. Additionally, every driver's digital wallet automatically refills using the driver's/fleet operator's payment method on file when their balance reaches 25%. All digital wallet refills are automated for ease of use and to ensure sufficient balance and timely payment at all times.

Explain how you handle mapping/data collection prior to and after implementation.

Before any camera installation, we examine open data available for the city, citation data, and any other data that informs items such as high volumes of congestion and double parks. This data is used to guide locations of camera installation. After our cameras are installed, we begin collecting data for a period of time to set a baseline for current behaviors and metrics to measure against. This includes parking turnover, dwell times, occupancy, and double parking by modality. This data may then be used to inform specific policies (such as rate structure) prior to the launch of payments.

After the initial data analysis period, we continue to monitor the key metrics and evaluate any KPIs that were set on a rolling basis to 1) ensure success of the program and 2) be able to identify gaps and offer corrective actions as needed in order to reach success.

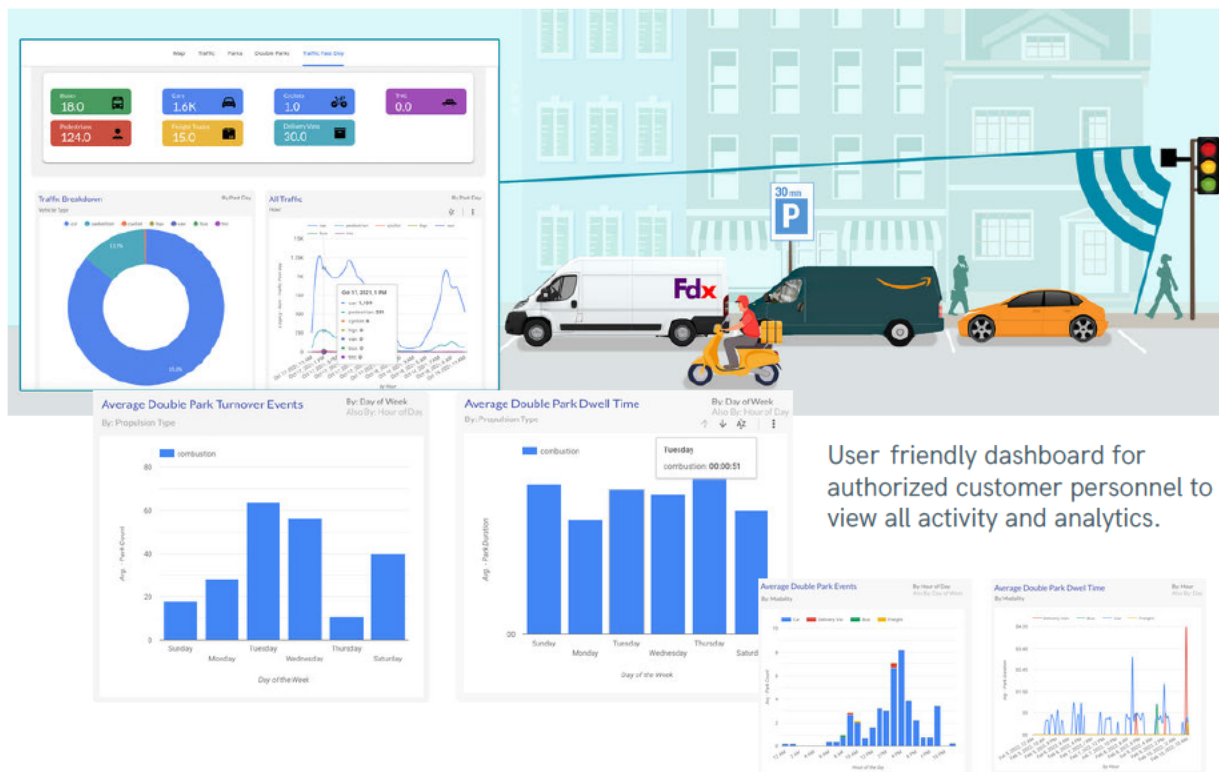
What does the dashboard look like? All images can be redacted upon request.

Automotus' computer vision technology and user-friendly dashboard give cities full visibility into what's happening at their curbs and allows cities to set dynamic, equitable policies that are reflective of real-time demand. Our technology provides easy access to comprehensive, historical and real-time data on all traffic and curb parking activity, including

- parking turnover
- average dwell times
- occupancy rates
- traffic detected
- all violations, including double-parked overtime + non-permitted

Each data point can then be broken down by vehicle type, including passenger, delivery, ride-hailing, bus, and bike, and distinguish between internal combustion engines and electric.

All data is also available via open APIs to be plugged into existing systems and platforms, and will remain compliant with the curb data specification (CDS) as it is developed through the Open Mobility Foundation.



What reporting is available?

Our reports are highly configurable and all report outputs can be configured to our customer's needs and preferences. Before deploying our technology, we align with our customers on the types of reports that best fit their needs, and are also able to adapt and reconfigure our reports while our technology is live. All data displayed in our reports may be exported as a .csv or .xls file directly from the report.

We typically provide our customers with view access to reports via Google Data Studio. Our reports could include, but are not limited to:

Curbside Analytics Reports displaying various curbside parking and traffic analytics to help guide current and future operations and policy optimizations.

Automated Billing and Payment Processing Reports displaying revenue generation per monitored zone based on use by different modes.

Violation and Enforcement Reports displaying case impacts on double-parking and other non-compliant behavior by different modes.

What is your uptime?

We have a 99.99% system uptime, excluding any planned outages.

If you provide display, describe them and provide an image.

n/a

Provide off street details if applicable

n/a

Summarize your data policy. Can the client or customer opt out?

Unlike a surveillance system or traditional camera recording system, Automotus cameras capture (1) de-identified sample image data to train the technology, (2) de-identified traffic and curb activity data to inform smarter policies, and (3) vehicle license plate information for the sole purpose of automatically processing parking payments and citations. All sample image data and activity data goes through a de-identification process to blur all faces and license plates beyond recognition.

License plate information is the only form of personally identifiable information (PII) we collect, and we never capture or share this information for any purpose other than to facilitate automated payment and automated enforcement of parking regulations. We only capture license plate images of vehicles that use monitored zones.

You can read more about our privacy policy at automotus.co/privacypolicy.

How long is implementation from PO signage to full completion?

Our typical implementation duration from contract signage to full completion is 60 to 90 days.

Summarize any US (federal, state, or local) legislation that we should be aware of that may limit offering your solution to certain agency types or locations.

Our solution is configurable to meet state and local government requirements, and we will work with each agency to establish the guidelines to ensure governing laws are being followed.

Explain any limitations to your software in its current version.

None

What differentiates your solution from the many other curb management companies?

No other player in the market has the technology to support full automation, which is a critical component for adoption. Our adoption rate is 96% compared to less than 9% for competitive parking payment solutions such as apps and meters.

Please briefly expand on anything you believe we have missed in this scope of work that would be crucial for us to know.

Privacy is a growing concern for all of us and we understand a big area of concern for our customers when it comes to evaluating and adopting any new technology.

Our team takes privacy extremely seriously. Our technology has been private-by-design from the start. Unlike a surveillance system or traditional camera recording system, our technology captures (1) de-identified sample image data to train our technology, (2) de-identified traffic and curb activity data to inform smarter policies, and (3) vehicle license plate information for the purpose of automatically processing parking payments and citations. License plate information is the only form of personally identifiable information (PII) we collect, and we never capture or share this information for any purpose other than to facilitate automated payment and automated enforcement of parking regulations.

By design, our technology can only be used as a tool for cities to reduce congestion, emissions, and safety hazards as a result of the unprecedented rise in commercial vehicle traffic. It cannot be used as a resource for public safety authorities or police departments for any reason outside enforcing parking regulations, and the data we capture will never be sold to any third party.

For more information on what our technology is (and is not), what information it collects, how we use (and do not use) it, and the steps we have taken both in the technology design and in our company practices to ensure we are protecting personal privacy in every possible way, you can review our complete privacy policy on our website.

<https://www.automotus.co/privacypolicy>

- SOC 2 certified
- Independently audited and validated
- Metadata for analytics never includes PII
- Raw video feeds are never stored or streamed
- Cannot be used as a resource for public safety authorities
- Data cannot be sold to any third party

Tab 6 | References

Provide at least five (5) customer references for products and/or services of similar scope dating within the past three (3) years. Please provide a range of references across all eligible government entity groups including K 12, higher education, city, county, or non profit entities.



Tab 7 | Pricing

We are pleased to provide NCPA with our complete pricing list. Our proposed pricing represents the best value to NCPA's members and consists of superior solutions and functionalities that support all on-street curb management needs.

Submitted electronically via Bonfire

Our proposal represents the best value to NCPA's members and consists of superior solutions, an experienced project team, and exceptional support

- ✓ Suite of fully automated solutions that supports all on-street curb management needs
- ✓ Record of success deploying automated curb management solutions across the country
- ✓ Experienced team with proven track record to ensure smooth delivery and ongoing support

Tab 8 | Value Added Products and Services

Include any additional products and/or services available that vendor currently performs in their normal course of business that is not included in the scope of the solicitation that you think will enhance and add value to this contract for Region 14 ESC and all NCPA participating entities.

Solutions for Airports

In recent years the rapid rise in TNCs at the nation's largest airports has resulted in a decrease in parking and rental car revenue, as well as unprecedented bottlenecks. As a leader in automated curb management, Automotus has developed first-of-its-kind computer vision technology that gives airports a new option for revenue generation by charging commercial vehicles their fair share for parking and/or (un)loading at airport curbs, as well as the solutions needed to align curbside pricing and policies with real-time demand and automate enforcement.

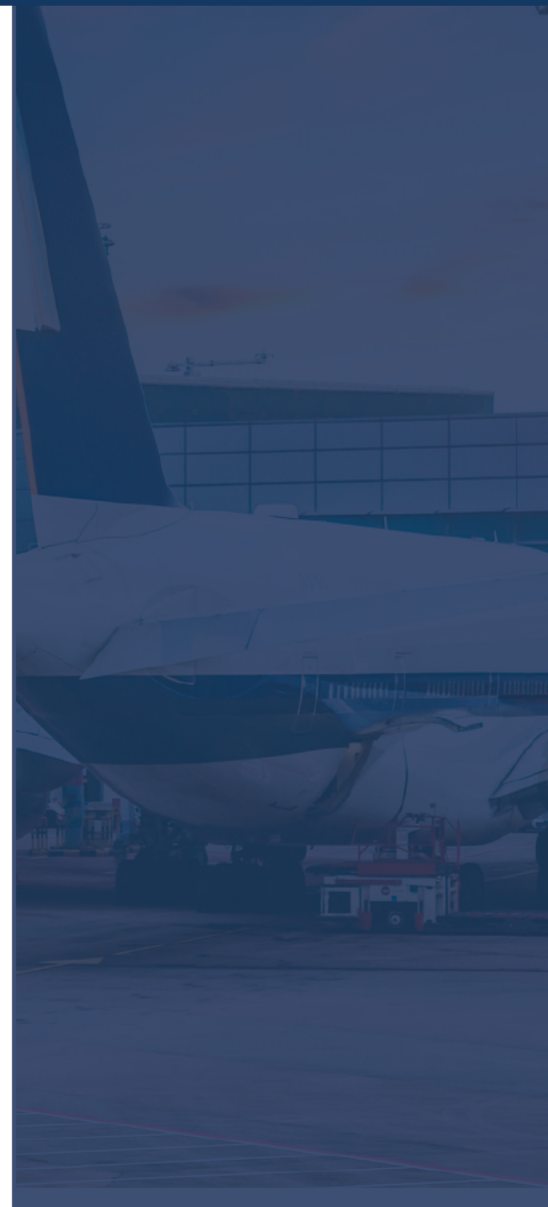
Automotus enables airport operators to generate revenue and address growing competition for the curb from TNCs by automating dynamic payment and enforcement in Pickup/Dropoff (PUDO) and other heavily utilized areas.

We've designed our technology with open APIs for easy integration with existing ground transportation solutions.

Optimized Reporting

Using our technology, airports are able to monitor all vehicle activity; create a ledger of every billable transaction across operators; and ensure you are capturing all commercial trip revenue.

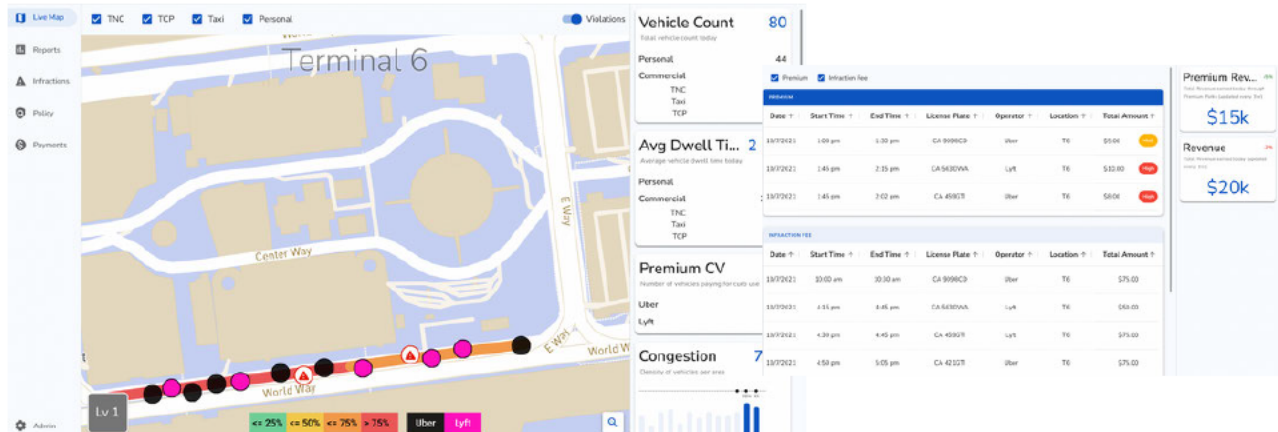
Our technology can also be used to improve staging lot management, including improving monitoring and analysis, and optimize lot usage and capture all infractions in realtime.



Premium Curb Access

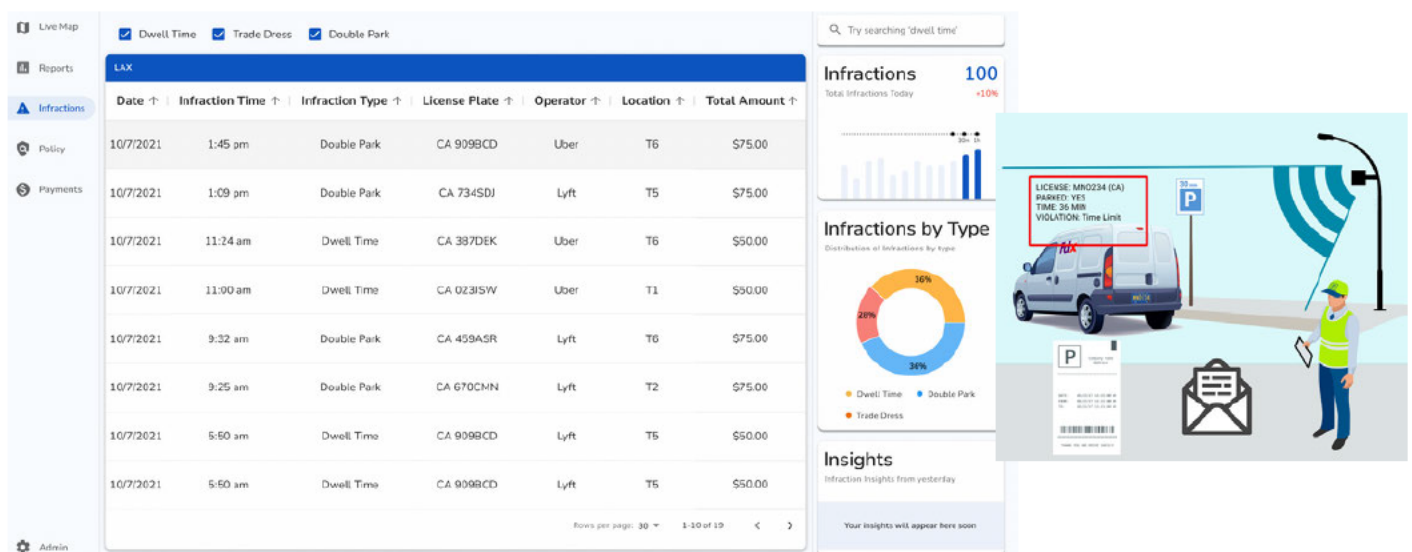
Using our technology, airports are able to fully automate payment and invoicing for access to premium zones to get TNCs back to terminals. Airport administrators also have full access to real-time transaction logs.

Additionally, airports are able to create and deploy dynamic pricing models to mitigate congestion based on historical, current + forecasted curb usage and behaviors.



Automated Enforcement

Using our technology, airports are able to automatically detect and record violations across a variety of behaviors, including dwell time, non-permitted, unattended and improper trade dress. Our technology can also automatically notify and optionally invoice for infractions, helping to optimize field operations and ensure accurate enforcement.



Comprehensive Analytics

Using our technology, airports are able to access curb and traffic activity analytics broken down by vehicle type and propulsion type (EVs + hybrids), helping airports create smarter policies that optimize operations and revenue. Automotus solutions also gives airports access to predictive modeling and machine learning technology to make smarter decisions on pricing, staffing, and other curb operations.



Tab 9 | Required Documents

- Federal Funds Certifications

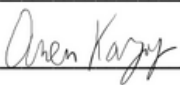
CERTIFICATION OF ACCESS TO RECORDS

Offeror agrees that the Inspector General of the Agency or any of their duly authorized representatives shall have access to any non-financial documents, papers, or other records of offeror that are pertinent to offeror's discharge of its obligations under the Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to offeror's personnel for the purpose of interview and discussion relating to such documents. This right of access will last only as long as the records are retained.

CERTIFICATION OF APPLICABILITY TO SUBCONTRACTORS

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Offeror certifies compliance with all provisions, laws, acts, regulations, etc. as specifically noted in the pages above. It is further acknowledged that offeror agrees to comply with all federal, state, and local laws, rules, regulations and ordinances as applicable.


Offeror:	Automotus, Inc.
Address:	612 S. Broadway Ave, STE 409
City, State, Zip:	Los Angeles, CA, 90014
Authorized Signature:	
Date:	July 21, 2022

- Clean Air and Water Act & Debarment Notice

Clean Air and Water Act & Debarment Notice

I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

I hereby further certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations

Potential Vendor	Automotus, Inc.
Print Name	Armen Kazaryan
Address	612 S. Broadway Ave, STE 409
City, State, Zip	Los Angeles, CA, 90014
Authorized signature	
Date	July 21, 2022

- Contractors Requirements

Contractor Requirements

Contractor Certification Contractor's Employment Eligibility

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statues of the states it is will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The offeror complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the NCPA Participating entities in which work is being performed

Fingerprint & Background Checks

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The offeror shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed

Business Operations in Sudan, Iran

In accordance with A.R.S. 35-391 and A.R.S. 35-393, the Contractor hereby certifies that the contractor does not have scrutinized business operations in Sudan and/or Iran.

Authorized signature



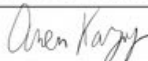
Date

July 21, 2022

Antitrust Certification Statements (Tex. Government Code § 2155.005)

I affirm under penalty of perjury of the laws of the State of Texas that:

- (1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;
- (2) In connection with this bid, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;
- (3) In connection with this bid, neither I nor any representative of the Company has violated any federal antitrust law; and
- (4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this bid to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

Company name	<u>Automotus, Inc.</u>
Address	<u>612 S. Broadway Ave, STE 409</u>
City/State/Zip	<u>Los Angeles, CA 90014</u>
Telephone No.	<u>559-213-0764</u>
Fax No.	<u></u>
Email address	<u>Armen@automotus.co</u>
Printed name	<u>Armen Kazaryan</u>
Position with company	<u>Vice President and General Manager</u>
Authorized signature	<u></u>

- Required Clauses for Federal Assistance by FTA

We will comply if contract is awarded.

- State Notice Addendum

We will comply if contract is awarded.

Automotus

Los Angeles, California www.automotus.co