



Request for Proposal #: ACCS-2019-01

*Alabama Community College System &
Alabama Higher Education Joint Purchasing*

Proposal

LETTER OF TRANSMITTAL

February 15, 2019

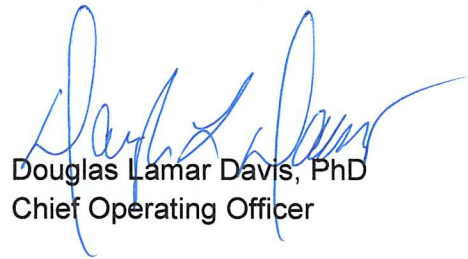
RE: Alabama Community College System & Alabama Higher Education Joint Purchasing Agreement Bid #: ACCS-2019-01

Alabama Community College System
Joint Purchase Agreement Initiative
135 South Union Street Suite #135
Montgomery, Alabama 36104

On behalf of nSide, Inc. and as requested in the Alabama Community College System & Alabama Higher Education Joint Purchasing Agreement Bid #: ACCS-2019-01, we are submitting the attached response entitled The Alabama Community College System & Alabama Higher Education Joint Purchasing Agreement. We explicitly indicate acceptance of the Conditions Governing the Procurement per the bid.

If you have any questions or need additional information, please contact me at 334-201-8510.

Sincerely yours,

A handwritten signature in blue ink, appearing to read 'Douglas Lamar Davis'.

Douglas Lamar Davis, PhD
Chief Operating Officer

nSide, Inc.
4031 Parkway Drive, Suite B
Florence Alabama 35630-7620
Tel: 334-201-8510
Email: lamar@nside.io

ORIGINAL

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4031 Parkway Drive, Suite B
Florence, AL 35630
800.604.1822 | 256.349.2034 fax
nside.io

Letter of Transmittal

February 15th, 2019

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Alabama Community College System
Joint Purchase Agreement Initiative
135 South Union Street Suite #135
Montgomery, Alabama 36104

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Douglas Lamar Davis, PhD
Chief Operating Officer

nSide, Inc.
4031 Parkway Dr Ste B
Florence AL 35630-7620
Tel: [334-201-8510](tel:334-201-8510)
Email: lamar@nside.io

Response to General Requirements and Specifications

I. Product and Services Delivery Overview

- A. *Vendors must describe their ability to provide professional services, technology equipment including related products and support services to the System and the various authorized entities.***

The Alabama Community College System (ACCS) and nSide, Inc. have cemented a relationship over the last decade in which we all have strived to recognize the ever-evolving needs of our users and the threats that they face. We continually engage and assess needs and what functionality we can provide to address those needs. This approach has provided Alabama with a continually evolving system for campus safety that is flexible for a diverse group of end users, while still providing consistency for campus-to-campus throughout the State.

nSide - The School Safety Platform contains Emergency Operations Plans (EOP) and detailed campus maps and building floor plans illustrating over one hundred different categories of map data overlaid on high-resolution aerial photography and street base maps for all public K-12 schools, thirteen (13) community colleges, and four (4) four year universities in the State of Alabama. In addition to Alabama, nSide has many other educational institution clients throughout the southeastern United States to include major Division 1 universities such as the University of Miami.

For the public K-12 schools in Alabama alone, that translates to 137 school districts and their associated Central Office EOPs, which contain 1,467 school campus sitemaps and their associated EOPs. That is 1,968 buildings with 4,086 floor plans representing 205,465,895 square feet of interior space that has been mapped and cataloged into 23,944 map layers composed of 5,758,661 points and polygons that include documentation of 25,841,729 pictures and documents, 7,247 360-degree dynamic interior/exterior photospheres, and thousands of live data feeds such as ambient environment sensors and surveillance cameras.

For the Alabama Community College System (ACCS), that translates to 13 colleges and their associated EOPs. That is 132 buildings with 203 floor plans representing 3,123,851 square feet of interior space that has been mapped and cataloged into 1,051 map layers composed of 20,357 points and polygons that

include documentation of 53,870 pictures and documents, 1,536 360-degree dynamic interior/exterior photospheres, and thousands of live data feeds such as ambient environment sensors and surveillance cameras.

This massive compilation of data represents thousands of hours during nearly a decade of the work of school faculty and nSide personnel.

nSide supports unlimited users with all modern authentication methods including Active Directory, SAML, ADFS, and Oauth.

The following lists our current clients from the Alabama Community College System (ACCS):

1. Calhoun Community College
2. Coastal Alabama Community College (Alabama Southern Campuses)
3. Coastal Alabama Community College (Faulkner State Campuses)
4. Coastal Alabama Community College (Jeff Davis Campuses)
5. Gadsden State Community College
6. Enterprise State Community College
7. Jefferson State Community College
8. Lawson State Community College
9. Lurleen B. Wallace Community College
10. Northwest-Shoals Community College
11. Shelton State Community College
12. Wallace Community College
13. Wallace State Community College Hanceville

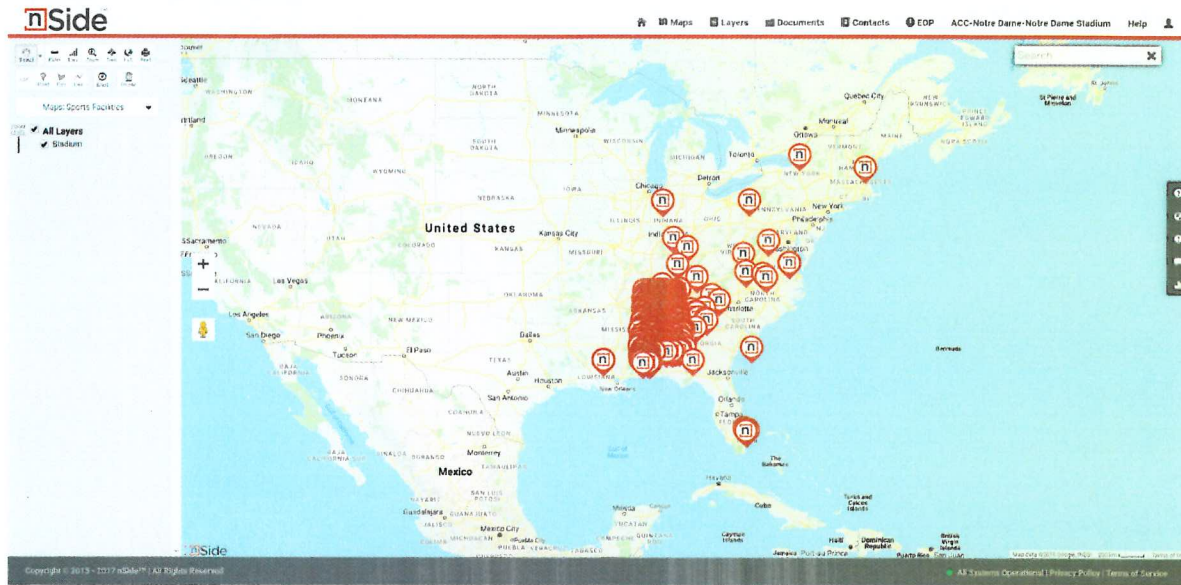
The Alabama Community College System (ACCS) recently completed a comprehensive review of safety and security plans at all Alabama community colleges that included visits to all colleges within the system. During this process, the ACCS reviewed and approved the safety and security Emergency Operation Plans (EOPs) for each college. Each college must conduct annual training and ongoing drills regarding the college's EOP to maintain plan approval by the ACCS. The ACCS makes training available to all college staff involved with school safety and security. The ACCS employs a Chief Safety and Security Officer, and each college maintains a primary safety officer. Any plan revisions must be submitted to the ACCS for approval.

As part of our existing contracts within the ACCS, we have mapped many buildings on most ACCS campuses. **This is especially relevant to this RFP because it will reduce cost due to existing annual subscriptions in the base platform.**

Intuitive graphical user interface

nSide provides an intuitive graphical user interface that is 508 compliant and uses the concept of “place first” with dynamic search ability to help users quickly navigate to items of interest that they can interact with, like cameras and 360 views.

Figure 1 - nSide Interface



Video over Ethernet cameras, video monitoring, capture and retrieval of footage

At nSide we have one purpose—to help keep our customers safe. As part of that purpose, we are always evaluating new technology and systems to determine who and what can help. After much research and review, we believe Verkada and their "all-in-one system" is that who and that what. We are proud to announce our first nSide Certified camera system.

Verkada offers simplicity and added protection to organizations looking to modernize their approach to physical security. The D-series camera—available in indoor (D30) and outdoor (D50) models—eliminates the need for local servers, firewall equipment, and network video recorders (NVRs), reducing complexity and lowering operating costs.

In place of the NVR, each Verkada camera stores video footage on industrial-grade, solid-state storage. This fully encrypted and distributed design offers a number of unique benefits. It improves security by doing away with single points of failure and unencrypted NVRs. It minimizes bandwidth consumption by avoiding continuous video upload. And it greatly reduces the cost and complexity of extending the system—simply install new cameras, with no additional

hardware equipment required.

Paired with nSide|Live's intuitive, web-based software, the D-series cameras come alive with powerful new capabilities. It's easy to grant, edit and revoke access permissions for any user—by camera, site or organization. Activity-based indexing and intelligent search features automatically identify incidents, reducing hassle and speeding response times. nSide even makes it possible to share real-time camera feeds via SMS. And because our cameras are web managed, software updates and upgrades occur automatically. Result: Our Verkada cameras are always up to date and always secure.

- b. ***Vendors must thoroughly describe their procedures for resolving customer problems and complaints including timelines and escalation measures.***

nSide prides ourselves on our support for our customers. Our live chat response times have averaged less than three minutes over thousands of users and thousands of engagements during the last year. (see "Customer Satisfaction" response section)

- c. ***Vendors must submit customer satisfaction statistics or survey results concerning the quality of the products and/or services offered.***

The following illustrates customer satisfaction statistics over the past year. At nSide, we refer to our "support tickets" as "conversations" because we want everyone involved to feel that they can talk to us and that we will listen and respond to their needs.

Over the last year, we have had 1,918 conversations with a median response time of fewer than 2 minutes. During that same period, 97% of our conversations have been rated at "good" or "great". (see Figure 4)

Figure 4 - Customer Support Ratings and Statistics



- d. ***Vendors must thoroughly describe their ability to provide value added technical services including installation, training or directly related optional services and the geographic area where the services may be provided.***

nSide provides all services (technical services including installation, training or directly related optional services) throughout Alabama and a large portion of the southeastern United States. (see Figure 3)

- e. ***Vendors must also provide appropriate and timely notification of product upgrades as it is made available.***

nSide is a Software as a Service (SaaS), cloud-based platform that offers a fully collaborative, 'building interior' and campus visualization solution. With nSide, all responsible parties throughout an organization can look 'inside' every building and actually see what exists 'inside'. Our simple methods of doing this and our ease of use is what makes nSide so innovative — and therefore so engaging. We have designed nSide specifically to help educators and other responsible personnel to engage with emergency management and facility management to be more efficient during ongoing operations and during planning, response and recovery of emergency situations helping effective decision making.

nSide is our flagship product and it is constructed using the Google Cloud Platform (GCP) and is therefore always up to date with the newest features and options.

- f. ***Vendors should provide a map with an indication of the locations where each type of value-added service may be provided.***

The following map (Figure 3) illustrates the location of each of our education customers where these services are provided.

Figure 3 - Geographic Distribution of Services



2. Reporting

Vendors must agree to provide quarterly utilization reports to the System based upon the schedule and minimum content as described in this request.

nSide agrees to provide quarterly utilization reports to ACCS. This will take the form of usage statistics of the nSide Platform, such as mapped features, EOP updates, user reports, etc, as well as monies spent on particular products per organization associated with ACCS..

3. Electronic Commerce

nSide maintains the ability make purchase orders accepted and process payment electronically.

4. References

Vendors must submit three (3) current (within two years) references of entities of like size and complexity, and/or entities that have or are currently receiving similar

products and services to those proposed by the vendor for this procurement. Each reference must include the name of the contact person, address, telephone number and description of products and services provided.

The following are our references. Please see letters of support in Appendix B.

Maury Mitchell
Strategic Advisor to the Secretary of Law Enforcement
Alabama Law Enforcement Agency
201 South Union Street, Suite 300
Montgomery, AL 36130
[334-517-2410](tel:334-517-2410) Office

Pamela Revels
Corporal
Training / SRO Division
President, TAASRO www.taasro.org
National Instructor, NASRO www.nasro.org
NASRO Region VI Director AL, LA, AR, MS, TN
Lee County Sheriff's Office
1900 Frederick Road
Opelika, AL 36801
[334-737-7205](tel:334-737-7205) Office

James W. Hanna, Ph. D.
Superintendent
Rossville Consolidated School District
1 Robert Egly Drive
Rossville, IN 46065
[765-379-2990](tel:765-379-2990) Office

Dr. Ed Richardson
Interim State Superintendent
Alabama State Department of Education
Gordon Persons Building
Montgomery, AL 36130
[334-242-9700](tel:334-242-9700) Office

5. Primary Account Representative

Vendors must identify by name and location both the proposed primary account representative and the marketing supervisor who will be responsible for the performance of the agreement. Any changes to this information must be immediately sent to the College.

Primary Account Representative:

Douglas Lamar Davis, PhD

Chief Operating Officer

tel: [800-604-1822](tel:800-604-1822)

cell: [334-201-8510](tel:334-201-8510)

email: lamar@nside.io

location: Montgomery, AL

Marketing Supervisor:

Steven B. McKinney, PhD

Chief Executive Officer

tel: [800-604-1822](tel:800-604-1822)

cell: [256-648-5111](tel:256-648-5111)

email: steve@nside.io

location: Florence, AL

6. Pricing Level and Guarantee and Equipment and Services Schedule

There is no additional cost of the base software if an ACCS college has an annual subscription. Identifying costs of each additional added item is difficult to determine due to no quantities of required cameras or descriptions of any existing items being provided in the RFP. Therefore the following items may or may not be necessary to build out the system, but this does provide a list of the items we can provide and their individual prices.

Equipment Category	Description	Price	Part Number
Software	nSide Base Platform (1 Year License Per Campus)	\$5,000.00	n-00001
Software	nSide Live (1 Year License Per Campus)	\$2,000.00	n-00002
Surveillance	Verkada Indoor Dome Camera, 30 days of storage	\$489.30	n-76307
Surveillance	Verkada Indoor Dome Camera, 60 days of storage	\$699.30	n-45349
Surveillance	Verkada Indoor Dome Camera, 90 days of storage	\$979.30	n-39178
Surveillance	Verkada Indoor Dome Camera, 120 days of storage	\$1,259.30	n-11424
Surveillance	Verkada Outdoor Dome Camera, 30 days of storage	\$629.30	n-34388
Surveillance	Verkada Outdoor Dome Camera, 60 days of storage	\$839.30	n-20296
Surveillance	Verkada Outdoor Dome Camera, 90 days of storage	\$1,119.30	n-95701
Surveillance	Verkada Outdoor Dome Camera, 120 days of storage	\$1,399.30	n-27790
Surveillance	Verkada 1 Year License	\$139.30	n-36660
Surveillance	Verkada 3 Year License	\$279.30	n-28995
Surveillance	Verkada 5 Year License	\$419.30	n-17944
Surveillance	Verkada 10 Year License	\$839.30	n-92125
Surveillance	Verkada PoE Plus (802.3at) Injector, GigE	\$90.30	n-14539
Surveillance	Verkada Pendant Cap Mount Kit	\$41.30	n-34166
Surveillance	Verkada Arm Mount Kit	\$62.30	n-82685
Surveillance	Verkada L-Bracket Mount Kit	\$90.30	n-99896

Appendix A

nSide, Inc

2018 Yearly Usage Report

This 2018 Yearly Usage Report for nSide, Inc., includes all safety contracts for colleges, universities and K-12 schools throughout Alabama. The categories include virtual campus mapping and locations of emergency response equipment, 360 degree walk through views of buildings, live video camera footage, video camera purchases and installation, and other school safety integration of access points and the training and sharing of data among many entities across Alabama and the southeastern United States.

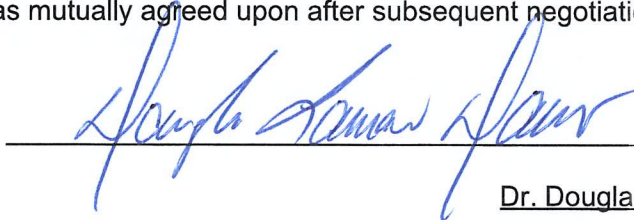
Client Name	Total Revenue
AIDB	\$5,125.00
Alabama Law Enforcement Agency (ALEA)	\$272,500.00
Alabama State Department of Education (ALSDE)	\$380,074.60
Alabaster City Schools	\$6,200.00
Andalusia City Schools	\$11,010.00
Autauga County Emergency Management Agency	\$11,400.00
Autauga County Schools	\$500.00
Coastal Alabama Community College	\$22,125.00
Coffee County Board of Education	\$2,125.00
Coffee County School System	\$9,450.00
Colbert County Schools	\$4,500.00
Dallas County School System	\$31,525.80
Decatur City Schools	\$13,800.00
Demopolis City Schools	\$1,000.00
Enterprise City Schools	\$1,750.00
Fayette County Schools	\$2,624.12
Franklin County Commission	\$7,452.38
Gadsden State Community College	\$4,990.00
Greene County Schools	\$5,375.00
Hackleburg High School	\$5,000.00
Huntsville City Schools	\$23,450.00
Jefferson State Community College	\$7,800.00
John Carroll Catholic High School	\$3,850.00
Lauderdale County Schools	\$12,875.00
Lawson State Community College	\$6,930.00
Lurleen B. Wallace Community College	\$6,250.00
Macon County Schools	\$49,031.00
Monroe County Schools	\$1,500.00
Morgan County Schools	\$525.00

Northwest Shoals Community College	\$4,995.00
Pickens County Career Center	\$2,800.00
Randolph County Schools	\$400.00
Shelton State Community College	\$5,000.00
Shoals Christian School	\$3,000.00
Tallapoosa County Schools	\$14,520.00
Tuscaloosa City Schools	\$11,274.95
Wallace Community College- Dothan	\$9,980.00
Wallace State Community College- Hanceville	\$4,990.00
Grand Total	\$967,697.85

Appendix B

Certification

I/we agree to furnish the services as set forth in this proposal and guarantee that the services to be provided will meet or exceed all specifications, terms, conditions, and requirements herein. The undersigned offers and agrees to comply with all terms, conditions, and certifications as stated in this RFP and furnish the services at the prices provided with this signed proposal, or as mutually agreed upon after subsequent negotiation.



Authorized Signature (ink)

Dr. Douglas Lamar Davis

Authorized Name (typed)

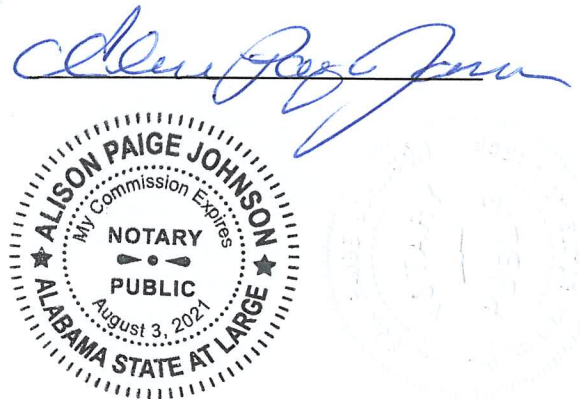
Chief Operating Officer

Title of Authorized Person

Sworn to and subscribed before me and given under my hand and official seal this the
15TH day of FEBRUARY 2019

NOTARY PUBLIC

My Commission Expires: 08-03-2021



FORM FOR SECTIONS 9 (a) and (b) BEASON-HAMMON ALABAMA TAXPAYER AND CITIZEN PROTECTION ACT; CODE OF ALABAMA, SECTIONS 31-13-9 (a) and (b)

AFFIDAVIT FOR BUSINESS ENTITY/EMPLOYER /CONTRACTOR

(To be completed as a condition for the award of any contract, grant, or incentive by the State of Alabama, any political subdivision thereof, or any state-funded entity to a business entity or employer that employs one or more employees)

State of Alabama

County of Montgomery

Before me, a notary public, personally appeared DOUGLAS LAMAR DAVIS (print name) who, being duly sworn, says as follows:

As a condition for the award of any contract, grant, or incentive by the State of Alabama, any political subdivision thereof, or any state-funded entity to a business entity or employer that employs one or more employees, I hereby attest that in my capacity as COO (state position) for ASide, Inc (state business entity/employer/contractor name) that said business entity/employer/contractor shall not knowingly employ, hire for employment, or continue to employ an unauthorized alien.

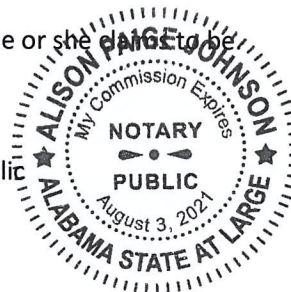
I further attest that said business entity/employer/contractor is enrolled in the E-Verify program. (ATTACH DOCUMENTATION ESTABLISHING THAT BUSINESS ENTITY/EMPLOYER/CONTRACTOR IS ENROLLED IN THE E-VERIFY PROGRAM)

[Signature] Signature of Affiant

Sworn to and subscribed before me this 15TH day of FEBRUARY, 2019.

I certify that the affiant is known (or made known) to me to be the identical party he or she came to be

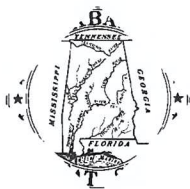
[Signature] Signature and Seal of Notary Public



Author: Jean Brown

Statutory Authority: Code of Alabama, sections 31-13-9 (a) and (b); Section 31-13-9 (h).

History: New Rule: Filed December 12, 2011; effective December 12, 2011



State of Alabama Disclosure Statement

(Required by Act 2001-955)

ENTITY COMPLETING FORM

nSide, Inc

ADDRESS

4031 Parkway Dr Ste B

CITY, STATE, ZIP

Florence, Alabama 35630

TELEPHONE NUMBER

(800) 604-1822

STATE AGENCY/DEPARTMENT THAT WILL RECEIVE GOODS, SERVICES, OR IS RESPONSIBLE FOR GRANT AWARD

ALABAMA COMMUNITY COLLEGE SYSTEM

ADDRESS

135 SOUTH UNION STREET

CITY, STATE, ZIP

MONTGOMERY, AL 36104

TELEPHONE NUMBER

(334) 293-4507

This form is provided with:

☐

Contract

☐

Proposal

☒

Request for Proposal

☐

Invitation to Bid

☐

Grant Proposal

Have you or any of your partners, divisions, or any related business units previously performed work or provided goods to any State Agency/Department in the current or last fiscal year?

☒

Yes

☐

No

If yes, identify below the State Agency/Department that received the goods or services, the type(s) of goods or services previously provided, and the amount received for the provision of such goods or services.

STATE AGENCY/DEPARTMENT	TYPE OF GOODS/SERVICES	AMOUNT RECEIVED
ALSDE	nSide SaaS Subscription for School Safety PI	\$176,000.00

Have you or any of your partners, divisions, or any related business units previously applied and received any grants from any State Agency/Department in the current or last fiscal year?

☐

Yes

☒

No

If yes, identify the State Agency/Department that awarded the grant, the date such grant was awarded, and the amount of the grant.

STATE AGENCY/DEPARTMENT	DATE GRANT AWARDED	AMOUNT OF GRANT
NOT APPLICABLE		NOT APPLICABLE

1. List below the name(s) and address(es) of all public officials/public employees with whom you, members of your immediate family, or any of your employees have a family relationship and who may directly personally benefit financially from the proposed transaction. Identify the State Department/Agency for which the public officials/public employees work. (Attach additional sheets if necessary.)

NAME OF PUBLIC OFFICIAL/EMPLOYEE	ADDRESS	STATE DEPARTMENT/AGENCY
NOT APPLICABLE	NOT APPLICABLE	NOT APPLICABLE

OVER

2. List below the name(s) and address(es) of all family members of public officials/public employees with whom you, members of your immediate family, or any of your employees have a family relationship and who may directly personally benefit financially from the proposed transaction. Identify the public officials/public employees and State Department/Agency for which the public officials/public employees work. (Attach additional sheets if necessary.)

NAME OF FAMILY MEMBER	ADDRESS	NAME OF PUBLIC OFFICIAL/ PUBLIC EMPLOYEE	STATE DEPARTMENT/ AGENCY WHERE EMPLOYED
NOT APPLICABLE	NOT APPLICABLE	NOT APPLICABLE	NOT APPLICABLE

If you identified individuals in items one and/or two above, describe in detail below the direct financial benefit to be gained by the public officials, public employees, and/or their family members as the result of the contract, proposal, request for proposal, invitation to bid, or grant proposal. (Attach additional sheets if necessary.)

NOT APPLICABLE

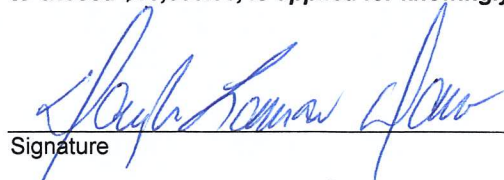
Describe in detail below any indirect financial benefits to be gained by any public official, public employee, and/or family members of the public official or public employee as the result of the contract, proposal, request for proposal, invitation to bid, or grant proposal. (Attach additional sheets if necessary.)

NOT APPLICABLE

List below the name(s) and address(es) of all paid consultants and/or lobbyists utilized to obtain the contract, proposal, request for proposal, invitation to bid, or grant proposal:

NAME OF PAID CONSULTANT/LOBBYIST	ADDRESS
NOT APPLICABLE	NOT APPLICABLE

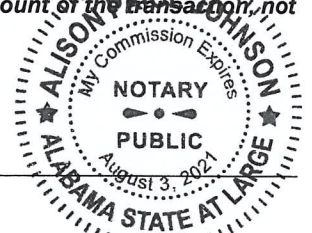
By signing below, I certify under oath and penalty of perjury that all statements on or attached to this form are true and correct to the best of my knowledge. I further understand that a civil penalty of ten percent (10%) of the amount of the transaction, not to exceed \$10,000.00, is applied for knowingly providing incorrect or misleading information.


Signature

2-15-2019
Date


Notary's Signature

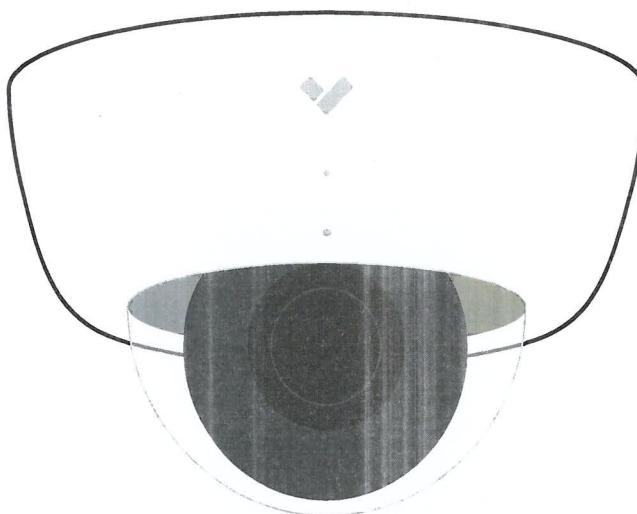
02-15-2019
Date



08-03-2021
Date Notary Expires

Act 2001-955 requires the disclosure statement to be completed and filed with all proposals, bids, contracts, or grant proposals to the State of Alabama in excess of \$5,000.

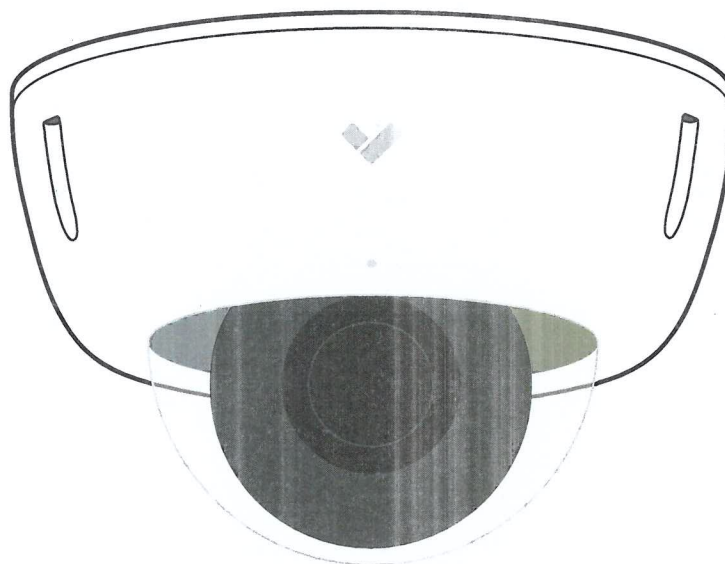
Appendix C



D30 Indoor Camera

1/2.8" Progressive CMOS Sensor • Built-in IR Illuminators • P-iris Lens

Image Sensor	1/2.8" Progressive CMOS	LED Indicator	System power and status indicator
Maximum Resolution	2048x1536 (3MP)	Connectors	RJ-45 cable connector for Network/PoE connection
Lens Type	Varifocal	Power Input	IEEE 802.3af PoE
Focus	Autofocus	Power Consumption	11 W
Focal Length	f = 3 ~ 9 mm	Dimensions	Ø 145mm x 106mm / 5.7 inches x 4.2 inches
Aperture	F1.2 ~ F2.3	Weight	503g / 22.2oz
Auto-iris	P-iris	Safety Certifications	IK08 vandal resistance FCC, ICES, IEC60950-1
Field of View	41° ~ 86° Horizontal 31° ~ 64° Vertical 51° ~ 113° Diagonal	Operating Temperature	-10°C ~ 50°C (14°F ~ 122°F)
Shutter Time	1/5 sec. to 1/16000 sec.	Humidity	90%
Day/Night	IR-cut filter for day & night function	Included Accessories	Setup guide, T10 security Torx screwdriver, screw pack, mounting template
IR Illuminators	30 meters in low light conditions		



D50 Outdoor Camera

1/2.8" Progressive CMOS Sensor • Built-in IR Illuminators • P-iris Lens

Image Sensor	1/2.8" Progressive CMOS	Connectors	RJ-45 cable connector for Network/PoE connection
Maximum Resolution	2048x1536 (3MP)	Power Input	IEEE 802.3af PoE IEEE 802.3at PoE - Extended temperature range
Lens Type	Varifocal	Power Consumption	12W 20W - Extended temperature range
Focus	Autofocus	Dimensions	Ø 155mm x 111mm / 6.1 in x 4.4 in with mount plate Ø 155mm x 105mm / 6.1 in x 4.1 in w/out mount plate
Focal Length	f = 3 ~ 9 mm	Weight	814g / 28.7oz - Camera 187g / 6.6oz - Mount plate
Aperture	F1.2 ~ F2.3	Safety Certifications	IP67, IK10 vandal resistance FCC, ICES, IEC60950-1
Auto-iris	P-iris	Operating Temperature	-20°C ~ 50°C (-4°F ~ 122°F), PoE 802.3af -40°C ~ 50°C (-40°F ~ 122°F), PoE 802.3at
Field of View	41° ~ 86° Horizontal 31° ~ 64° Vertical 51° ~ 113° Diagonal	Humidity	90%
Shutter Time	1/5 sec. to 1/16000 sec.	Included Accessories	Setup guide, T10 security Torx screwdriver, screw pack, mounting template, desiccant bag, water-proof connectors, pole mount straps, conduit adapter
Day/Night	IR-cut filter for day & night function		
IR Illuminators	30 meters in low light conditions		
LED Indicator	System power and status indicator		

Appendix D



KAY IVEY
GOVERNOR

ALABAMA LAW ENFORCEMENT AGENCY

201 SOUTH UNION STREET, SUITE 300 | P.O. BOX 304115 | MONTGOMERY, AL 36130-4115
334.517.2800 | WWW.ALEA.GOV



HAL TAYLOR
SECRETARY

October 2, 2017

To Whom It May Concern:

During my tenure as the Director of the Alabama Criminal Justice Information Center (ACJIC)¹, I worked closely with the Alabama Department of Homeland Security, the Alabama Attorney General's Office and the Alabama State Department of Education to create the **Virtual Alabama School Safety System**. This system allowed us to standardize, unify and automate the entire state's safe school plan. nSide, formerly known as SICS, was and remains the creative and technical power behind Virtual Alabama meeting all our safe school technology needs.

More than 1500 K-12 public schools, numerous private schools, most all 2-year colleges and a number of the state's universities participate in the Virtual Alabama School Safety System. This system allows each school to store, manage, visualize and share their own unique safety/emergency operations plans and critical infrastructure maps in a secure online environment. Each school is readily connected to law enforcement and local responders. Our comprehensive approach to keeping schools safe revolves around the technology that nSide has innovated.

I strongly recommend the team at nSide. They have an unparalleled expertise in visualization and automation for the planning and safety of the physical educational environment. If you have any specific questions about our program in Alabama or about the work of nSide, please do not hesitate to contact me at 334.517.2411 or maury.mitchell@alea.gov.

Sincerely,

Maury Mitchell
Strategic Advisor to the Secretary of Law Enforcement
State of Alabama

¹ ACJIC was merged into the Alabama Law Enforcement Agency in 2015. I was director of ACJIC for 11 years prior.



STATE OF ALABAMA
DEPARTMENT OF EDUCATION



Ed Richardson
Interim State Superintendent of Education

October 3, 2017

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of Education

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Ed Richardson
Interim Secretary and
Executive Officer

To Whom It May Concern:

The Virtual Alabama School Safety System (VAS3) has been instrumental in increasing the safety and security of schools in Alabama. The VAS3 allows Alabama K-12 public schools to store, visualize, and share their school safety/emergency operations plans and critical infrastructure maps in a secure online environment. The Alabama State Department of Education (ALSDE) requires all 1,500-plus K-12 public schools in Alabama to enter their school safety plan into VAS3. This process was codified through an act of the Alabama Legislature [*Code of Alabama* (1975) Title 16: Education—Section 16-1-44 School Safety Plans] and is now the primary school safety documentation and planning system for Alabama public schools.

We feel what has been more important is that the VAS3 has become the tool that fosters collaboration between educators and first responders. Each year, the ALSDE partners with nSide, Inc., the company managing the VAS3 system, to provide the Virtual Alabama School Safety Summit that brings over 500 members of these communities together to make Alabama schools safer. The dialogue between educators and first responders is the foremost success of VAS3.

VAS3 would not be as successful without the work of nSide, Inc. They have been working on VAS3 since its inception and has helped grow the program to where it is today. It is currently being used by all K-12 public schools in Alabama. If you need further information about VAS3, please do not hesitate to contact Dr. Marilyn Lewis at 334-242-8165 or mlewis@alsde.edu.

Sincerely,

Ed Richardson
Interim State Superintendent of Education

ER:ML:KM

To Whom It May Concern:

I have been a school resource officer (SRO) for thirteen years. As an SRO, my involvement in the emergency operation planning (EOP) has been a primary duty for my local school and district wide. The use of nSide has revolutionized the planning process. The text content of the EOP section in the system has enabled our district to develop, maintain, and update at a rapid pace. nSide's technology allows for our plan to be fluid, which reinforces the relevance of the entire planning process.

In addition, nSide's unique mapping system provides the user a visual approach to planning. The maps also aid in the response of first responders and others to a critical incident, which could mean the difference between life and death. I personally have made the system available to my communications/dispatch officers to help guide law enforcement with predetermined staging points, road perimeter locations, and wayfinding measures for those responding.

Furthermore, the ability to collaborate other agencies such as our local emergency management agency (EMA) has brought the term "information sharing" to new heights. I credit nSide for the level of preparedness my school district has accomplished. I recommend this program for any school or district looking to enhance the safety of their students through the EOP planning process.

Thank you,

A handwritten signature in black ink that reads "Pamela Revels". The signature is fluid and cursive, with the first name "Pamela" and last name "Revels" clearly distinguishable.

Pamela Revels, Corporal
School Resource Division
Lee County Sheriff's Office
Lee County, Alabama



ROSSVILLE CONSOLIDATED SCHOOL DISTRICT

James W. Hanna, Ph.D., *Superintendent*

One Robert Egly Drive • P.O. Box 11 • Rossville, Indiana 46065

Telephone: 765-379-2990 • Fax: 765-379-3014 • jhanna@rcsd.k12.in.us

September 22, 2017

Rockdale County Public School District
1062 North Street
Conyers, Georgia 30012-4480

To Whom It May Concern:

Intruders, natural disasters, man-made disasters, and a whole host of other incidents can cause panic and wreak havoc on a school and those we serve. Rossville Schools have taken extensive measures to train staff and students how to react to a variety of crisis situations. However, our school safety team felt that there was more that we could do to enhance our campus security. Fortunately, we came across the nSide web-based application.

This phenomenal web-based application allows the school facility to be layered to house all vital component information in one location. Our crisis plan includes floor plans, fire exits, AED locations and bleeding control station locations. However, these were paper copies that often times did not provide detailed information. The addition of nSide to our crisis portfolio not only provides this information but allows for a 360° view of large volume areas, direct access to cameras that correspond to the building layout, electrical panel information, and material data sheets which note hazardous materials in the facility. This information is all accessed by one click of the mouse.

The nSide system has a lot to offer. I believe one of the outstanding aspects of the system is having all information in one location. Rossville Schools serves 1000 students K-12 in one facility. The facility has over 150 cameras and it takes a great deal of time to try to search for a camera of an incident in one particular area when trouble arises. The nSide software allows for a rapid response because the system ties the camera to the building layout rather than searching all the cameras. Time is the value of nSide. When seconds count I am extremely pleased to have nSide operational.

At Rossville we want to do as much as possible to protect the students we serve and provide them with a safe learning environment. We felt that nSide was a must have to strengthen our response capabilities if something bad were to happen. The program is far reaching and I would be more than happy to discuss further if you desire. I can be reached at my direct line at 765-379-4490 or by email at jhanna@rcsd.k12.in.us.

Thank you for your commitment to ensuring your students are safe.

Sincerely,

James W. Hanna, Ph. D.

Appendix E

Appendix E - Evaluation Submission form

The purpose of this form is to provide a single summary document per submitting vendor that references required materials. This document is intended to assist the Evaluation Committee easily find specific items of information during the evaluation process and to assist participating agency personnel in locating specific vendor information after the award of the bid.

Vendor Contact Information

This will be published for participating agencies to streamline the vendor contact process. Vendors may not have all of these departments/positions/titles. Please complete this information as accurately as possible. If the information below changes, please send a revised version of this page to JPA-Notification@accs.edu.

Vendor Name: nSide, Inc Last Updated: 2/15/2019

JPA Website Address:

	Name(s)	Phone Number(s)	E-mail Address(s)
Primary Contract Executive(s)	Dr. Steven McKinney, PHD	256-648-5111	steven@nside.io
Sr. Account/Sales Manager(s) (by region if necessary)	Dr. Lamar Davis, PHD	334-201-8510	lamar@nside.io
Account/Sales Manager(s) (by region if necessary)	Robert Nall	256-648-5115	robert@nside.io
Technical Support	Alan Bentley	334-304-0832	alan@nside.io

BID INFORMATION INDEX

Please complete the following form to assist the Evaluation Committee in finding specific information as related to your bid response.

	Document Name	Page Number(s)
Product and Services Delivery Overview	All Sections are in Main Proposal	3
Geographic Coverage	All Sections are in Main Proposal	8
Availability of Technical Support	All Sections are in Main Proposal	6
Problem Resolution	All Sections are in Main Proposal	6
Customer Satisfaction	All Sections are in Main Proposal	7
Value Added Services	All Sections are in Main Proposal	7
Reporting	All Sections are in Main Proposal	9
Electronic Commerce	All Sections are in Main Proposal	9
Breadth of Offering	All Sections are in Main Proposal	4
Primary Account Representative	All Sections are in Main Proposal	10
References	All Sections are in Main Proposal	11
Pricing Level and Guarantee	All Sections are in Main Proposal	12