

SOLE SOURCE/SOLE BRAND JUSTIFICATION

OVERVIEW:

Contracts/Purchasing recognizes that departments often invest a great deal of time and effort in selecting a source or brand, prior to submitting a requisition to Purchasing. Even though the department's review process prior to the submittal of a requisition may be sound, departments may unknowingly discourage free and open competition by requesting a single vendor or product. Additionally, the County is bound by both federal and local laws as well as County Policies of which County Staff may be not be aware of. The lack of an effective means of communication between buyer and requesting departments can lead to both lost time in completing the requisition as well as possible adverse legal actions towards both the County and the requesting staff member. Purchasing can be an effective partner in a competitive review process given adequate time and involvement in your requirement definitions.

In an effort to expedite sole source/brand requisition requests through purchasing, we would encourage you to review the criteria for Sole Source/Brand form herein. If you feel your request meets such criteria, follow the instructions in filling out the form and attach it to your requisition. If sole source/brand justification is warranted and accepted by Purchasing, the requisition will be processed for the sole source/brand as requested.

This is an internal review process. Departments are requested to use discretion in their discussion with vendors so as not to compromise any competitive advantage the Buyer may utilize, regardless of the acceptance or rejection of the sole source/brand justification.

Rather than merely a shift of the review process and burden, this process acknowledges the significant effort a department may undertake when identifying a vendor or brand, and provides you with the method by which to make your requisitioning efforts more efficient under sole source/brand conditions.

Purchasing will advise you when a particular competitive review process may both serve the County better and/or be required by governing law.

In order for us to accept a request for sole source/brand the certification, the form referenced herein should be made a part of your justification and be signed by an authorized department representative. This certification will remain on file as part of your requisition package for audit purposes.

SOLE SOURCE PURCHASING:

On rare occasions there may be a need to purchase goods or services from one vendor/contractor without going to formal bid or requesting competitive quotations. This is known as "Sole Source" purchasing.

“Sole Source” purchasing is authorized by Monterey County Code 2.32.040, Emergency Purchases, and by Monterey County Code 2.32.070, Competitive Bidding Not Required.

A sole source may be designated when it is apparent that a needed product or service is uniquely available from the source, or for all practical purposes, it is justifiably in the best interest of the County.

“Sole Source” purchasing may be necessary under certain circumstances such as an emergency wherein the department head or other County Official who is authorized to sign requisitions may purchase items for the continuance of the department function, or that items purchased are necessary for the preservation of life or property, and that no authorized purchasing department personnel are immediately available to make the purchase.

The designation of a “Sole Source” supplier must be authorized by the County Purchasing Agent or Deputy-Purchasing Agent before the requirement for competitive quotations is waived.

PROCEDURE:

Sole source/brand purchasing is an exception to the normal procurement function and requires a detailed justification. In processing sole source/brand requests for supplies, services and/or equipment, Purchasing adheres to and is governed by the principles set forth in both the Federal and State Laws governing public purchasing and the Public Contract Code, and by the adopted and approved County of Monterey Policies and Procedures. As such, our decision is final.

If you are requesting a particular vendor, brand or product, you must make this fact clear on your requisition. Such a request should not be made unless the request is reasonable and appropriately justified to meet legal requirements and can withstand a possible audit. The County requirements and the format for submitting such requests are contained herein. Please make copies of the Criteria for Sole Source/Brand form for your future use.

The following factors **DO NOT** apply to sole source/brand requests and should not be included in your sole source/brand justification. They will not be considered and only tend to confuse the evaluation process.

1. Personal preference for product or vendor
2. Cost, vendor performance, and local service (this may be considered an award factor in competitive bidding)
3. Features which exceed the minimum department requirements
4. Explanation for the actual need and basic use for the equipment, unless the information relates to a request for unique factors
5. A request for no substitution submitted without justification. This is a sole source/brand request requiring detailed justification including established sole source/brand criteria

County of Monterey
Contracts/Purchasing Department
JUSTIFICATION OF SOLE SOURCE/SOLE BRAND REQUEST

Purchase Requisition Number NA _____ Date NA _____

Description of Item: Alert and Warning System (AWS) Alert Origination Software and Evacuation Module.

1. Please indicate the following:

Procurement: Goods
 Services

(Check One)

- Sole Source: Item is available from one source only. Item is a one-of-a kind and is not sold through distributors. Manufacturer is exclusive distributor.
- Sole Brand: Various sources can supply the specified model and brand and competitive bids will be solicited for the requested brand only. Meets form, fit and function- nothing else will do.

Note: Sole Source/Sole Brand Requests are not maintained as a standing request. Each request is for a single one-time purchase only.

2. Vendor Selection:

Preferred Vendor
 Sole Source

Vendor Name: Genasys Inc.
Address: 16262 W Bernardo Dr. City: San Diego State: 92127
Phone Number: 858-626-1112 Fax: 858-626-1120
Contact Person: Kyle Burkle Title: Sales Operations Specialist
Federal Employer #: 87-0361799

3. Provide a brief description of the goods/services to be purchased and why this purchase is being proposed under a sole source acquisition.

Goods/services include:

- Genasys, Zonehaven/GEM Evacuation Management Platform (Zonehaven) is a Software as a Service (SaaS) platform that provides comprehensive evacuation management tools for first response, alerting, and planning agencies. Services include a “smart evacuation zone” interface for disseminating evacuation related alert and warnings, first response map books, evacuation planning tools, multi-jurisdictional integration for regional planning and execution, and evacuation

zone information management/pre-plans. In addition, the platform provides a comprehensive Community Evacuation Interface (CEI) with public facing evacuation zone display capability and evacuation status displays.

- Genasys GEMS, Alert (and warning) Origination Software (AOS) is a Software as a Service (SaaS) platform that provides Organizational/Public Communication alert and warning tools with advanced mapping layer capabilities.

This purchase of Zonehaven and GEMS is being proposed under a sole source acquisition due to:

1. The lack of Zonehaven alternatives/competitors for comprehensive and “off-the-shelf” evacuation mapping software.
2. The ability of GEMS to provide both layered mapping features and comparable FEMA identified Alert Origination Software features.
3. The cost savings from discounts provided when purchasing Zonehaven and GEMS under a single agreement.
4. Sole Source approvals for Genasys, Zonehaven/GEM Evacuation Management Platform was utilized by Alameda County on 04/01/2020 (attachment 1) and Cal OES on 05/21/2020 (attachment 2).

a) Why were product and/or vendor chosen?

The Monterey County Operational Area (MCOA) regularly faces incidents that require evacuation and evacuation related planning, alerting, and operations. The Zonehaven product was chosen because it is a uniquely comprehensive and “off-the-shelf” Evacuation Management Software that will increase the Monterey County Operational Area’s capacity to support evacuation related core capabilities including: planning, public information and warning, operational coordination, operational communication, and critical transportation (including Evacuation). There are no comparable products available on the market.

GEMS was chosen because it offers comparable Alert Origination Software (AOS) capabilities, has integrated mapping layers, is a FEMA Integrated Public Alert and Warning System (IPAWS) capable product, and is offered at discount with the Zonehaven platform.

b) What are the unique performance features of the product/brand requested that are not available in any other product/brand? For Services: what unique qualifications, rights, and licenses does the vendor possess to qualify as a sole source/brand request?

- a. Zonehaven has Smart Evacuation Zones for zone-based evacuations that allow you to prioritize the most vulnerable areas while allowing you to understand other dependence and act accordingly. The Smart Evacuation Zones

- b. Zonehaven Provides an integrated community-facing website with real-time access to evacuation status, suggested evacuation routes, and shelters.
- c. Zonehaven includes real-time integrations with important technology partners such as Waze, Intterra, ESRI, Tablet Command etc.
- d. Zonehaven can generate response agency tools including map books that can be accessibly online, distributed digitally, and printed.

**Please note, some products do offer comparable features and capability, however Zonehaven offers these as a single Comprehensive Management Platform.*

- c) Why are these specific features/qualifications required?
 - a. The Monterey County Operational Area (MCOA) faces a range of hazards that require evacuation response operations. These Zonehaven features support public safety by supporting the MCOA's core capabilities of planning, public information and warning, operational coordination, and critical transportation (including Evacuation).
- d) What other products/services have been examined and/or rejected?
 - a. There currently no comparable products for Zonehaven. Products such as ArcGIS that provides geographic imaging software does not provide "off-the-shelf" or comprehensive management software for evacuations.
- e) Why are other sources providing like goods or services unacceptable (please give a full meaningful explanation)?
 - a. Zonehaven does not currently have competitors that offer a comprehensive management platform for evacuations that can be deployed "off-the-shelf". Geographic Imaging Systems like ArcGIS that offer some relevant features require development prior to usage and is not intended as an evacuation focused platform.

For example, the "smart evacuation zone" feature integrates real-time integrations with important technology partners such as Waze, Intterra, ESRI, Tablet Command etc. Monterey County would potentially need to sign agreements with individual companies to access the data and then develop APIs if relevant data integration could not be directly imported into ArcGIS software.
- f) What are the unique performance features REQUIRED (not merely preferred), and how would your requirement be inhibited without this particular item or service?

- a. Zonehaven’s key unique performance feature include providing an “off-the-shelf” comprehensive management platform for evacuations. Being “off-the-shelf” would allow a quicker adoption of the software and utilization for evacuation planning and operations. The comprehensive management format centralizes our evacuation related core capabilities including: planning, public information and warning, operational coordination, and critical transportation (including Evacuation).

g) Estimated Costs:

Genasys quotes for Zonehaven and GEMS platforms total \$270,000 for 3 years (\$90,000/year), with 5 option years also set at \$90,000/year.

4. Is there an unusual or compelling urgency associated with this project?

- No
- Yes


Zonehaven and GEMS are platforms that would be used to support public safety within the Monterey County Operational Area and would support the County’s evacuation related core capabilities making the project a higher priority and urgency level for adoption.

THE FOLLOWING TO BE COMPLETED BY THE REQUESTOR


I hereby certify that:

1. I am an approved department representative, and am aware of the County’s requirements for competitive bidding, as well as the criteria for justification for sole source/brand purchasing.
2. I have gathered the required technical information and have made a concentrated effort to review comparable and/or equal equipment.

3. The information contained herein is complete and accurate.
4. There is justification for sole source/brand purchasing noted above as it meets the County's criteria.
5. A sole source/brand purchase in this case would withstand a possible audit or a vendor's protest.

DocuSigned by:

4C9C144A219944A...
Requestors Signature

10/28/2022 | 2:56 PM PDT
Date

DocuSigned by:

910D1286CA694A8...
Authorized Signature by Department Head

10/28/2022 | 2:50 PM PDT
Date

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Contracts/Purchasing Officer

10/28/2022 | 2:58 PM PDT
Date



March 3, 2020

TO: Detra Dillon, Procurement Administrator, General Services Agency

FROM: *Kevin Esguerra*, Procurement & Contracts Specialist

SUBJECT: FINDING OF NON-COMPETITION – SOLE SOURCE # **6451**
PURCHASE FROM **ZONEHAVEN** LOCATED IN **SAN FRANCISCO, CA**

This is to document my finding that competitive bidding is not possible for the purchase of *Evacuation Management Platform* in the amount of **\$734,000.00** for the approximate term from **04/01/2020** to **03/30/2024** for *Sheriff's Office* .

The County Administrative Code Section 4.12.010 promotes competition for the purchase of goods and services. There may be instances which require exceptions as noted in the County of Alameda Sole Source Policy: **Section VI. Non-Competitive Procurements - Item C. Absolute Compatibility.**


Per the Departmental Justification to Request a Waiver of County Competitive Bidding Requirement the requested *Goods* and supplier cannot be substituted. *Alameda County Office of Emergency Services (OES), with County Fire Departments and Police Departments, is seeking to create a community evacuation plan using an evacuation management platform technology. Only ZONEHAVEN can deliver the development, implementation and field use for a countywide plan. Zonehaven will provide a comprehensive Evacuation Management Platform that will serve Alameda County and will also allow for integration with surrounding counties and jurisdictions for regional planning and execution as required. The absolute compatibility is of utmost importance since this is a matter of public safety. The department's Independent Cost Estimate is at \$922,000 based on spending on platforms for different services. This purchase is fair and reasonable to the County.* This procurement is deemed to be fair and reasonable and is recommended for your approval.

Sheriff's Office is to obtain Board approval for services that exceed \$25,000 requesting authorization from the President of the Board to sign the contract or approve the purchase. The Auditor-Controller issues Board signed contracts, Board approved purchase orders and purchase order changes with/without signed contracts.

GSA Procurement:

Approved: 
Detra Dillon, Procurement Administrator

3/4/2020

For supporting documentation see salesforce bid waiver record # **6451** 



**Alameda County Departmental Justification to Request Waiver
of the County Competitive Bidding Requirement
Administrative Code Section 4.12.010
Sole Source/Piggyback Questionnaire**

Sole Source/Piggyback Ref. No #

(For GSA purchasing only)

Enter required information in the highlighted fields.

Question # 1-7 are required for both "Sole Source" and "Piggyback" Process Types.

Question # 8-11 gets highlighted for the "Sole Source" Process Type.

Question # 12-15 gets highlighted for the "Piggyback" Process Type.

Question # 16 is optional for uploading attachments. It can also be used to upload any detailed justifications.

1. **Process Type:** Sole Source
2. **Business Unit (Per ALCOLINK):** SHERF
3. **Vendor Name:** ZONEHAVEN

Vendor City: San Francisco

Vendor State: CA

Vendor Country: USA

4. **Product Type:** Goods **Category:** Professional, Goods and/or Services
5. **Amount:** \$ 734,000

Cost Break Down (if applicable): \$334,000 start; \$100,000/ yr next 4 yrs

6. **One-Time Purchase?** Yes No **Begin Term:** 04/01/2020 **End Term:** 04/30/2024

7. **Description - What specific good or service is being requested?**

Alameda County OES, with county fire departments and police departments, is seeking to create a community evacuation plan using technology. Only ZONEHAVEN can deliver the development, implementation and field use for a countywide plan. See Attachment

8. **Department's Independent Cost Estimate (ICE):** \$ 734,000

For more information on Independent Cost Estimate refer to this link: <http://alcoweb.acgov.org/esign/gsa/ice.htm>

This amount should reflect the Department's value of the good or service prior to obtaining quotations.

If the quote came back higher than the ICE provide a brief explanation as to why.

9. **What are the specific functions/performance factors or conditions that can only be addressed by the requested good or service that makes it a sole source?**

Integration with WAZE to reroute traffic; Utilization of the WIFIRE super computer(UCSD) for creation of real-time wildland fire modeling to identify evacuation zones; Data driven Smart Evacuation Zones designed with a consistent and repeatable process using automated and manual methods for fire, traffic and threat modeling; Allows for unlimited approved users for the public safety application; ZONEHAVEN is currently deployed in San Mateo County and parts of Contra Costa County. See Attachment

10. **Are there any other goods or services that offer the same performance factors identified above? No**
If yes, provide a brief explanation as to why the goods or services are not acceptable.

11. The procurement falls under the following section of the Sole Source Policy:

Section V (Approved Exemptions)

Section VI (Non-Competitive) X

A) Single Source of Supply

12. Provide a detailed explanation as to why this product or service is being requested.

13. Contracting Entity:

14. Contracting Entity's Contract Number:

15. Contracting Entity's Contract Start Date:

End Date:

16. Upload attachments, i.e., vendor's quote, copy of the contract, etc

The following items may be required for creating a Requisition when Sole Source/Piggyback is approved:

- Approved Finding Memo
- SLEB Waiver (if applicable) - http://alcoweb.acgov.org/slebwaiverrequest_app/menu.do
- Certificate of Insurance or Insurance Waiver (for service)
- Board Approval (for service over \$25,000)
- Debarment and Suspension (for over \$25,000) - <http://alcoweb.acgov.org/esign/gsa/ds.htm>
- Procurement Contract (for over \$25,000)
- First Source (for over \$100,000)

The SLEB /First Source County provisions can be reviewed at <http://www.acgov.org/auditor/sleb/overview.htm> and <http://www.acgov.org/auditor/sleb/sourceprogram.htm>

If additional information is needed regarding the SLEB requirement, please contact Alameda County Auditor Controller Agency, SLEB Certification Unit, at (510) 891-5500 or via e-mail at ACSLEBcertification@acgov.org.

For information on the Sole Source Policy refer to this link: <http://alcoweb.acgov.org/esign/gsa/spp.htm>

For information on the Piggyback Policy refer to this link: <http://alcoweb.acgov.org/esign/gsa/pbp.htm>

Prepared By Rudean Johnson **Email Address** rcjohnson@acgov.org

Phone Number 925-803-7806

Reviewed By (Optional) Kathy Martins **Email Address** KEMartins@acgov.org

Authorized By Kathy Martins **Email Address** KEMartins@acgov.org
(Agency/Dept. Head or Designee)

Phone Number _____

Authorized Signature _____ **Signed On** _____

ZONEHAVEN JUSTIFICATION

Question 7:

What specific good or service is being requested:

Alameda County Office of Emergency Services, in conjunction with all Alameda County Fire Departments and Police Departments, is seeking to create a dynamic community evacuation plan with the utilization of technology. Only one vendor exists that can deliver all of the required development, implementation, and field use requirements for a comprehensive countywide plan that meets our needs; this vendor is ZONEHAVEN. ZONE HAVEN will provide a comprehensive Evacuation Management Platform that will serve Alameda County and will also allow for our integration with surrounding counties/jurisdictions for regional planning and execution, as required. ZONEHAVEN will:

1. Design data-driven Smart Evacuation Zones for all communities within Alameda County.
2. Integrate these zones into a public safety application that will establish a common operating platform that will be shared with all public safety agencies in the County (along with neighboring counties)
3. Utilize real-time traffic data to assist with the evacuation process
4. Allow for real-time fire modeling for a wildfire incident that allows for the rapid establishment of evacuation requirements and/or notification of potential evacuation areas
5. Allow for multi-nodal notifications with an anticipated interface into existing Alameda County software systems.
6. Establish a community forward-facing interface that will allow for seamless evacuation information for the affected areas.

Question 9:

What are the specific functions /performance factors or conditions that can only be addressed by the requested good or service that makes is a sole source:

The following capabilities/functions are unique to ZONEHAVEN:

1. Integration with WAZE to reroute traffic away from an impacted zone (area) to expedite the evacuation process for those affected and also send out information that an evacuation is in process if you are in the evacuation zone.
2. Utilization of the WIFIRE super computer (UCSD) for creation of real-time wildland fire modeling to identify evacuation zones. The WIFIRE Lab has developed integrated systems for natural hazards monitoring, simulation, and response. WIFIRE allows for first responders to pull in live incident weather data and infuse that data with established modeling protocols. This allows decision makers to project hazard growth to assist with the evacuation planning process.
3. Data-driven Smart Evacuation Zones designed with a consistent and repeatable process using both automation and manual methods and including fire, traffic, and threat modeling.
4. ZONE HAVEN is currently deployed in San Mateo County and part of Contra Costa County. The remainder of Contra Costa County, Santa Clara County, and Santa Cruz County are in the process of either implementation or procurement of this technology. It is essential for mutual aid partners to utilize common software, nomenclature, and processes to ensure the safety of the public and efficient response and decision making. Alameda County must obtain the same evacuation software as the other counties in order to accomplish this need.
5. Allows for unlimited approved users for the public safety application and does not require individual licensing for each subscriber unit.

6. Printable/shareable PDF evacuation plans for each Smart Zone that are always up-to-date with the latest information.
7. With the utilization of current traffic data and emergency traffic flow modeling, population targets dependent on time of day and day of the week, and with the utilization of threat modeling (topography and fuel), ZONE HAVEN will develop Smart Evacuation Zones with the use of their own proprietary algorithms that create specific evacuation zones.
8. Unlimited ability to update Smart Evacuation Zones and manage hyper-local information about each zone.
9. Two-way viewing that allows for complete access to mission critical information for public safety personnel, while at the same time allowing for limited view capability to the public platform for community situational awareness.
10. Support for live evacuations by identifying zones using fire perimeter modeling and sending multi-modal notifications to predefined distribution lists, social media accounts and WAZE.

Question 9:

Provide a detailed explanation as to why this product or service is being requested:

The primary reason this technology is being requested is due to the new extreme that all regions throughout California are being subjected to with the increased threat and ferocity of wildfire due to climate change. Wildfire sees no boundaries and over the past several years, more and more communities are being forced to evacuate with little or no notification to limit casualties. In 2018, 97 civilians throughout the state of California were killed due to delayed evacuation notifications, 85 of those casualties were in the community of Paradise, during the Camp Fire. In October of 2019, the Kincadee Fire required the planned evacuation of 175,000 residents over 36 hours due to the anticipated high winds that were forecasted to impact an already established fire burning in the remote areas of Sonoma County. During the Thomas Fire in December of 2018, over 100,000 residents had to be evacuated from the City of Ventura due to a fast approaching wildfire in the middle of the night. Wildfire presents itself in many different ways and it is becoming more and more frequent that large evacuations are required as uncontrolled flames descend on communities. Alameda County is as vulnerable as any other community in California, if not more vulnerable due to our densely populated Wildland Urban Interface, unique topography, and a very dense and varying combustible fuel potential throughout the county. ZONEHAVEN will allow for Alameda County OES and all of its county partners to plan for a catastrophic fire and also implement dynamic evacuation protocols during an incident. ZONEHAVEN will provide both Emergency Operations Centers and Field Commanders the required data and information to make quick, informed decisions that can be acted on to increase the potential preservation of life. The application will also allow for mutual aid partners to access our evacuation information while responding to our emergencies, and afford them the opportunity to engage into operations quickly and seamlessly. With the wildfire season increasing in length every year for the past few, it has become an essential requirement of emergency planning that communities are prepared for a no-notice evacuation and ZONE HAVEN will provide the level of preparedness to the 1.6 million residents of Alameda County. As ZONEHAVEN evolves and expands their capabilities to all risk mitigation it is anticipated the application will assist with other incidents requiring evacuation, such as floods, dam failures, and hazardous material releases. ZONEHAVEN will be our required link to allow for rapid data-based decision making for evacuations when seconds count.



Charlie Crocker
charlie@zonehaven.com
415-299-1743

Community Engagement & Preparedness



Photo: Dave Winnacker Moraga October 2019

Zonehaven is a dynamic, data-driven wildfire planning and evacuation management system for communities in the Wildland-Urban Interface (WUI).

- Countywide Smart Evacuation Zones
- Cross-agency planning and training
- Dynamic, up-to-date maps and plans
- Custom fire/evacuation scenarios
- Intelligent mutual aid
- Evacuation recommendations
- Multi-channel notifications
- Common evacuation picture

Alameda County Standard Wildfire Module Setup & Subscription

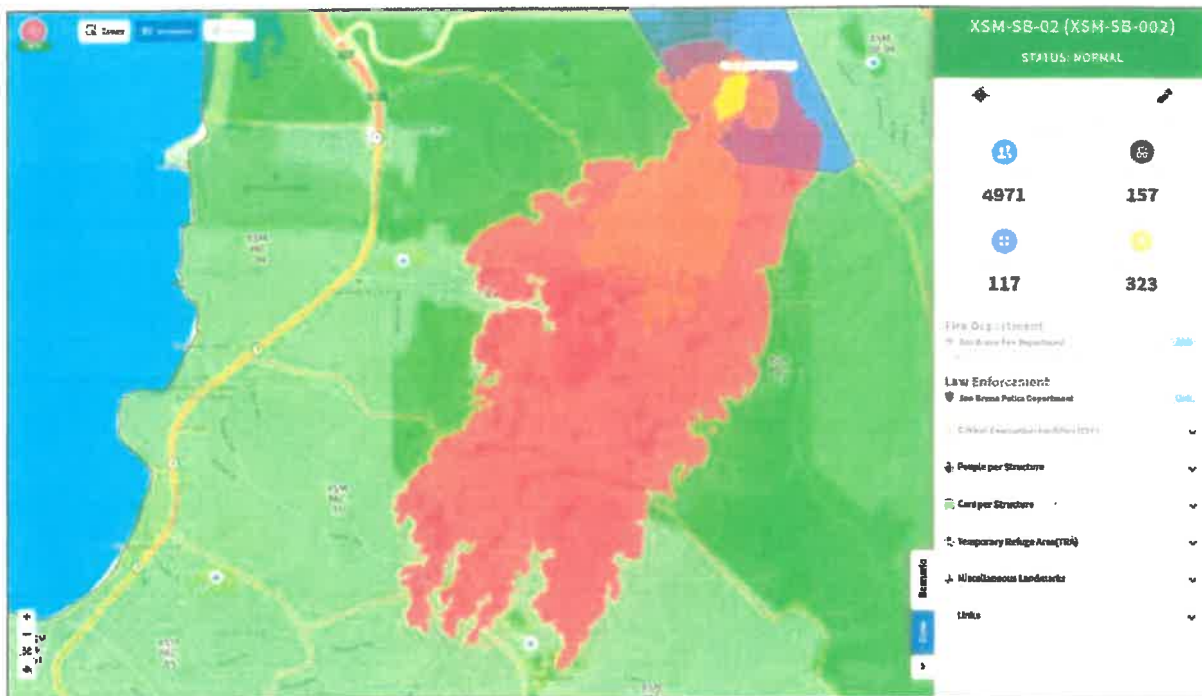
Prepared for: Pace Stokes, Captain
Alameda County Sheriff's Office
12/28/2019





EMP: Standard Wildfire Module

The Zonehaven Evacuation Management Platform (EMP) makes it easy for fire, law and OES to build and maintain evacuation plans, train using evacuation simulations and scenarios, and notify agencies and the public in the event of a live emergency. By bringing local knowledge together with regional data and sophisticated simulations, dynamic and up-to-date evacuation plans are always available to put into action. Prepare your plans and teams before the emergency. The Zonehaven application provides the tools to train your local teams and quickly ramp up regional help through intelligent mutual aid. In addition, the community has one place to go for evacuation preparation and real-time information.



Subscription to the Zonehaven EMP: Standard Wildfire Module provides the following:

1. **PLAN** - Build and maintain consistent, hyper-local plans for each Smart Evacuation Zone
 - a. View or run fire spread models to understand local behavior
 - b. Assign Traffic Control Points (TCPs) or Intersections of Interest using dynamic traffic data
 - c. Easily update critical facilities, refuge areas, and other Smart Evacuation Zone details
 - d. Include input from fire, law and OES for multi-agency Smart Evacuation Zones
 - e. Unlimited updates to Smart Evacuation Zone data and zone configurations
 - f. Automatic updates to individual Smart Evacuation Zone plans/maps (always up-to-date)
 - g. Integrate Smart Evacuation Zones with ESRI products
 - h. Publish the most up-to-date data to the Community Evacuation Interface
 - i. View Smart Evacuation Zones and plans from other counties (if using Zonehaven)



2. **TRAIN** - Create evacuation simulations and scenarios for a variety of incident types across cities and counties
 - a. Initiate a new incident from anywhere in your region
 - b. Evaluate results and impacts based on time, volume (people and cars), and weather
 - c. Run real-time fire spread models using current or historical weather conditions
 - d. Generate sequenced evacuation recommendations based on the simulations
 - e. Adjust recommendation by adding/removing Smart Evacuation Zones from the list
 - f. Schedule and notify evacuation stakeholders on the changing status of each zone
 - g. To the extent possible, integrate Smart Evacuation Zones with Everbridge for notification

3. **LIVE INCIDENT** - Support a live evacuation, through identifying zones and sending notifications to predefined distribution lists and social media accounts.
 - a. Same workflow as TRAIN except notifications are live across platforms
 - b. Schedule and notify evacuation status to agencies and the public via several channels
 - c. Send status change alert to Social Media, Stakeholder list, and WAZE
 - d. Provide WEA compatible Smart Evacuation Zones for notification
 - e. Change Smart Evacuation Zone status and color on the Community Evacuation Interface
 - f. Provide a log of all actions and notifications sent for review later

Community Evacuation Interface

The Zonehaven Community Evacuation Interface (CEI) provides a Countywide website for the public to understand and plan for evacuations. Every person in a County that has deployed Zonehaven EMP, has an assigned home and/or work Smart Evacuation Zone. The CEI makes it easy for agencies to prepare and coordinate evacuations with residents and workers. If requested, Zonehaven will support the County to roll-out and market the CEI under a separate contract. Subscription to the CEI provides the community with the ability to:

1. **COMMUNITY EVACUATION INTERFACE**
 - a. Access the Smart Evacuation Zones through a single County website (i.e. OES)
 - b. "Find my..." evacuation zone, routes and refuge areas
 - c. View and monitor "My Zone" status and receive alerts
 - d. Download residence guide (provided by County)
 - e. Always access the latest data from Zonehaven EMP



Application Set Up

The Zonehaven Evacuation Management Platform (EMP) and Community Evacuation Interface (CEI) requires initial set-up to prepare data, work with multi-agency teams, and deploy notification channels.

1. DATA SET UP

The EMP and CEI use the best available data from both private and public sources. If the County has higher quality, up-to-date GIS data, it can be incorporated into the applications in place of other sources. The data types include, but are not limited to, building outlines, address points, agency boundaries, and fuel and hazard models. In addition, Smart Evacuation Zones are the core data required by the Zonehaven EMP and CEI. Zonehaven's unique methodology provides Smart Evacuation Zones that deliver Countywide and regional consistency for cross-agency coordination and communication with the public. Zonehaven Smart Evacuation Zones are designed using automation and manual methods from a variety of data and models:

- Jurisdictional boundaries (cities)
- Agency boundaries
- Public lands
- Geographic features
- Vegetation type/density
- Threat direction
- Structure/address counts
- Population estimates
- Traffic loads and road type
- Access to egress points
- Clearance times
- Hazard level

2. NOTIFICATION SET UP

Evacuation status notification is a key feature of the Zonehaven EMP and delivers alerts to agencies and the public through a variety of channels. Zonehaven will work with the County to determine who has the privileges to change and publish the status for a zone. For example, local Law Enforcement may be required to trigger an EVACUATION ORDER. In addition, Zonehaven will provide various notification channels with the data and service needed to trigger a notification. At a minimum this will include WAZE, County Social Media sites, and to the extent possible, Everbridge. Additional channels may be made available in the future.

3. MULTI-AGENCY ENGAGEMENT

For application setup, Zonehaven will meet with County GIS task force to assess and acquire the necessary data. For Smart Evacuation Zone setup, Zonehaven will work with local Law, Fire and OES in a series of informational and working meetings to fine tune the Smart Evacuation Zones. It is key that Law and Fire participate in both the Smart Evacuation Zone configuration and plan development. Following deployment of the EMP, Zonehaven will train local Law, Fire and OES on the application and will support the development of the first several local evacuation plans. The goal is to get the multi-agency teams familiar with the application so they can continuously add local knowledge and understanding.



Scalable Pricing

EMP: Standard Wildfire Module

The EMP is priced by population tier based on 2019 estimates. In addition, it assumes delivery of the entire County in a single effort. The price includes a 1 year subscription.

Pop. Tier	Product	Cost	Discount	Totals
1.6M - 1.8M	EMP: Std Wildfire Module Setup & First Year Subs	\$405,000		\$405,000
1.6M - 1.8M	Early adopter/logo discount	\$405,000	18%	(\$71,000)
			TOTAL	\$334,000

Standard Community Evacuation Interface

The Standard CEI will be delivered at no cost to the county as part of the early adopter/logo discount program for a minimum of 1 year.

Pop. Tier	Product	Cost	Discount	Totals
1.6M - 1.8M	Standard Community Evacuation Interface	TBD		\$0
1.6M - 1.8M	Early adopter/logo discount	TBD	100%	\$0
			TOTAL	\$0

Ongoing Subscription

The EMP annual subscription is priced by population tier based on 2019 estimates and discounted based on the length of the contract. Below is negotiated rate assuming 4 additional years of subscription.

Pop. Tier	Product	Cost/Yr	Discount	Totals
1.6M - 1.8M	Annual EMP: Std Wildfire Module Subs (x4y)	\$225,000		\$900,000
1.6M - 1.8M	Multi-year discount (x4y)	\$225,000	30%	(\$270,000)
1.6M - 1.8M	Early adopter/logo discount	\$225,000	25%	(\$230,000)
			TOTAL	\$400,000



Total Contract Costs and Payment Schedule

Pop. Tier	Product	Cost	Discount	Totals
1.6M - 1.8M	EMP: Std Wildfire Module Setup & First Year Subs	\$405,000	18%*	\$334,000
1.6M - 1.8M	Standard Community Evacuation Interface	TBD	100%*	\$0
1.6M - 1.8M	Annual EMP: Std Wildfire Module Subs (x4y)	\$225,000	55%*	\$400,000
			TOTAL	\$734,000

Early Adopter/Logo Discount: Several early customers get the opportunity to partner with Zonehaven to drive the product direction and deep understanding of the product roadmap. In addition, these special customers will provide testimonials and allow Zonehaven to use County agency logos on marketing materials including the Zonehaven website. Zonehaven will provide these customers with a 30% discount on the first year of subscription (effectively giving the 3 year (+) contract price for purchase of a single year). Zonehaven will also provide one year of the Community Evacuation Interface at no additional cost.

Zonehaven shall invoice the County for payment as follows

1. \$180,000 upon execution of the contract
2. \$154,000 upon completion of EMP: Std Wildfire Module Setup. This date becomes the official annual subscription start date.
3. \$100,000 one year after the subscription start date
4. \$100,000 two years after the subscription start date
5. \$100,000 three years after the subscription start date
6. \$100,000 four years after the subscription start date

DEBARMENT AND SUSPENSION CERTIFICATION

COUNTY OF ALAMEDA

For Procurements Over \$25,000

The contractor, under penalty of perjury, certifies that, except as noted below, contractor, its principals, and any named and unnamed subcontractor:

- **Is not currently under suspension, debarment, voluntary exclusion, or determination of ineligibility by any federal agency;**
- **Has not been suspended, debarred, voluntarily excluded or determined ineligible by any federal agency within the past three years;**
- **Does not have a proposed debarment pending; and**
- **Has not been indicted, convicted, or had a civil judgment rendered against it by a court of competent jurisdiction in any matter involving fraud or official misconduct within the past three years.**

If there are any exceptions to this certification, insert the exceptions in the following space.

Exceptions will not necessarily result in denial of award, but will be considered in determining bidder responsibility. For any exception noted above, indicate below to whom it applies, initiating agency, and dates of action.

Notes: Providing false information may result in criminal prosecution or administrative sanctions. The above certification is part of the Proposal. Signing this Proposal on the signature portion thereof shall also constitute signature of this Certification.

BIDDER: ZONEHAVEN INC.

PRINCIPAL: CHARLIE CROCKER TITLE: PRESIDENT/CEO

SIGNATURE: *Charlie Crocker* DATE: 1/30/2020

DocuSigned by:
6B44C8A800C2482...



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
01/30/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Hiscox Inc. d/b/a/ Hiscox Insurance Agency in CA 520 Madison Avenue 32nd Floor New York, NY 10022	CONTACT NAME: PHONE (A/C, No, Ext): (888) 202-3007 FAX (A/C, No): E-MAIL: contact@hiscox.com ADDRESS: INSURER(S) AFFORDING COVERAGE NAIC # INSURER A: Hiscox Insurance Company Inc 10200 INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:
INSURED Zonehaven Inc. 2034 Great Hwy San Francisco, CA 94116	

COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	N	UDC-4148969-CGL-19	05/02/2019	05/02/2020	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ S/T Gen. Agg \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY <input type="checkbox"/> AUTOS ONLY					COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$					EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A			PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER Pace Stokes, Captain, Alameda County Sheriff's Office, Office of Emergency Services 4985 Broder Boulevard Dublin CA 94568	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
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CALIFORNIA GOVERNOR'S OFFICE OF EMERGENCY SERVICES

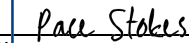



Grant Program: FY 19 Homeland Security Grant Program	Grant Award No.: 2019-0035	Cal OES ID#: 001-00000
Sub-recipient Name: Alameda County		Project No: 013

REQUEST FOR NONCOMPETITIVE PROCUREMENT AUTHORIZATION

1. Activity: Zonehaven Evacuation Planning and Fire Modeling Software (Collaboration with Alameda County Fire Department and Police Departments) Cost: \$ 734,000; FY19 Allocation: \$130,000
2. Describe what the proposed vendor/contractor will provide. The vendor will provide software for a community evacuation plan; evacuation zone map: It will consist of an integration with WAZE to reroute traffic; utilization of the WIFIRE super computer (UCSD) for creation of real time wildland fire modeling to identify evacuation zones; data driven Smart Evacuation Zones designed with a consistent and repeatable process using automated and manual methods for fire, traffic and threat modeling and will allow for unlimited approved users for the public safety application. Zonehaven is currently deployed in San Mateo County and parts of Contra Costa County.
3. Describe your organization's standard procedures when considering a noncompetitive contract, including the conditions under which a noncompetitive contract is allowed, and any other applicable criteria (i.e. approval requirements, monetary thresholds, etc.). Please see the attached approved Sole Source #6451 and documents regarding Alameda County's purchasing/procurement in regards to Sole Source Contracting.
4. Indicate which of the following circumstances resulted in your organization's need to enter into a noncompetitive contract. See 2 C.F.R. Part 200, Subpart D, §200.320.
 - a. The item is available only from a single source. (Describe and detail the process used to make that determination.). Alameda County OES, with Alameda County Fire Department and Police Departments, is seeking to create a community evacuation plan using an evacuation management platform technology. Only Zonehaven can deliver the development, implementation and field use for a county wide plan. The Evacuation Management Platform will serve Alameda County and will also allow for integration with surrounding counties and jurisdictions for regional planning and execution as required.
 - b. A public exigency or emergency for the requirement will not permit a delay resulting from competitive solicitation. (Describe the exigency or emergency. Provide details.)
 - c. After solicitation of a number of sources, competition was determined inadequate. (Describe the solicitation process that determined competition was inadequate. Provide details, and attach relevant supporting material, Request for Proposal, etc.)
5. Did your organization confirm that the contractor/vendor is not debarred or suspended? Yes; The Debarment and Suspension Certification form is included with Alameda County's Sole Source documentation.

6. Will all activities be completed within the period of performance? Yes; these funds will be used to help pay for initial set up and subscriptions for the next four years. The payment schedule and terms are attached.
7. Please attach a copy of the cost or price analysis prepared for this procurement. Please see attached memo: Finding of Non-Competition – SOLE SOURCE #6451 Purchase From Zonehaven.

Certification: This is to certify that, to the best of our knowledge and belief, the data furnished on this form is accurate, complete and current. We further certify that this procurement has followed local procurement policies, and state and federal guidelines. We understand that any fraudulent information contained on this form may have an effect on future Cal OES funding for this organization.			
Submitted By:	Name: Pace Stokes, Captain, Office of Emergency Services	Signature:  Signed by: Pace Stokes	Date: 05/21/2020
Purchasing Agent:	Name: Detra Dillon	Signature:  Signed by: Detra Dillon	Date: 05/21/2020

Cal OES Internal Use Only	
Program Representative Review - Comment:	Date:
Unit Chief Review - Comment:	Date:
Unit Chief Approval:	Date:
Division Chief Review - Comment:	Date:
Division Chief Approval:	Date:

SOLE SOURCE/SOLE BRAND JUSTIFICATION

OVERVIEW:

Contracts/Purchasing recognizes that departments often invest a great deal of time and effort in selecting a source or brand, prior to submitting a requisition to Purchasing. Even though the department's review process prior to the submittal of a requisition may be sound, departments may unknowingly discourage free and open competition by requesting a single vendor or product. Additionally, the County is bound by both federal and local laws as well as County Policies of which County Staff may be not be aware of. The lack of an effective means of communication between buyer and requesting departments can lead to both lost time in completing the requisition as well as possible adverse legal actions towards both the County and the requesting staff member. Purchasing can be an effective partner in a competitive review process given adequate time and involvement in your requirement definitions.

In an effort to expedite sole source/brand requisition requests through purchasing, we would encourage you to review the criteria for Sole Source/Brand form herein. If you feel your request meets such criteria, follow the instructions in filling out the form and attach it to your requisition. If sole source/brand justification is warranted and accepted by Purchasing, the requisition will be processed for the sole source/brand as requested.

This is an internal review process. Departments are requested to use discretion in their discussion with vendors so as not to compromise any competitive advantage the Buyer may utilize, regardless of the acceptance or rejection of the sole source/brand justification.

Rather than merely a shift of the review process and burden, this process acknowledges the significant effort a department may undertake when identifying a vendor or brand, and provides you with the method by which to make your requisitioning efforts more efficient under sole source/brand conditions.

Purchasing will advise you when a particular competitive review process may both serve the County better and/or be required by governing law.

In order for us to accept a request for sole source/brand the certification, the form referenced herein should be made a part of your justification and be signed by an authorized department representative. This certification will remain on file as part of your requisition package for audit purposes.

SOLE SOURCE PURCHASING:

On rare occasions there may be a need to purchase goods or services from one vendor/contractor without going to formal bid or requesting competitive quotations. This is known as "Sole Source" purchasing.

“Sole Source” purchasing is authorized by Monterey County Code 2.32.040, Emergency Purchases, and by Monterey County Code 2.32.070, Competitive Bidding Not Required.

A sole source may be designated when it is apparent that a needed product or service is uniquely available from the source, or for all practical purposes, it is justifiably in the best interest of the County.

“Sole Source” purchasing may be necessary under certain circumstances such as an emergency wherein the department head or other County Official who is authorized to sign requisitions may purchase items for the continuance of the department function, or that items purchased are necessary for the preservation of life or property, and that no authorized purchasing department personnel are immediately available to make the purchase.

The designation of a “Sole Source” supplier must be authorized by the County Purchasing Agent or Deputy-Purchasing Agent before the requirement for competitive quotations is waived.

PROCEDURE:

Sole source/brand purchasing is an exception to the normal procurement function and requires a detailed justification. In processing sole source/brand requests for supplies, services and/or equipment, Purchasing adheres to and is governed by the principles set forth in both the Federal and State Laws governing public purchasing and the Public Contract Code, and by the adopted and approved County of Monterey Policies and Procedures. As such, our decision is final.

If you are requesting a particular vendor, brand or product, you must make this fact clear on your requisition. Such a request should not be made unless the request is reasonable and appropriately justified to meet legal requirements and can withstand a possible audit. The County requirements and the format for submitting such requests are contained herein. Please make copies of the Criteria for Sole Source/Brand form for your future use.

The following factors **DO NOT** apply to sole source/brand requests and should not be included in your sole source/brand justification. They will not be considered and only tend to confuse the evaluation process.

1. Personal preference for product or vendor
2. Cost, vendor performance, and local service (this may be considered an award factor in competitive bidding)
3. Features which exceed the minimum department requirements
4. Explanation for the actual need and basic use for the equipment, unless the information relates to a request for unique factors
5. A request for no substitution submitted without justification. This is a sole source/brand request requiring detailed justification including established sole source/brand criteria