May 16, 2014 Addendum

Per the continued discussions that ID Networks and the University of Mary Washington have had since the time that this RFP response was submitted, the following points have been negotiated and will be included in any contract that results from this RFP response:

1. Should the University of Mary Washington elect to sign a 5 year support contract extension, after the first five years of the contract, ID Networks will at no additional cost to the University of Mary Washington:
    a. Provide a new server that will also have an additional 5 years of manufacturer's support just like the server that is being purchased as part of this contract. ID Networks will do so at no additional cost.
    b. Replace any of the three Sierra Wireless GX440 that are being provided as part of this project with like or equivalent devices if any of the three exhibits a problem that is not covered by manufacturer's warranty during the lifetime of the support contracts. This obligation to ID Networks was negotiated after the additional clarifications below were provided.
2. Any workstations or laptop hardware will be the responsibility of the University of Mary Washington to support or replace after the manufacturer's warranty has expired. ID Networks will continue to support any software, including third party applications that were provided as a function of this contract, for as long as the support contracts for this project are current.

Additional clarifications:

Below are additional clarifications and explanations that were also sought and provided by ID Networks during the continued negotiations:

1. *Clarification and expansion on data back-up protocol (software/hardware) and support for the server purchase; please describe in detail service level support for the entire term of the contract.*

    As part of ID Networks' RFP response, our offer included an LTO4 tape drive, 10 tapes, and the necessary software to perform backups of the entire system. It was our plan to have this device to be attached to this server and for it to be dedicated to this task and server. During our discussion on Thursday, it was suggested that the University of Mary Washington's IT staff could provide the necessary hardware and software to have the server backed up to disk and tape. Based on our discussions, ID Networks agrees that this approach would be desirable, and that we would therefore reduce the cost for the server we quoted in accordance with the price of the tape drive and tapes, should the University decide to have their IT leverage their existing enterprise backup facilities. The details of that cost reduction to the University can be found below. In either case, it would be the University's responsibility to monitor and manage the backups to the extent that they would be the ones changing the tape and monitoring the e-mail notifications that would be set up for each job and making sure that they were completing successfully, but ID Networks would assist with the initial database backup configuration and testing. If ID Networks is asked to purchase the backup tape drive and tapes we initially quoted, this hardware would be supported by us through the manufacturer's warrantee for 5 years.

2. *Mobile CAD Equipment and software: Please detail exact equipment and software being provided, as well as ongoing maintenance and service level support, replacement, upgrades? (how/when?) – what about the GIS component, what kind of assistance can UMW expect?*

   ID Networks has offered to provide three Panasonic CF31 Toughbook Laptops with touch screen, SSD hard drives, vehicle docking stations, pole mounts, and power cords. We also expect to provide three Sierra GX440's and the necessary antennas to for cellular and AVL services. These devices would also be covered by a 5 year warrantee by the manufacturer and would be supported exclusively by ID Networks. The University would be expected to replace them at the end of the 5 years. So long as the University was in good standing maintenance with ID Networks, it would also receive bi-annual software updates at no additional cost.

   As far as the GIS components for this project go, ID Networks would provide the University of Mary Washington with a list of the various GIS layers that we would like to have the University provide if they have them. These would include things such as a street layer, a campus layer, a parking layer, a residence hall layer, etc. If any of the necessary layers were not available from their local GIS resources, ID Networks would assist the University of Mary Washington with obtaining this information from the County or State resources who should be able to provide some of it. The other parts that were campus/system specific and that would help to create the most functional operations could also be created jointly by members of the University of Mary Washington Police and ID Networks staff if need be as well. This would involve members of the University's staff that are most familiar with the University properties, sitting for a day or two with members of ID Networks' staff who would be able to help create these layers for this project.

3. *Accessories such as barcode scanners, printers, signature pad, etc. – Please provide best offer, at any point during the term of the contract to provide, support, maintain, upgrade and replace this equipment.*

   ID Networks is planning to provide the necessary barcode scanner, printer, and signature pad for use with the evidence system as part of this project for the rates which were quoted in the RFP - since it is a component of our RMS system. Should any additional scanners, printers, or other peripherals for mobile be desired at any point during the term of this contract, ID Networks will offer these 3rd party components to the University at our cost. Likewise, we would also invite the University to purchase such items from whatever sources they may have or find that may be able to beat the prices of ID Networks. Any such hardware that would be purchased in addition to the hardware already being provided will be quoted from ID Networks with upwards to 5 years of replacement parts support or for such hardware, if it is purchased through ID Networks.

4. *Provide info regarding Mobile CAD App availability across all mobile platforms (date) and capabilities (view only, any action/update abilities?)*

   ID Networks has already begun the development of the backend web services to support Mobile CAD using any platform we may develop for. Our customers were surveyed and they predominantly

requested we focus on iOS first - because the majority of them already have or are looking at that platform. That said, it is our intention to develop for Android and Windows Phone eventually, but that will likely be after iOS is deployed and the web services are tried and tested. I would estimate these additional platforms to become available sometime during Q3 or Q4 of 2015. ID Networks does not have plans to support Blackberry devices. The application will not be view only. It will be capable of receiving a dispatch and will allow a user to view the majority of the dispatch details. It will also allow the user to complete status changes. It is ID Networks' intention to make it an alternative to what exists today, relative to what we showed you during the demo and what you can find on the slides that were green in the handout that we left you with. It is our intention to release State/NCIC (VCIN) inquiry capability in the 2nd release of this form of client in late 2015. The iOS, Android, and Windows Phone platforms will be priced and sold separately. The exact pricing for this capability has yet to be determined, but we are expecting it to be $10K or less for agencies with 25 devices or less.

5. *Query Clery Reporting Data capability – when will this reporting ability be available in the system (date).*

ID Networks would provide the University of Mary Washington with the ability to gather Clery reporting information from within our system by the time they needed to do so in 2015 for their 2014 data. Our report would, however, only contain the data for 2014 for the timeframe while our system was in use. Hence, the first quarter or even the first half of the year would need to be calculated manually and added to the information that was extracted from the system for the duration that it had been used.

6. *Field level security permissions in RMS – what will be available and when (date).*

Upon further discussions with the committee, ID Networks came to understand that what the University is really looking for is a way to have record level security and locking. This is something that we can and will provide as part of the system by Q1 of 2015. This will enable users to secure any given record within the system so that the details of the record cannot be viewed by users who do not have the explicit record level permission to view confidential records such as juvenile records, or special investigations, etc.

- Please provide, for David Dean in our UMW IT Dept., a network diagram with all interface information. Please also provide him with testing and production system info as requested.

  I have attached a basic Visio diagram (in PDF format) that outlines how our systems would work with other external systems that may be interfaced to it. Should additional details be desired, please feel free to let me know and I'll gladly provide whatever level of detail it is that may be desired for these evaluation purposes.

- Please provide a revised timeline based on the discussed revised schedule of UMW being fully functional prior to fall semester (roughly July 31, 2014 for a mid-August semester start)

ID Networks is confident that we would have no problem at all installing and training the University of Mary Washington with a functional system prior to the fall semester or by the end of July 2014. Additional interfaces for Alarms, student directories, VCIN, etc. that were outside the control of ID Networks may take longer than the summer to complete, but these optional interfaces would not prevent the dispatchers, officers, investigators, and administrators from using the system otherwise to gather, document, and report on the core components of our CAD, Mobile, and RMS systems.

- Please provide a schedule for completion of any customization including what ID Networks terms as "record level" security access based on certain information provided.

  ID Networks answered this question above during the response to the field level security questions that were discussed during our last onsite meeting. Simply put, ID Networks will provide record level security during our first update of 2015, and ID Networks left our meeting with the University of Mary Washington with the understanding that this functionality to lock records on a record by record basis would suffice.

- Please provide details of UMW's responsibilities and benefits of becoming a "Pilot" program for ID Networks during the contract period.

  While ID Networks values each of its customers we gain, the term "pilot" is used to recognize those agencies that we work most closely with to deliver application updates to first (for testing purposes) and most frequently. With the University of Mary Washington poised to be ID Networks first public safety software customer in Virginia, the University could expect more frequent updates to the software (very likely every quarter at a minimum), and to have more and direct input on most design criteria that warrants user feedback. In addition, ID Networks very often call upon our pilots to host other future prospects for site visits. This serves as an additional motivator for ID Networks and helps ensure that we extend our efforts even further to make our pilots as successful as we can in as many ways as is reasonable and possible.

- Please provide detailed information regarding responsibilities and benefits of UMW's piloting a fire alarm integration.

  ID Networks would like to encourage the University of Mary Washington to reach out to their Alarm system provider (who very likely manages more than just fire alarms) to see if their system is capable of having alarms that come in to your dispatch operations export this data to a third party system, such as the ID Networks CAD system. Many alarm companies already do so and recognize and support the national standards for such, such as APCO's ASAP (more information about this is available at https://www.apcointl.org/resources/asap.html). But, ID Networks is capable of creating vendor specific interfaces as well. Security Information Systems (SIS) is one such company that we've already done so with. By purchasing this optional interface that would be priced at $5,000 or less, the University's dispatchers would benefit greatly because alarms that came into the system from the alarm monitoring software could pre-

populate CAD's entry screen and save the dispatcher valuable time when it may count most. This interface is also an example of something that the University could always entertain doing well after the system was already up and running as well. Typically, interfaces such as this are priced at two or three times the amount that ID Networks is offering this for. But, because we recognize the value it may add operationally, and because we would like the University of Mary Washington to be able to demonstrate to other universities that we may bring in, all that we have done for you, we are willing to offer this interface at a substantial discount to help make it as affordable and feasible as possible.

- Please provide in the revised proposal the pricing to UMW for the accessory equipment that has been offered at ID Networks' cost and information regarding escalated cost of maintenance and support should those items be purchased and added to a contract.

  ID Networks' prices for the optional equipment have been put into the table format below and already include the cost for 5 years of support:

Item Description	Initial Purchase Price (12 months support)	4 Years Extended Support Cost
Dual Sided Scanshell	$339	$162
Zebra 420 Thermal Printer and power cord	$769	$369

- Please provide information regarding any interface that is already in existence or in testing with any parking management system(s) including names of such systems, particularly in a higher education environment. Please provide client references for such an integration project.

  ID Networks does not have any parking ticket interfaces deployed to our handful of university customers, but we do have interfaces to Duncan and Associates and Municipal Systems Incorporated. These systems basically receive the information gathered by our parking ticket module. The remainder of the collections process is handled by their application while ours is used as the front end data entry and hence inserts the parking ticket data into the master vehicle information in RMS which makes it easier for officers to know how many times they have previously written a parking ticket to any given vehicle.

- Please detail any reduction in cost to UMW based on level of data backup standards.

  ID Networks will reduce the price of our initial project costs from $96,500 to $93,000 (for a $3,500 savings) if the University of Mary Washington provides the backup software and hardware necessary to protect the system's server and data.