

CONTRACT AWARDS FOR CONSTRUCTION, PROFESSIONAL SERVICES, AND
GOODS AND SERVICES

PROJECT NAME: LOCUS EIM Renewal

CONTRACT NUMBER: Purchase Order

CONTRACT AMOUNT: \$19,470.33

CONTRACTOR: LOCUS Technologies

NOTICE OF AWARD DATE: 07/8/2020
(mm/dd/yyyy)

CONTACT INFORMATION

CONTACT PERSON: Kathy Hoffman

PHONE: 748-5071

E-MAIL: FN_Procurement@hbws.org

Order Number 225337 000 OP
 Branch/Plant 5820

Shipped From LOCUS TECHNOLOGIES
 299 FAIRCHILD DRIVE
 MOUNTAIN VIEW CA 94043

Ship To APPLICATION SYSTEMS DEVELOPMENT
 630 SOUTH BERETANIA STREET
 PUBLIC SERVICE BLDG - BASEMENT
 ATTN: SANDRA MORIKI
 HONOLULU HI 96843

Ordered 7/8/2020 Freight
 Requested 7/8/2020 Order Taken By Currency Code USD Base Currency USD
 Delivery

Approved for Sole Source Procurement pursuant to §3-122-81(4), Hawaii Administrative Rules.
 Locus Project No. 29-124-14 Locus Platform Renewal; Locus Project No.29-124-13 Locus Proprietary Software

Line	Rev	Description /Supplier Item	Ordered	UOM	Unit Price	PU UM	Extended Price	Request Date	Order No	Ty
1.000	0	Locus EIM Renewal 10/1/2020 - 9/30/2021		EA	.0000	EA	19,470.33	7/8/2020	00133584	OR
Total Order							19,470.33			
Total Order							19,470.33			
Term	Net 30 Days	Tax Rate			.00		19,470.33			

June 24, 2020

locustec.com

HEADQUARTERS:
SILICON VALLEY

299 Fairchild Drive
Mountain View, CA 94043
Tel: 650-960-1640
Fax: 415-360-5889
Email: info@locustec.com

SAN FRANCISCO

LOS ANGELES

ASHEVILLE

BOSTON

Karl Iwasaki
Honolulu Board of Water Supply
Microbiologist V
630 Beretania St.
Honolulu, HI 96813

RE: Locus Proprietary Software
Locus Project No. 29-124-13

Dear Mr. Iwasaki:

This letter is to confirm the following key elements of our software and custom configuration services that are being used by the Honolulu Board of Water Supply (HBWS):

- ◇ The Locus Platform is proprietary software that is developed, managed, owned and configured by Locus Technologies and is not available from any other vendor. Our customers purchase our products and software services directly from Locus.
- ◇ The Locus Platform software is unique in the marketplace in terms of Cloud based environmental systems with full configuration capabilities on a multitenant platform.
- ◇ The Locus Platform contains HBWS custom configurations and reports including laboratory bench sheets, instrument calibrations, locations, chain of custody, field sampling, and sample processing forms configured specifically to the regulatory requirements and business work flows of HBWS.
- ◇ The Locus Platform contains custom formatted regulatory report outputs specifically designed based on the specifications of HBWS.
- ◇ The Locus Platform is integrated with a configurable mobile data collection application optimized for the HBWS field sampling activities.
- ◇ The Locus Platform contains HBWS data uploaded to the system during the configuration process and during operational use in 2016 through 2020.

For these reasons we do not believe HBWS can obtain a similar or substantially similar system in the marketplace.

Sincerely,

PR133584 7-4 Gandy 7/24/20

Ben Afzal

Ben Afzal
Vice President of Finance and Human Resources

BA/ba

cc: Marian Carr, Locus Technologies



ORGANIZE YOUR ENVIRONMENTAL INFORMATION IN THE CLOUD

June 24, 2020

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Karl Iwasaki
Honolulu Board of Water Supply
Microbiologist V
630 Beretania St.
Honolulu, HI 96813

*RE: Locus Platform Renewal
Locus Project No. 29-124-14*

Dear Mr. Iwasaki:

Locus Technologies is pleased to present the following scope and costs for routine license renewal for Honolulu Board of Water Supply (HBWS).

LOCUS PLATFORM LICENSE COSTS (WITH LOCUS MOBILE)

Listed below are the renewal rates for use of the Locus Platform and mobile application configured to collect and send field data and send field data to Locus Platform. Rates have been escalated by CPI.

Optional items are included as separate line items and include items currently used by HBWS.

Please note for the FTP backup, HBWS needs to provide a contact email to receive notifications of FTP delivery of the quarterly backup.

Locus Platform	Start Date	End Date	Order Term (months)	Annual Price
Locus Platform and One Application License, Users (up to 50 users and 10 GB storage)	10/1/2020	9/30/2021	12	\$ 9,381.96
Locus Mobile (as currently configured)	10/1/2020	9/30/2021	12	\$ 3,311.28
Locus Live support at 18%	10/1/2020	9/30/2021	12	\$ 2,284.78
Total - License				\$ 14,978.03
Optional Items				
Live Premium backup service Frequency – every 15 min <u>Retention</u> a. 15 min backups are kept for 24 hours b. Daily backups are kept for one month c. Monthly backups are kept for 3 months	10/1/2020	9/30/2021	12	\$ 2,284.78
Backup to FTP (downloadable file for Local archiving - Quarterly – delivered via FTP)	10/1/2020	9/30/2021	12	\$ 2,207.52
Total Renewal				\$ 19,470.33

Locus appreciates the opportunity to continue our relationship with HBWS and looks forward to working with you. Please contact me with any questions you may have. You can reach me at 415-992-5462.

Sincerely,

Ben Afzal

Ben Afzal

VP Finance and Human Resources

cc: Sandy Moriki – HBWS
Marian Carr – Locus Technologies