



# Comprehensive Parking Demand Management System Solicitation 12109-885

Focus Engineering LLC

Auburn Research Park, 570 Devall Dr, #303, Auburn, AL 36832

(334) – 231 -2317 / [Contact@FoPark.com](mailto:Contact@FoPark.com)

[www.FoPark.com](http://www.FoPark.com)

CAM #18-1275

Exhibit 6

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- **Executive Summary**

Focus Engineering LLC developed a parking guidance solution named 'FoPark' in the year 2016. FoPark is a camera based single space vehicle detection system for on-street, off-street parking and rooftops on garages. Instead of using traditional ground based sensors or loop systems that are hard to install and maintain, FoPark uses cameras and software for vehicle detection. Video streams from regular IP security cameras are sent to FoPark's cloud based software for occupancy detection. The software uses machine learning and artificial intelligence to detect cars in each parking space. The space specific occupancy information is relayed to passengers through signage systems installed onsite or through a mobile app.



*Camera covering multiple parking spaces to provide real-time occupancy information and security*



- **Corporate office location**

Focus Engineering LLC  
 Auburn Research Park  
 570 Devall Dr, #303  
 Auburn, AL – 36832.  
 Ph: (334) -321 -2317  
 Contact@FoPark.com / www.FoPark.com

- **Core team involved in preparation of the bid:**

Ravi Palaniswamy, CEO, Ravi@FoPark.com  
 Parker Roan, CTO, Parker@FoPark.com  
 Sakthi Kandaswaamy, Project Manager/Director, Sakthi@FoPark.com

Dr. Sakthi Kandaswaamy, will be the head of this project if awarded. Sakthi, a doctorate in Engineering has headed similar size projects in Alabama and other parking projects in Tennessee.

- **Green Initiatives:**

One of the guiding principles for FoPark development was to help minimize carbon emissions to the environment. Our mobile app helps commuters find an open parking spot in crowded parking lots. This reduces congestion, eliminates unnecessary driving and minimizes fuel wastage. We also incorporate data for alternate transportation methods in our app, such as bike shares to reduce the carbon footprint of each commuter. Also, our app's navigational capabilities help customers get to their final destination efficiently with minimal driving distances.

- **Vendor Certifications:**

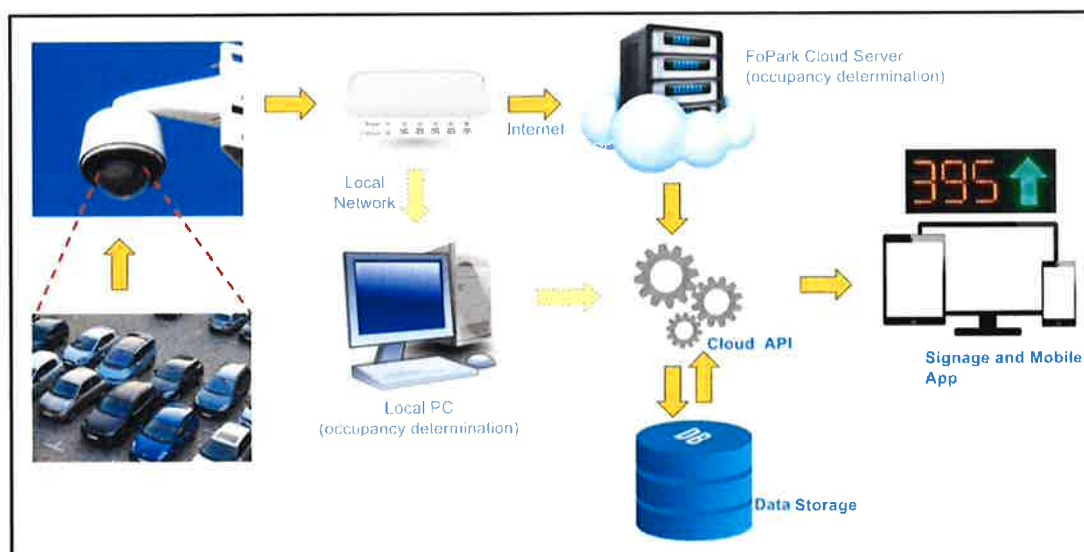
Focus Engineering LLC which designed and developed the parking technology "FoPark" is a minority owned business enterprise. Application process to obtain a certification is currently in-progress, and will be provided when it is available.

- **Vehicle Sensing Solution – Single Space Outdoor Parking Guidance Solution**



## **Real-time parking occupancy**

As indicated in the diagram below, cameras are installed on light poles in the lot or nearby building structures.



- Each camera covers multiple spots and adequate lighting is required for the camera to have a clear view of the spaces during night.
- No special camera is used. Any IP security camera that is 3MP or above could be used.
- Power for the camera is tapped from the power to the light pole or building infrastructure.
- The FoPark cloud server processes the video stream through our proprietary software.
- The occupancy information is then published through an API to mobile phone apps and our database. The information can also be displayed on signage in the lots.



## Installation

The installation process is no different than mounting surveillance cameras in a parking lot or in a building. We will work with your existing infrastructure to minimize any disruption to daily lot operations as we equip you with this next generation technology.

- Cameras make for easier installation than other parking solutions such as sensors or loop systems
- No digging up of asphalt in the parking lot
- No closing of parking lot during installation
- We work around you existing infrastructure
- Solar powered option available wherever required for cameras



*Security cameras and enclosure mounted on a light pole for FoPark's parking occupancy solution*



### Mobile and Web App

FoPark's intelligent system records information regarding occupancy of a parking spot. This data is presented to the users in a mobile app and a web app in an intuitive and easy to use layout.

- The Mobile App accurately displays occupancy information for each lot
- The App presents a lot map clearly indicating open and occupied spots
- It provides search capabilities by destination name or address and presents optimal parking suggestion based on availability
- Also provides turn by turn driving directions to the selected lot
- Displays permits and paid parking status information
- Provides pay by phone option
- Save the location where you parked

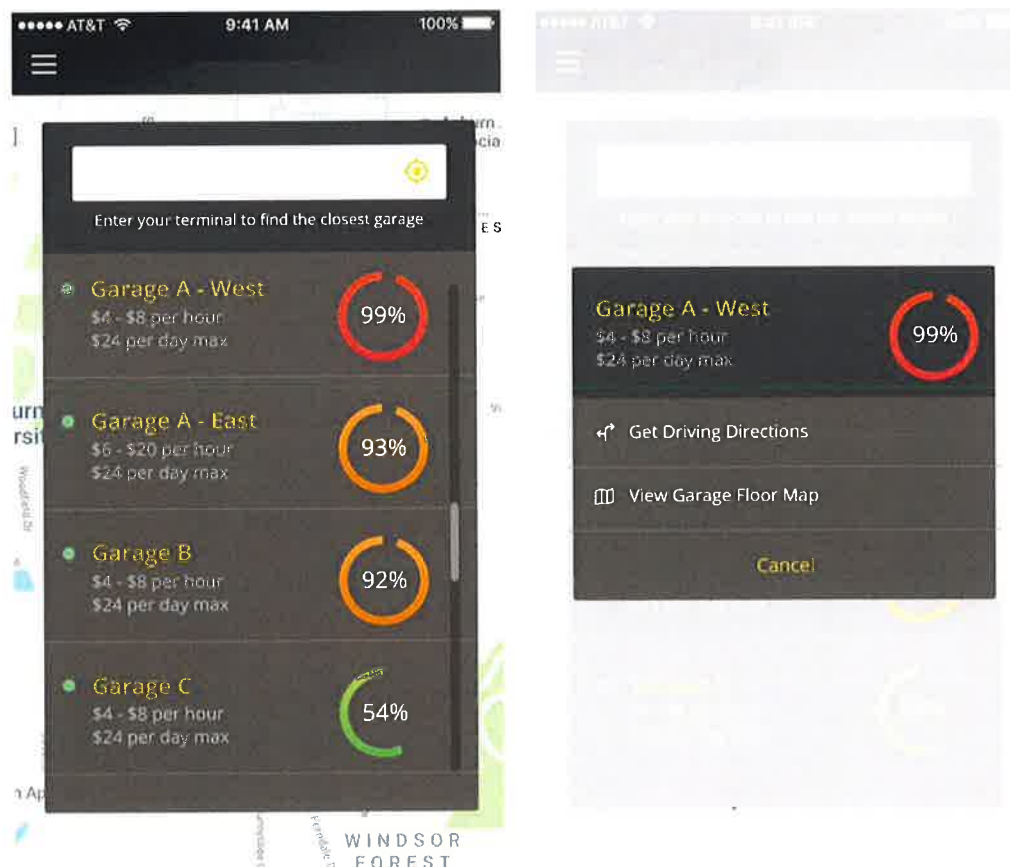


**Example: Live app for Auburn University developed by FoPark**

FoPark developed a custom parking occupancy app for Auburn University.

Website: <https://www.WareagleParking.com>

Web App(computer version): <https://App.WareagleParking.com> (Android and Apple version available in app stores)



App Screenshots





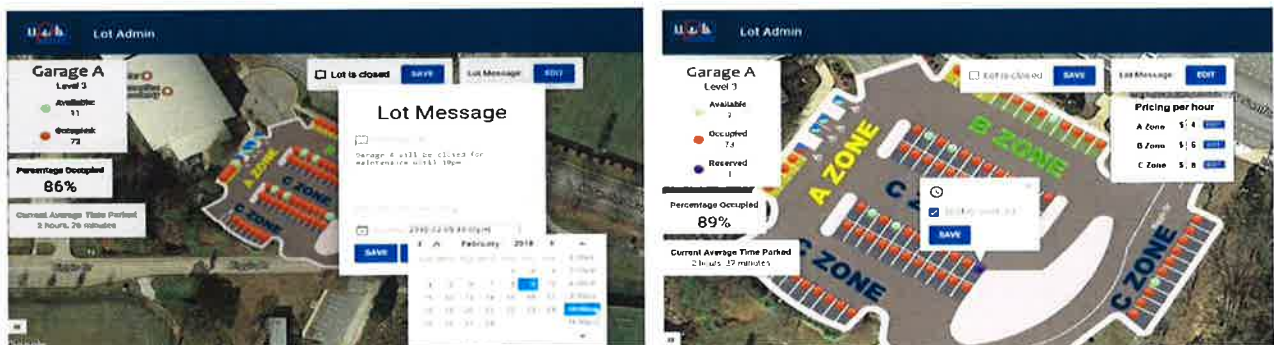
App Screenshots



## Parking Administration Portal

A custom web portal will be made available to the parking management team to effectively manage the lots. The tool will provide the ability for parking managers to communicate with commuters through the mobile app.

- Communicate to mobile app users by sending messages within the app
- Change the price for a parking zone
- Reserving a space option is also available
- Close the lot for maintenance or other activities



*Administration Portal for Parking Administrators*



### **Parking Intelligence Portal**

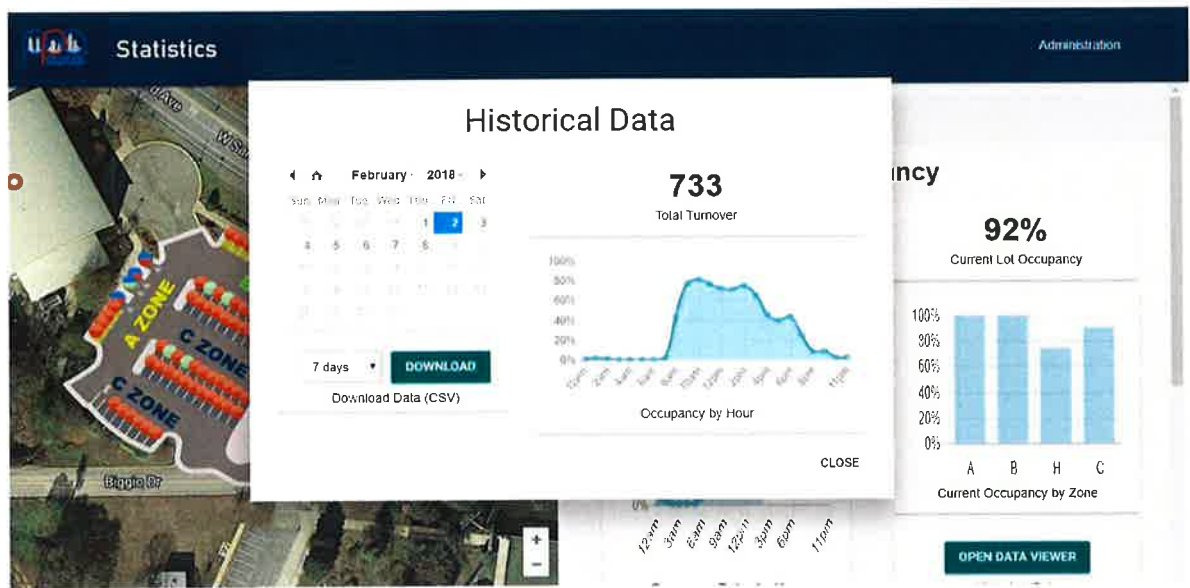
A custom dashboard will be built for the parking management team to help better understand the usage of the lots.

- Historical parking data for each space will be stored in a database for analysis and decision making. The data is then retrieved and displayed as charts and graphs in the intelligence portal
- It also provides space specific parking occupancy duration.
- There are several key metrics that are available in this portal, such as – Average time parked, duration of parking, number of turnovers, peak occupancy times etc.

These metrics could be used to help understand commuter behavior and make better decisions in future planning and operations.



*Statistical Dashboard*



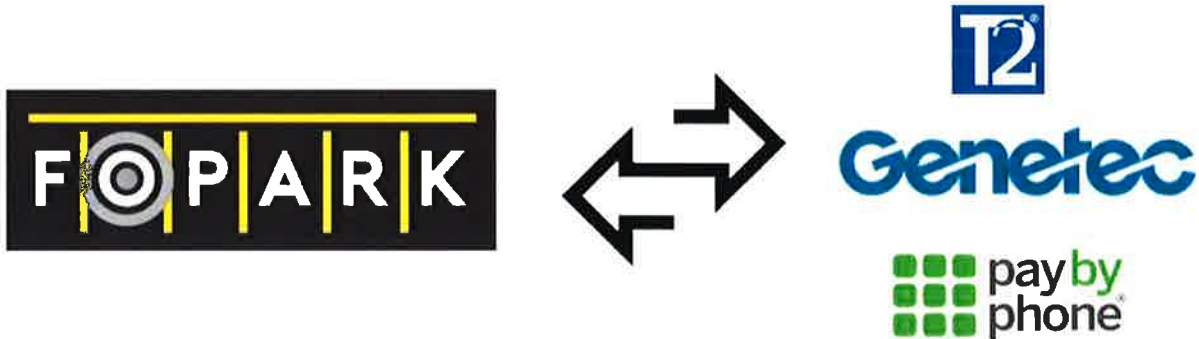
*Historical occupancy data for each space is stored in our database*





### API Integration

FoPark's easily accessible cloud based API enables 3<sup>rd</sup> party integration to other value added services. The API enables integration with T2, Genetec, Pay by phone and any other applications.





## Enforcement Portal

FoPark has an enforcement portal that helps with targeted enforcement activities. The portal communicates the exact location of the violations, so enforcement officers can drive there directly rather than their traditional enforcement routes. It increases the effectiveness of the officers and increases enforcement revenue.

**Enforcement alerts:** FoPark can also be configured to send automatic alerts to parking managers for violations such as Overstay, Unpaid etc.

**Proof of violation:** A snapshot of the car when it pulled into a space and another when the violation occurred is provided with the alert for visual verification and as evidence.

**FoPark Enforcement Portal** City of Auburn

**Gay Street Meter** TRUE COST IS PAID TO PARK CURRENT TIME 5:11 PM

SPACE#	TYPE OF VIOLATION	TIME SINCE VIOLATION
02	OVERSTAY	-0:05:24
<div> <div> PARKED AT 11:05 AM, 2/26/2018 </div> <div> EXPIRED AT 01:06 PM, 2/26/2018 </div> </div>		
14	OVERSTAY	-0:35:29
35	UNPAID	-0:16:52

Enforcement portal app view



### *Parking Lot Safety*

FoPark's camera based solution offers two services in one package. The cameras installed in the parking lots provide occupancy data for parking customers, and it also provides critical security and monitoring of the rooftops. The cameras cover every single parking space on the rooftop providing an effective surveillance tool for law enforcement.

According to data available from bureau of justice statistics, almost one-third of all violent crimes happen in open parking lots, streets and open areas. Typically, buildings, garages and their hallways and driveways are monitored by security cameras; however, 29.1% of all violent crimes happen outside of these areas. Here is the breakdown of these statistics -

- Over 7.3% of all violent crimes occur in open parking lots
- And an additional 17.3% occur on open areas, on street or public transportation

At the minimum, the presence of a camera in plain sight serves as an effective deterrent to criminals and illegal activity. Parking administrator will have access to these feeds and can store them to their DVR for future review.

**References** – (Confidential – Only for the use of Fort Lauderdale Parking Management)

- **Auburn University, Auburn , AL**

Don Andrae  
 Manager, Parking Services  
 dza0015@auburn.edu  
 Phone: (334) 844-4143

FoPark serves Auburn University since 2016

- **University of Mississippi, Oxford, MS**

Richard Bradley  
 Manager, Parking Services  
 rbradley@olemiss.edu  
 Phone: (662) 915-2751

FoPark serves University of Mississippi since 2018

- **City of Auburn, Auburn , AL**

Jarrold Nelson  
 Chief Technology Officer  
 jnelson@auburnalabama.org

FoPark serves City of Auburn since 2017

FoPark's technology is relatively new to the parking industry. We are a fast growing company in the single space vehicle detection technology market and anticipate adding more customers in our 3rd year of operation, providing real-time parking guidance solutions to customers from various industry sectors.



## **Project Scope**

*Suggested existing vendor scope: Retain certain services of existing vendors as given below*

### Existing Vendors for Fort Lauderdale



#### Responsibilities

- Electronic permit application and payment process
- Ability to retrieve registered owner information through DMV
- Online Citation Appeals application with capability for attachments.
- Ability of system to connect the driver's license plate number (also called virtual permitting) to the permit without having to have a physical decal or hangtag
- Comprehensive online training module for new employees learning system use.
- Ability to notify drivers of new citations via mail
- Ability to notify drivers of late fees or other fees associated with not paying their citations within 30 days or more
- Ability to make manual adjustments to remove or reverse any possible fees



#### Responsibilities

- Live real-time enforcement system providing accurate information of payment, permits, violations and vehicle/customer history.
- Provide point-of-transaction flexibility which will provide the ability to take credit card payments via citation device.
- Incorporate Bluetooth technology and the latest cellular technology in the enforcement proposal.
- Provide citation devices that capture both pictures and video that can be attached to citation.
- Provide citation devices that capture electronic valve stem chalking or wheel imaging.
- Provide thermal printers with high performance battery (batteries that last longer than eight hours on a single charge).



#### Responsibilities:

- Mobile payment for parking

## Scope of FoPark



### Responsibilities

1. Enhance the efficiency of enforcement through technology that provides street and space location of violations, types of violation.

Notes: FoPark can provide this information to Genetec in an app.

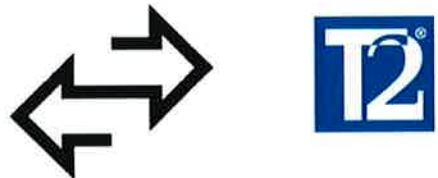
Refer to page – 14: **Enforcement Portal**



2. Improve parking utilization and customer awareness of parking availability through mobile app notifications/interactive maps.

Notes: FoPark can provide app with data for outdoor spaces. Occupancy data for garages has to be provided by T2's loop system or any other garage occupancy data provider.

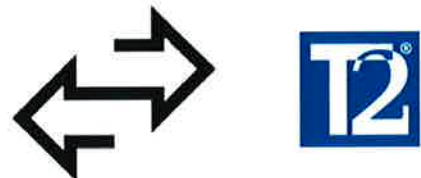
Refer to page – 7: **Mobile App**



3. Identify the City's parking inventory and the utilization of that inventory through web based software

Notes: FoPark can provide the data for outdoor spaces. Occupancy data for garages has to be provided by T2's loop system or any other garage occupancy data provider.

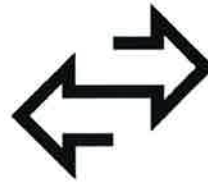
Refer to page – 11: **Dashboard**



4. Develop a mobile application for external customer to help identify available parking.

Notes: FoPark can provide app and signage with data for outdoor spaces. Occupancy data for garages has to be provided by T2's loop system or any other garage occupancy data provider

Refer to page – 7: **Mobile App**



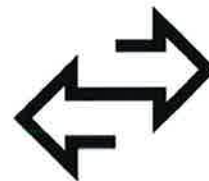
5. The mobile application must have the capability to connect to Pay By Phone

Notes: Parking guidance app can have Pay by phone linked to it



6. Provide data to generate reports, graphics and dashboards for measuring and monitoring the performance of the City's parking operations

Notes: FoPark can provide easily accessible API for T2 , Genetec and Pay by phone to pull occupancy data for outdoor spaces.



## Pricing

*Pricing provided for single space and can be extended to any number of spaces*

Category #	Category Name	Item or Task	Description	Unit or Qty or spaces	Sub Total Cost	Category Total Cost
1	OCCUPANCY SOFTWARE FEE (For 3 years)	Deduct occupancy using artificial intelligence	For on street , off street spaces	1	\$ 180	<b>\$180.00</b>
2	HARDWARE PRICE	Security camera installation	<b>REFER PAGE 21</b> Cost cannot be provided because of the uncertainties of camera locations, as per question #23(Bid Q/A) Example cost provided for 2 locations to provide an idea of hardware cost	-	-	<b>To be determined</b>
3	ENFORCEMENT PORTAL (For 3 years)	Provide information of violation with snap shot pics	Provide an app that provides location of violation and type of violation with snap shot pics of vehicle	1	\$36	<b>\$36.00</b>
4	PARKING GUIDANCE PHONE APP LICENCE (For 3 years)	Android , Apple and web app	For On-Off street parking spaces. Data for garages could be added if FoPark have access to garage occupancy data provider's API	1	Free for 500+ spaces	-
5	INTEGRATION to Pay by phone	Android, Apple	Link to Pay by phone from the parking guidance app	1	Free for 500+ spaces	-
6	OCCUPANCY STATISTICS	Dashboard	Occupancy statistics- For On, Off-street spaces	1	Free for 500+ spaces	-
Price can be extended to any number of spaces.				<b>Per space price for 3 years</b>		<b>\$216.00</b>

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### **Appendix A: Example pricing for camera hardware and installation**

FoPark's parking solution requires security cameras installed overlooking parking spaces. FoPark's software can use existing IP security cameras that are used for security on site, or can use new cameras. However exact cost of cameras and related hardware along with installation cost cannot be estimated right now, because of the uncertainties involved in deciding the camera locations for each site (according to question #23 in the bid Q/A).

Each site has multiple camera mounting points, like utility poles, light poles, neighboring building structures etc. Mounting cameras on buildings will cover more spots than cameras on light poles, which brings down the cost of hardware and install. And for this reason, it is unfair to City of Fort Lauderdale to provide a cost of hardware at this point without a firm answer on camera mounting locations from the city.

As mentioned in the answer for question #23(bid Q/A), FoPark will be interested in working with city's IT department and any external agencies to ensure that we have the proper permissions to mount cameras where ever required.

However, to give you an idea about the cost involved in security cameras and related hardware along with installation, below are price estimates for 2 of your lots.

Lots	Google map pictures that illustrates camera locations	Camera locations	Estimated hardware and install price
County Lot 1		4 camera locations- Buildings and light poles	\$14,500 (includes 3 year warranty and maintenance)
Vista Park Lot		1 camera location – wooden utility pole in the lot	\$4,500 (includes 3 year warranty and maintenance)

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## **Appendix B**

- Insurance Certificate
- Bid Bond

**Bid Bond:** FoPark can provide a bid bond – however, at this point we are unclear on the amount the bond should be made out for. The pricing provided in this bid (\$216) is a per space price for 3 years and can be extended to how many every spaces the City wishes. Without the exact number of spaces and exact locations to mount cameras, which will affect the quote, a bid bond will not reflect the true pricing.

FoPark will be willing to provide bid bond and performance bond if required after initial discussion with the City regarding the uncertainties.

Client#: 187030

62FOCUSENGINE1

**ACORD**<sup>TM</sup>**CERTIFICATE OF LIABILITY INSURANCE**

DATE (MM/DD/YYYY)

04/30/2018

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 any rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> <b>J Smith Lanier &amp; Co of Opelika</b> <b>Marsh &amp; McLennan Agency, LLC</b> <b>P. O. BOX 828</b> <b>Opelika, AL 36803</b>		<b>CONTACT NAME:</b> <b>PHONE (A/C, No, Ext): 334 749-3401</b> <b>FAX (A/C, No): 334 745-8785</b> <b>E-MAIL ADDRESS:</b>	
<b>INSURED</b> <b>Focus Engineering, LLC dba: FoPark</b> <b>570 Devall Dr Ste 303</b> <b>Auburn, AL 36832</b>		<b>INSURER(S) AFFORDING COVERAGE</b>	
		<b>INSURER A : Travelers Property Casualty Co.</b>	
		<b>INSURER B : Travelers Indemnity Co. of America</b>	
		<b>INSURER C :</b>	
		<b>INSURER D :</b>	
		<b>INSURER E :</b>	
		<b>NAIC #</b>	
		<b>25674</b>	
		<b>25666</b>	

**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 INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			ZPP21N8682018I5	02/01/2018	02/01/2019	EACH OCCURRENCE \$ <b>1,000,000</b> DAMAGE TO RENTED PREMISES (Ea occurrence) \$ <b>300,000</b> MED EXP (Any one person) \$ <b>10,000</b> PERSONAL & ADV INJURY \$ <b>1,000,000</b> GENERAL AGGREGATE \$ <b>2,000,000</b> PRODUCTS - COMP/OP AGG \$ <b>2,000,000</b> \$
A	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS ONLY <b>UMBRELLA LIAB</b> <b>EXCESS LIAB</b> OCCUR CLAIMS-MADE DED RETENTION \$			BA9H69012818TEC	02/01/2018	02/01/2019	COMBINED SINGLE LIMIT (Ea accident) \$ <b>1,000,000</b> BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$ EACH OCCURRENCE \$ AGGREGATE \$ \$
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input checked="" type="checkbox"/> Y <input type="checkbox"/> N / A (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below			UB9H68956018I5G	02/01/2018	02/01/2019	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ <b>1,000,000</b> E.L. DISEASE - EA EMPLOYEE \$ <b>1,000,000</b> E.L. DISEASE - POLICY LIMIT \$ <b>1,000,000</b>
A	<b>Errors and Omissions</b>			ZPL31M7392A18I5	02/01/2018	02/01/2019	<b>\$1,000,000 Each Act</b> <b>\$1,000,000 Aggregate</b>

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

**\*\* Workers Comp Information \*\***

**Proprietors/Partners/Executive Officers/Members Excluded: Sakthivael Kandaswaamy, Ravi Palaniswamy**

**CERTIFICATE HOLDER****CANCELLATION****\*\*Proof of Insurance\*\***

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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### **Appendix C**

- Non collusion statement
- Certificate of compliance with non discrimination provisions
- Contract payment method
- Bid proposal certification



## BID/PROPOSAL CERTIFICATION

**Please Note:** If responding to this solicitation through BidSync, the electronic version of the bid response will prevail, unless a paper version is clearly marked **by the bidder** in some manner to indicate that it will supplant the electronic version. All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit <http://www.dos.state.fl.us/>).

Company: (Legal Registration) Focus Engineering LLC EIN (Optional): 45-4332459

Address: 570 Devall Dr, #303

City: Auburn State: AL Zip: 36832

Telephone No. 334-321-2317 FAX No. 334-321-2883 Email: contact@FoPark.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): 30 – 300(depends on order)

Total Bid Discount (section 1.05 of General Conditions): -

Does your firm qualify for MBE or WBE status (section 1.09 of General Conditions): MBE X WBE

**ADDENDUM ACKNOWLEDGEMENT** - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.	Date Issued	Addendum No.	Date Issued	Addendum No.	Date Issued
<u>1- 8</u>	<u>Mar 9 – Apr20</u>	<u></u>	<u></u>	<u></u>	<u></u>
<u>8 (latest)</u>	<u>Apr 20</u>	<u></u>	<u></u>	<u></u>	<u></u>

**VARIANCES:** If you take exception or have variances to any term, condition, specification, scope of service, or requirement in this competitive solicitation you must specify such exception or variance in the space provided below or reference in the space provided below all variances contained on other pages within your response. Additional pages may be attached if necessary. No exceptions or variances will be deemed to be part of the response submitted unless such is listed and contained in the space provided below. The City does not, by virtue of submitting a variance, necessarily accept any variances. If no statement is contained in the below space, it is hereby implied that your response is in full compliance with this competitive solicitation. If you do not have variances, simply mark N/A. **If submitting your response electronically through BIDSYNCR you must also click the "Take Exception" button.**

**Response provided only for camera based parking availability solution for outdoor parking spaces and related enforcement tool, phone app and statistical dashboards. Open for integration with other new vendors or current vendors**

The below signatory hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid/proposal. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also hereby agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's direct, indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of Five Hundred Dollars (\$500.00). This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

**Submitted by:**

Ravi Palaniswamy

Name (printed)



Signature

Apr 30, 2018

Date:

Chief Executive Officer

Title

revised 04/10/15

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## CONTRACT PAYMENT METHOD BY P-CARD

THIS FORM MUST BY SUBMITTED WITH YOUR RESPONSE

The City of Fort Lauderdale has implemented a Procurement Card (P-Card) program which changes how payments are remitted to its vendors. The City has transitioned from traditional paper checks to payment by credit card via MasterCard or Visa. This allows you as a vendor of the City of Fort Lauderdale to receive your payment fast and safely. No more waiting for checks to be printed and mailed.

Payments will be made utilizing the City's P-Card (MasterCard or Visa). Accordingly, firms must presently have the ability to accept credit card payment or take whatever steps necessary to implement acceptance of a credit card before the commencement of a contract.


Please indicate which credit card payment you prefer:

\_\_\_\_\_ MasterCard

  X   Visa Card

Company Name: \_\_\_\_\_ FOCUS ENGINEERING LLC \_\_\_\_\_

Ravi Palaniswamy  
Name (Printed)

  
Signature

Apr 30, 2018  
Date

Chief Executive Officer  
Title

**NON-COLLUSION STATEMENT:**

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

**Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.**

<b><u>NAME</u></b>	<b><u>RELATIONSHIPS</u></b>
<b>Not applicable</b>	

**In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.**

**CONTRACTOR'S CERTIFICATE OF COMPLIANCE WITH  
NON-DISCRIMINATION PROVISIONS OF THE CONTRACT**

The completed and signed form should be returned with the Contractor's submittal. If not provided with submittal, the Contractor must submit within three business days of City's request. Contractor may be deemed non-responsive for failure to fully comply within stated timeframes.

Pursuant to City Ordinance Sec. 2-17(a)(i)(ii), bidders must certify compliance with the Non-Discrimination provision of the ordinance.

- (a) Contractors doing business with the City shall not discriminate against their employees based on the employee's race, color, religion, gender (including identity or expression), marital status, sexual orientation, national origin, age, disability or any other protected classification as defined by applicable law.

Contracts. Every Contract exceeding \$100,000, or otherwise exempt from this section shall contain language that obligates the Contractor to comply with the applicable provisions of this section.

The Contract shall include provisions for the following:

- (i) The Contractor certifies and represents that it will comply with this section during the entire term of the contract.
- (ii) The failure of the Contractor to comply with this section shall be deemed to be a material breach of the contract, entitling the City to pursue any remedy stated below or any remedy provided under applicable law.

  
\_\_\_\_\_  
Authorized Signature

Ravi Palaniswamy - CEO  
\_\_\_\_\_  
Print Name and Title

Apr 30, 2018  
\_\_\_\_\_  
Date