

AK American Investments LLC

Bid Contact **Alexey Kryuchkov**
splashdbg@gmail.com
Ph 407-590-9087

Address **1010 Bunnell Rd**
Altamonte Springs, FL 32714

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch.	Docs
12344-805-C19--01-01	Refer to Cost Proposal Page in Bid Packet	Supplier Product Code:	First Offer -	1 / n/a	Y	Y

Supplier Total **\$0.00**

AK American Investments LLCItem: **Refer to Cost Proposal Page in Bid Packet****Attachments**

Cost Proposal.pdf

Non-Disclosure Agreement.pdf

Non-Collusion Statement.pdf

Non-Discrimination Certification.pdf

Contract Payment Method.pdf

Insurance Certificate .pdf

W-9.pdf

SunBiz_AK.pdf

SunBiz_EstVis.pdf

Proposal.pdf

SECTION VI - COST PROPOSAL PAGE

Proposer Name: AK American Investments LLC

Proposer agrees to supply the products and services at the prices bid below in accordance with the terms, conditions and specifications contained in this RFP.

Cost to the City: Contractor shall quote firm, fixed, costs for all services/products identified in this request for proposal. These firm fixed costs for the project include any costs for travel and miscellaneous expenses. No other costs will be accepted.

Notes:

Attach a breakdown of costs including but not limited to labor, equipment, materials and parts.

Software Solution:

- | | |
|------------------------------------------------------------------|----------------------|
| 1. Annual Software License Cost (up to 10 users) | \$ <u>9,000.00</u> |
| 2. One-time Implementation Fee (including Training, Travel etc.) | \$ <u>557,791.00</u> |
| 3. Annual Software Maintenance Cost (fixed price for term) | \$ <u>124,352.00</u> |

Data Conversion and Migration (see sections 3.2.1, 3.2.2, 3.4.7 and 4.2.4 for details):

- | | |
|--------------------------------------------------------------|--------------------|
| 4. Data Conversion/Migration from previous software solution | \$ <u>3,500.00</u> |
| 5. Data Conversion/Migration from manual tracking system | \$ <u>3,500.00</u> |

Total Project Cost

~~\$ 698,142.00~~

\$ 698,143.00 AK.
5/18/2020


Submitted by:

Alexey Kryuchkov

Name (printed)

05/14/2020

Date



Signature

CEO

Title

RFP # 12344-805-C19 - Cemetery Management Software Non-Disclosure and Confidentiality Agreement

It is hereby understood and agreed that:

- The City of Fort Lauderdale, hereinafter referred to as the "City", is providing the cemetery data in the form of an MSSQL database, hereinafter respectively referred to as "data" and "database", to the bidder specified below and subject to the terms of this Non-Disclosure and Confidentiality Agreement.
- All data contained in the database is confidential in nature and is intended only for the use of the below signed bidder. All data is and will remain the property of the City.
- The data contained in the database must only be used in the development of bidder proposal for the City's cemetery software solution solicitation, RFP # 12344-805-C19. Any misuse or divulging of the data beyond its intended use may be subject to penalties under applicable laws.
- None of the data may be copied in part or in whole without the prior written agreement of the City of Fort Lauderdale.
- All bidder employees or associates using this data in part or in whole have a responsibility to ensure that none of the data, in part or in whole, is disclosed, duplicated, or transcribed in any way in contravention of this Non-Disclosure and Confidentiality Agreement.
- Bidder agrees to indemnify and hold the City harmless from and against any and all damages the City may suffer as a result of the disclosure or use of any Confidential Information in violation of this Agreement, or other violation hereof, including consequential damages, costs of litigation and collection, and attorneys' fees.
- The data shall remain the property of the City and shall be certified in writing by the bidder that it has been destroyed, after it was used for the development of the bidder proposal.
- The Bidder acknowledges that any violation or threatened violation of this Agreement may cause irreparable injury to the City, for which monetary damages may not be a sufficient remedy; and that the City will be entitled, without waiving any other rights or remedies to such injunctive or equitable relief as deemed appropriate by a court of competent jurisdiction.
- Venue shall lie in the 17th Judicial Circuit, Broward County, Florida, in the appropriate court or before the appropriate administrative body, or in the event of federal jurisdiction, in the Southern District of Florida.

Proposer:

Company or Organization: AK American Investments LLC

Contact Name: Alexey Kryuchkov

Contact Signature: 

Contact Title: CEO

Mailing Address: 1010 Bunnell Rd ste 1105, Altamonte Springs, FL, 32714

Phone: 407 652 3301

Fax: 407 652 3301

E-mail Address of Contact Person: alex.k@estvis.com

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.

<u>NAME</u>	<u>RELATIONSHIPS</u>
N/A	N/A
N/A	N/A
N/A	N/A
N/A	N/A

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.

5/14/2020.

**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

Alexey Kryuchkov. CEO
Print Name and Title

5/14/2020
Date

CONTRACT PAYMENT METHOD

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 credit card payments via MasterCard or Visa as part of this program.

This allows you as a vendor of the City of Fort Lauderdale to receive your payments fast and safely. No more waiting for checks to be printed and mailed.

In accordance with the contract, payments on this contract will be made utilizing the City's P-Card (MasterCard or Visa). Accordingly, bidders must presently have the ability to accept the credit card or take whatever steps necessary to implement acceptance of a card before the start of the contract term, or contract award by the City.

All costs associated with the Contractor's participation in this purchasing program shall be borne by the Contractor. The City reserves the right to revise this program as necessary.

By signing below you agree with these terms.

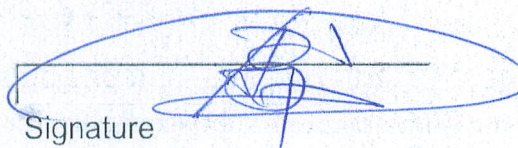
Please indicate which credit card payment you prefer:

☐ MasterCard

☒ Visa

AK American Investments LLC
Company Name

Alexey Kryuchkov
Name (Printed)


Signature

5/14/2020
Date

CEO
Title

LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local business price preference classification as indicated herein, and further certifies and agrees that it will re-affirm its local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this ITB. Violation of the foregoing provision may result in contract termination.

(1) _____
Business Name

is a **Class A** Business as defined in City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.

(2) _____
Business Name

is a **Class B** Business as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the Business Tax Receipt or a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.

(3) _____
Business Name

is a **Class C** Business as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.

(4) _____
Business Name

requests a **Conditional Class A** classification as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(5) _____
Business Name

requests a **Conditional Class B** classification as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(6) AK American Investments LLC
Business Name

is considered a **Class D** Business as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186 and does not qualify for Local Preference consideration.

BIDDER'S COMPANY: AK American Investments LLC

AUTHORIZED COMPANY PERSON:

Alexey Kryuchkov

NAME

[Signature]

SIGNATURE

5/18/2020

DATE

**CERTIFICATE OF LIABILITY INSURANCE**

DATE (MM/DD/YYYY)

5/11/2020

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 YouZoom Insurance Services, Inc 6900 College Blvd Ste 1000 Overland Park KS 66211		CONTACT NAME: Emily Benson PHONE (A/C, No, Ext): 888-240-8803 FAX (A/C, No): 877-835-1833 E-MAIL ADDRESS: AMServiceCenter@arrowheadgrp.com	
		INSURER(S) AFFORDING COVERAGE	
		INSURER A: American Guarantee and Liability Insurance	
		INSURER B: American Zurich Insurance Company	
		INSURER C:	
		INSURER D:	
		INSURER E:	
		INSURER F:	

COVERAGES**CERTIFICATE NUMBER:** 402162075**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 INSD	SUBR 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 type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			EPK1644768-04	2/14/2020	2/14/2021	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
B	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			EAP1644769-04	2/14/2020	2/14/2021	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> Y / N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		N/A				PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
B	Garagekeepers			EAP1644769-04	2/14/2020	2/14/2021	Limit see desc of ops

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

Garage Keepers includes On-Hook coverage.
 Covered Locations and Garage Keepers Limits at each Policy Location:
 753 N US Highway 17-92 Longwood, FL / Limit \$300,000
 1010 Bunnell Rd Altamonte Springs, FL / Limit \$300,000

CERTIFICATE HOLDER**CANCELLATION**

City of Fort Lauderdale 100 N Andrews Ave Fort Lauderdale FL 33301	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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Form W-9
(Rev. December 2014)
Department of the Treasury
Internal Revenue Service

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

Print or type
See Specific instructions on page 2.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

AK American Investments LLC

2 Business name/disregarded entity name, if different from above

EstVis

3 Check appropriate box for federal tax classification; check only **one** of the following seven boxes:

- ☐ Individual/sole proprietor or single-member LLC
☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶
Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.
☐ Other (see instructions) ▶
- ☐ C Corporation ☒ S Corporation ☐ Partnership ☐ Trust/estate

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any)

Exemption from FATCA reporting code (if any)

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.)

1010 Bunnell Road ste 1105

6 City, state, and ZIP code

Altamonte Springs, Florida, 32714

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number

- -

or

Employer identification number

2 7 - 5 1 2 5 7 1 6

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign
Here

Signature of
U.S. person ▶



Date ▶ 05.11.2020

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.

By signing the filled-out form, you:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
- Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Detail By Document Number](#) /

Detail by Entity Name

Florida Limited Liability Company
AK AMERICAN INVESTMENTS LLC

Filing Information

Document Number L11000023602
FEI/EIN Number 27-5125716
Date Filed 02/24/2011
Effective Date 02/24/2011
State FL
Status ACTIVE

Principal Address

1010 Bunnell Road
1105
Altamonte Springs, FL 32714

Changed: 02/13/2017

Mailing Address

Excel AutoBody
1010 Bunnell Road
1105
Altamonte Springs, FL 32714

Changed: 02/16/2019

Registered Agent Name & Address

KRYUCHKOV, ALEXEY
Excel AutoBody
1010 Bunnell Road
1105
Altamonte Springs, FL 32714

Address Changed: 02/16/2019

Authorized Person(s) Detail

Name & Address

Title MGRM

KRYUCHKOV, ALEXEY
Excel AutoBody
1010 Bunnell Road
1105
Altamonte Springs, FL 32714

Annual Reports

Report Year	Filed Date
2018	01/11/2018
2019	02/16/2019
2020	02/21/2020

DIVISION OF CORPORATIONS

[Previous on List](#) . [Next on List](#) . [Return to List](#)

Fictitious Name Search

No Filing History

Submit

Fictitious Name Detail

Fictitious Name

ESTVIS

Filing Information

Registration Number G19000129227
Status ACTIVE
Filed Date 12/06/2019
Expiration Date 12/31/2024
Current Owners 1
County MULTIPLE
Total Pages 1
Events Filed NONE
FEI/EIN Number 27-5125716

Mailing Address

1010 BUNNELL ROAD, STE. 1105
ALTAMONTE SPRINGS, FL 32714

Owner Information

AK AMERICAN INVESTMENTS LLC
1010 BUNNELL RD STE 1105
ALTAMONTE SPRINGS, FL 32714
FEI/EIN Number: 27-5125716
Document Number: L11000023602

Document Images

[12/06/2019 -- Fictitious Name Filing](#)

View image in PDF format

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Fictitious Name Search

No Filing History

Submit

Executive Summary

AK American Investments LLC office is located at 1010 Bunnell Road, ste.1105, Altamonte Springs, Florida, 32714. Major software product that the company runs and constantly develops - EstVis (www.estvis.com) CRM/WorkFlow/Management for Collision Repair market. Company operates its own collision repair facility at the same building to be able to closely monitor and respond to constantly evolving industry needs and trends.

AK Software Ltd, Ufa, Russia

Belongs to the same owner and located at Rikharda Zorge St. 31 ste 5, Ufa, Bashkortostan, Russia.

Individuals directly involved :

1. Alexey Kryuchkov, CEO, owner. Altamonte Springs, Florida.
2. Timur Mukhtasibov, CTO. Ufa, Russia.
3. Timur Nizamov, Team Leader, Ufa, Russia.

The company's specialization is the development of professional software, in particular management systems, web portals, desktop and mobile applications.

Experience and Qualifications

AK American Investments LLC established in 2011 and has 10 employees in the USA as well as 16 employees in Russian branch. We have 9 years in software development and telecommunication network infrastructure support in the USA. Company is currently porting existing EstVis framework to other industries such as granite manufacturers and HVAC installers.

EstVis is proven to be a robust and agile system, easily portable to different industries with additional requirements.

EstVis concept is:

1. Automate routine processes and grant easy structured access to the files.
2. Delegate tasks and permissions. Hold users accountable for their tasks.
3. Monitor WorkFlow, outlining bottlenecks and calculating KPIs.
4. Be intuitive and suggestive.
5. Provide a set of frequently used reports.

EstVis consist of Cloud server, Local server (optional, for communication speed boost), desktop, web and mobile clients (iOS, Android). System integrates with VoIP PBX, QuickBooks and many other vendors, specific for particular industries it is used for.

System automatically communicates with customers and teammates through logged "in client" application notifications, automated phone calls, Fax, SMS and emails with/without web links. Creates pre-filled forms/contracts with electronic signature option. Has OCR capabilities (Google cloud OCR).

Web interface allows to create and manage users and their roles, grant and revoke access to multiple locations. Configure process phases and notifications on phase change.

Desktop/Web client allows you to see all jobs and their phases, move them through, look up documents attached and communicate with customers/teammates. Schedule events/tasks.

Mobile client provide the same functionality as desktop client and can take and upload pictures, scan QR, DRL, BAR codes to create/find forms, contracts, records. Send notifications/tasks based on GPS location.

Plug-Ins allows integration with multiple other platforms where API is defined.

Approach to Scope of Work

Even though technical requirements and functional requirements are defined in RFP, it is

necessary to understand how processes are performed in an existing environment, what existing habits and frustrations are. It is important to scrutinize every aspect of every role and link in the existing process chain.

This is how we start. "Living" every role in the process, documenting all possible scenarios, directions, deviations, communications, paperwork, work schedules. Going over existing SOPs, gathering improvement suggestions, offering alternative solutions.

Usually it takes 1 business day for 1 user role to have a preliminary technical/functional description set. At the same time WorkFlow phases, "Roles" structure with permissions will be defined. We will identify 2-3 functions that can be easily integrated with existing system/process and implement them seamlessly, so users can still work how they used to, giving us feedback on the functions implemented.

It will take us up to 10 days to produce technical documentation for the project.

Implementation of the fully functional pilot will take no more than 180 days. During this period users will comfortably use the platform with new functions added every week, receiving training videos and in app instructions. This approach will make the educational process interactive and easy to absorb, dividing and delivering sophisticated system in small parts.

Such an approach let us work on corrections/additional requirements in a timely manner. Receiving feedback to particular feature from all users at the same time.

Based on previous experience, we anticipate another 180 days for additional requirements, not listed in RFP, to arise. Those requirements will be implemented under the same "cost proposal" if they are already incorporated in existing platform, or require minimum configuration.

References

1. DBG LTD CO. Daisy Velazquez. Manager. 407 923 6355 daisy@excelautobodyshop.com

EstVis for collision shops. Fully integrated with all available systems and electronic tools: FreePBX VoIP, Mitchell Repair Center estimating, Launch and Snap-on scanners, PPG paint mixing, QuickBooks. Touch AiO in every workstation. Voice event notifications.

2. Zsolt Granite Corporation. Zsolt Kuntarics. Owner 352 328 1772 zsolt@zgranite.com

EstVis for granite manufacturers. Integration with Moraware and Asterisk VoIP.

3. All Car Collision. Mina Mukhar. Owner. 214 245 4833 mina@mukhar.net

EstVis for collision shops. Integration with CCC estimating system. Launch scanner.

BID/PROPOSAL CERTIFICATION

Please Note: It is the sole responsibility of the bidder to ensure that his bid is submitted electronically through www.BidSync.com prior to the bid opening date and time listed. Paper bid submittals will not be accepted. 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) **AK American Investments LLC** EIN (Optional): **27-5125716**

Address: **1010 Bunnell Road**

City: **Altamonte Springs** State: **Florida** Zip: **32714**

Telephone No.: **4076523301** FAX No.: **4076523301** Email: **alex.k@estvis.com**

Delivery: Calendar days after receipt of Purchase Order (**section 1.02 of General Conditions**): **365**

Total Bid Discount (**section 1.05 of General Conditions**): **N/A**

Check box if your firm qualifies for MBE / SBE / WBE (**section 1.09 of General Conditions**): ☐

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

<u>Addendum No.</u>	<u>Date Issued</u>	<u>Addendum No.</u>	<u>Date Issued</u>	<u>Addendum No.</u>	<u>Date Issued</u>
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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. **You must also click the "Take Exception" button.**

N/A

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:

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Exhibit 2
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Alexey Kryuchkov
Name (printed)

05/11/2020
Date

Alexey Kryuchkov
Signature

MGRM
Title

Revised 4/28/2020