

April 1, 2021

Stephanie Nelson  
Senior Account Manager  
Indiana Department of Administration

**RE:** RFP 21-66986 (Air Monitoring Data Management System)

Dear Stephanie,

Enclosed is our proposal and response to specifications for the event for IDEM, including the following documents, uploaded individually:

- Cost Proposal Narrative
- RFP Attachments D, E, F, F1, K3, L
- Appendix A, B, C, D (one document)
- Tennessee Certificate of Authorization
- D&B Report
- Hosting SOC2 report
- Subcontracting documents and Indiana Economic Impact Form

#### Agreement with Requirement in Section 1

Agilaire agrees with the requirements in Section 1, and has provided a detailed response to requirements and scope in Attachments E, F, F1, and Attachment L. Responses in these documents may also refer to our Appendix A through D for additional information and clarification.

One technical requirement in Section 1 was not well defined, or referenced in Attachments F/F1, and we wish to make the clarification here (as well as further clarified in Appendix A, Section 11). Section 1.4 of the RFP main document lists “web-based system interface.” We wish to clarify that AirVision offers a hybrid approach with a web interface for public users, and a combination of thick Client and web based interfaces for IDEM personnel. System administration (tasks, polling, configuration, security) are all exclusively managed through the Client (which would directly connect to the cloud server). Web-based interfaces are available for all reports and certain other operational functions, such as:

- Some parameter settings (not as detailed as Client version)
- Entry of web site announcements and forecasts
- Manual File Import using the Generic File Import Tool
- QA Transaction data Entry for Flow Rate Verification, 1-Pt QC, Semi Annual Flow Audit
- Average Data Editor And Sample Data Editor

Note that the data editors in the Web client are more limited and not as feature-rich as the Client versions described in Appendix A, Section 5, but do offer the ability to review trends, review

data fields and sort/filter, add/remove flags, null codes, qualifier codes, update method codes, add/remove annotations, apply slopes/offsets, and drill down intervals or to diagnostic parameters.

Other web functions may be migrated from the Client as determined by IDEM and done as part of post Phase 3 enhancements.

Agreement with Mandatory Contract Terms (2.3.5)

Agilaire agrees mandatory contract terms listed in 2.3.5.

Summary of Ability And Desire To Supply Requested Products and Services

Agilaire is the leading provider of air monitoring DMS's in the United States, with over 30 state and 50+ local agencies and tribes as AirVision users. Our mission and goal is to improve the workflow and capabilities of air monitoring professionals through continuous improvement of the AirVision and 8872 data logger products.

Agilaire implements roughly two major agency upgrades each year, having recently completed upgrades for Virginia and Wyoming in 2020, and currently mid-project for Clark County, NV, so commencing a project for IDEM in June of 2021 fits well within our available resources. Through all of this projects, we have perfected and refined the process of upgrading / replacing other DMS systems (including two LEADS systems) and successfully managing customer needs and expectations.

Confidential Information

This proposal contains no information deemed confidential under IC 5-14-3.

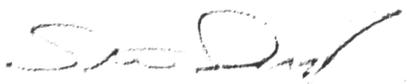
Other Information

(none)

Respondent Notification Email

Please reach out with any questions on the quote via [sdrevik@agilaire.com](mailto:sdrevik@agilaire.com), or by phone / SMS to 865-228=2263.

Sincerely,



Steve Drevik, President  
Agilaire, LLC

## AUTHORIZING DOCUMENT

**ESC Agilaire LLC** (EIN 20-3777229; dba Agilaire LLC), as a single owner LLC, held 100% by the undersigned individual **Steven Paul Drevik** met on March 31, 2020 and agreed to authorize submission of a proposal by the above named for the State of Indiana, RFP 21-66986 "Air Monitoring Data Management System" in March / April of 2021.

As Agilaire LLC has a single owner and no board, the decision was made by the undersigned sole owner, **Steven Paul Drevik**, and is fully authorized to both approve the decision and submit the proposal.

The undersigned sole owner, **Steven Paul Drevik**, is also listed as the only Member of the Tennessee registered Member-Managed LLC.

Sincerely,

A handwritten signature in black ink, appearing to read "Steve Drevik", is written over a faint dotted line.

Steve Drevik, President  
Agilaire LLC