



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) # 022525
Entitled**

Passenger and Crowd Flow Management Solutions and Related Products

The following advertisement was placed January 7, 2025, in and on the Sourcewell website: www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, and The New York State Contract Reporter www.nyscr.ny.gov, January 8, 2025, in South Carolina's *The State*, the *Deseret News*, *The Salt Lake Tribune* and Oregon's *Daily Journal of Commerce*, January 7, 2025 and January 14, 2025 in *The Oklahoman* and in *USA Today*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Passenger and Crowd Flow Management Solutions and Related Products to result in a procurement solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than February 25, 2025, at 4:30 p.m. Central Time, and late proposals will not be considered.

**Due to technical difficulties with the Sourcewell Procurement Portal, the solicitation close date was extended from February 25, 2025 to March 4, 2025, at 4:30 pm CT. The Request for Proposals required that all proposals be submitted through the Sourcewell Procurement Portal no later than 4:30 pm CT on March 4, 2025.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

11550080 Canada Inc.	Nerevu Group
Accenture	Nerevu Group, LLC
Accso South Africa	Northwest Premiere Event Staffing
Adriana Ruben Services LLC	Nureal.ai
AIMMO NA, Inc.	Occuspace Inc.
Alvarado Manufacturing	One Step Information Systems
B.M.R. Manufacturing Inc.	Outsight Inc
Bartell Industries LLC	Penta Corporation

Beacon Systems Inc.	Performix
Beonic Inc	PMY ETS (USA), Inc.
Brent Baldwin	PWXPress
Calian Ltd.	Quanergy Solutions, Inc.
Clovity Inc	Safe Solutions Global, Inc.
ClusterTek America LLC	SAPA
Computer Consultants International, Inc.	Senzary LLC
DevThirty3 LLC dba Sidekick	Sia Partners Inc.
DILAX Systems USA Inc.	Sigma Consultants Group, Inc.
Embross USA Inc	SITA Information Netowrking Computing USA Inc.
Entuitive	Sled Consulting, LLC
eRepublic, Inc.	Smart Sensor Solutions
EV Support	Superior Information Technologies, LLC.
Facility Unlimited Corporation	Tensator, Inc.
GHD Limited	The Bridge, LLC
Glocol Inc.	The Indoor Lab LLC
Infax	The JW Group, Inc.
Infodev Electronic Designers	Think AI Consulting Corporation
Infojini, Inc.	Tool Country Inc
Johns Storage	Transit AMS LLC
Kaizen Laboratories Inc	True North Consulting Group
Keverest Technologies	Urban Solar Inc.
Lavi Industries	Velocitor Solutions LLC
Local Security	Veovo Inc.
MavenCode LLC	WaitWell Inc.
McElhanney Ltd	WSP Canada Inc.
Med Solutions LLC	Xerox Canada Ltd.
MetroExpress Services, Inc.	Xovis USA Inc.
Momentum Transport Consultancy Inc.	Zensors Inc

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on March 4, 2025 at 4:30 pm Central Time. Proposals were received from the following:

Beonic Inc.
DILAX Systems USA Inc.
Embross USA Inc.
Glocol Inc.
Infodev Electronic Designers
Kaizen Laboratories Inc.
Lavi Industries
Nureal.ai
Occuspace Inc.
PMY ETS (USA), Inc.
Quanergy Solutions, Inc.
SAPA

Smart Sensor Solutions
Superior Information Technologies, LLC.
The Indoor Lab LLC
Urban Solar Inc
www.tensator.com
Xovis USA Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Ginger Line, MPA, NIGP-CPP, CPPB, Senior Procurement Analyst
Ben James, Procurement Analyst II
Ashley Powers, Procurement Analyst I
David Gonzalez, Procurement Analyst I

The findings of the Proposal Evaluation Committee are summarized as follows:

As a publicly traded company, Beonic Inc. offers a comprehensive portfolio of passenger and crowd flow management solutions. They provide services to the top 19 of the top 100 airports in North America. Their sales team has a combined 50 years of experience coupled with a large service team. They are willing and able to service all the United States. Beonic is designed to address the diverse needs of public facilities such as airports, ports, railways, bus stations, and other transit hubs. They offer a significant discount on their hardware and annual platform fees.

Embross USA, Inc., acquired IBM's travel and transportation division in 2015 and Edge Airport Systems in 2019. They develop and provide common use self-service kiosks and passenger processing systems and hardware. Their sales and service teams will serve Sourcewell participating entities in the United States and Canada. Embross offers leasing and multiple pricing options. They are offering Sourcewell participating entities solid pricing discounts.

Infodev Electronic Designers International, Inc. (Infodev EDI) was founded in 1993 in Quebec City, Canada. Infodev EDI is a turnkey solutions provider in the automatic people and passenger counting systems industry. Members of their sales and service average 15 years of industry experience. Infodev EDI is offering competitive pricing with potential for volume discounts for larger projects.

Kaizen Laboratories Inc. was founded in 2020. They specialize in the design, development, implementation, and maintenance of cloud-based civic software solutions. Kaizen works directly with government agencies, allowing them to maintain a high level of customization, compliance, and security. Kaizen provides 24/7 emergency support with quick response times to minimize issues or outages. Kaizen's unique pricing model creates a significant discount over traditional Software as a Service (SaaS) models.


PMY ETS (USA), Inc., was founded in 2009 and works with some of the world's best-known sports and entertainment organizations, including the Olympics, LIV Golf, NFL, NBA, MLB, NHL, and Wimbledon. They offer passenger detection, occupancy and dwell time, queue management, unusual behavior detection, 3D mapping and AI-powered video inferencing. Their sales and service teams will serve Sourcewell participating entities in the United States and Canada. PMY ETS (USA) offers leasing options and competitive discounts to Sourcewell participating entities.

Xovis USA Inc. was established in 2008. Xovis has a trusted network of over 200 partners and 35 service representatives. They are willing and able to serve all of the United States and Canada and extend their terms to non-profit organizations. Xovis offers a comprehensive range of crowd analytics, people counting, and data-driven decision-making tools that are highly adaptable to different industries and environments. Xovis offers a scaled discount pricing structure, which allows them to pass along savings the larger the range of entities.

Urban Solar Inc. has deployed both solar power solutions and tamper-proof, real-time passenger information displays since 2008. Their displays are flexible to each agency's requirements and have various display sizes and types, along with multiple power sources including battery, solar, and grid power. Urban Solar is offering competitive pricing on its products to Sourcewell participating agencies.

For these reasons, the following awards of Sourcewell #022525 are recommended:

Beonic Inc.	022525-BEO
Embross USA, Inc.	022525-EMB
Infodev Electronic Designers International, Inc.	022525-IED
Kaizen Laboratories Inc.	022525-KZL
PMY ETS (USA), Inc.	022525-PMY
Xovis USA Inc.	022525-XOV
Urban Solar Inc.	022525-USI

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Ginger Line, MPA, NIGP-CPP, CPPB
Senior Procurement Analyst

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Ben James, Procurement Analyst II

DocuSigned by:

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Ashley Powers, Procurement Analyst I

Signed by:

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David Gonzalez, Procurement Analyst I

STATEMENT OF COMPLIANCE

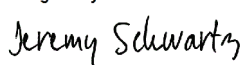
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #022525 Passenger and Crowd Flow Management Solutions and Related Products**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on May 20, 2025.

Signed by:


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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer